



SHATTO MILK COMPANY

www.shattomilkcompany.com

December 2008

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, providing samples of our products at your local markets and community events, and just in the course of our daily life. I 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

to our local family dairy, and had the opportunity to host more than 50,000 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.

My family would like to take this opportunity to wish each of you a happy holiday season! The farm and country store will be open on Christmas Day, so if you need some last minute items or would just like to come and say hello, we will be here.

We look forward to the many opportunities to serve you in 2009 and beyond. We already have many fun farm events scheduled for the coming year including our annual **Easter Egg Hunt, Family Day at the Farm,** and much more.

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!

**Going to a Holiday
Party? Don't forget to
spread some cheer with
Shatto Egg Nog!**



Holiday Open House

On December 20 we will be hosting our first annual holiday open house from 10 a.m. to 2 p.m.

During this time visitors will be able to go behind the scenes of our bottling facility, be able to see, pet and bottle feed our baby calves and of course visit our country store. We want this to be an event where we are able to meet and greet you as you browse around our local family farm.

We will be offering free samples and will have many items from our country store on sale as you look to finish your holiday shopping.

The event will of course be held on our family dairy farm located at 9406 North Hwy 33, Osborn, MO 64474. To obtain correct directions as well as an easy to read map, please visit our website at www.shattomilk.com. We advise folks not to rely on GPS or sites like Mapquest as they often provide incorrect directions to our location.

If you would like to obtain more information about this event or need to get a hold of us for more specific directions please do not hesitate to contact us at (816) 930-3862.

We look forward to seeing you on the 20th!

Shatto On Facebook

A couple months back a friend of ours mentioned we should get on Facebook, of course we had no idea what he was talking about. Since that time we have learned a lot and have created a Shatto Milk Company Facebook page.

What we are amazed at is that in just a couple months, more than 900 of you have become "fans" of Shatto Milk via Facebook.

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

<http://www.facebook.com/pages/Shatto-Milk-Company/22383143368>



What's Happening On The Family Farm?

We had a lot to be thankful for this November. The weather was relatively uneventful and the temperatures are still pretty mild. Of course, the cows love this time of year.

At the bottling plant, Egg Nog is being made daily. It is truly keeping us all busy in combination with the increased holiday demand for cream, half and half, and our tremendous butter.

At the dairy parlor things continue to move along in preparation for the winter months ahead. We are making sure everything is prepared for the wonderful snow and possible ice that is yet to come. This is a very important job to provide for the well being and happiness of our wonderful bovine friends.

The Country Store is super busy. We continue to host tour groups daily and in addition we are starting to see the holiday shoppers begin to stop by and pick out their favorite items for friends and family.

In preparation for the Holidays we will be hosting a Holiday Open House on December 20th from 10 a.m. to 2 p.m. This will be a great time to stop by the farm and look around as well as an opportunity to do some last minute shopping for those that you love.

If there is anything we can do to assist you in your preparation for the holiday season or ensure you have enough product for your holiday parties, do not hesitate to give us a call at (816) 930-3862.

Check out our online store at www.shattomilk.com.

Our Family Farm Story

Farming for more than 100 years

It all started in the late 1800's when Barbara (Cox) Shatto's great-grandparents moved to a small family farm located just north of Plattsburg, Missouri. The family worked the ground to raise crops and small farm animals. In the early 1900's the family decided to embark on a new venture -- dairy farming. Three generations later, getting up at 4 a.m. each morning to milk the cows and make sure the entire herd is taken care of is still a way of life for the family.

Barbara and her two sisters, Esther and Dinah, grew up on the farm and began learning the family business from a very early age. Their father and mother managed the dairy farm into the early 1990's before passing down the day-to-day operations to my wife, Barbara, and I. Barbara and I proudly began a new generation of dairy farming, which included our son, Matt, Sally the family dog, and of course our happy herd of dairy cows.

With falling milk prices threatening the farm, Barbara and I knew we had to make a choice. Either we would have to give up, sell the cows, and I would have to begin looking for a new job in the city or we would try something new, something that would save the family farm and provide all of our neighbors in the Kansas City Metropolitan area a true, farm-fresh option of dairy products.

Well, as you are aware, the choice was simple. We could not give up on the family farm and all of the work that had gone into it over the century. In November 2002, we began construction of a new, on-the-farm facility where all of the milk from our cows would be bottled and sold to the wonderful people of this area. Construction of this facility was completed on June 1, 2003 and the first glass bottle of farm fresh Shatto Milk Company milk was delivered on June 4, 2003.

Today, our family farm has over 200 cows and we deliver their milk to more than 50 stores in the metropolitan area.

Our family farm is complete with an on-the-farm retail

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Bovine Employee of the Year



Patches

Over the course of the past year many of you were able to visit the farm. In doing so, I am certain you were able to meet Patches, pet her and maybe even milk her.

Patches is one of the few cows on the farm that gets to meet almost 100% of our visitors. Due to her calm demeanor, gentle personality, cute grin and her love for visitors, Patches has been named this year's Bovine Employee of the Year.

The next time you visit the farm, please be sure to congratulate Patches on the award and offer her a hand full of grain as a token of your enjoyment of meeting her.

A bit about Patches, she is 5 ½ years old and was born right here on our family farm. She is currently expecting a bouncy baby calf sometime in late summer. She produces more than 60 lbs of milk per day, which is equivalent to about 7 gallons of milk. She enjoys visitors and likes to show off a bit when they come to see her. She has a great personality and is a pleasure to be around.

Patches hopes to see everyone on the farm in 2008. If you are not able to make it to the farm this coming year, feel free to send Patches a letter. She loves to receive mail and share it with all of her friends at the farm! Send any mail to: 9406 N Hwy 33, Osborn MO 64474

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store that plays host to regular customers that stop in for milk and just to say hello. Others drive from many miles away to stop by and take part in the educational tours that are offered, which highlight the family farm, the process milk goes through before ending up on your table, the dairy facilities and of course the wonderful cows.

Much has changed over the past century, but our love for our animals, our overwhelming dedication to our family farm and our customers has remained consistent. We thank all of you for your part in our family story, as we could not have saved our family farm without you! We look forward to making many new memories with you as a part of our dairy family. Thank you so much for your support and for allowing us to make our family farm dreams come true.

QUART BOTTLES

This past month we were contacted by our quart bottle supplier and told that the mold they use make to create these bottles has broken and that they are in the process of changing glass makers.

What this means is it will be a few months until we are able to receive shipment of more quart bottles. So, we are asking for your help. If you have any quart bottles lying around the house that are ready to be returned, please do so. This will help us ensure that we are able to keep providing quart sized products in this time of transition. It will also ensure that everyone has the chance to enjoy their favorite Shatto Milk this holiday season. Feel free to share this request for help with others that enjoy Shatto Milk. Thanks for your help!

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? 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.



Shatto Milk Company Gift Cards are now available for the holidays along with some other great items such as our Old Fashion Wire Milk Carriers and our Limited Edition 1953 Cream Top Bottles.

Thank you for your support of our local family farm in 2008. We look forward to providing you and your family with farm fresh milk, butter and ice cream for many years to come!

From Our Family to Yours,

Happy Holidays!

2008 Year in Review



Unveiled Shatto Ice Cream.



Held a couple outstanding special events on the farm.



We were reminded that our customers are amazing!



A few of our products won state, national and international awards.



Harvested this years crop.



Unveiled our new/old 1954 Divco Milk Truck.