



SHATTO MILK COMPANY

www.shattomilkcompany.com

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Monthly Updates Via the Shatto Milk Company Moosletter

Up-to-date information about our local family farm

Robert L. Shatto
Owner

The purpose of our new monthly Moosletter is to provide all of our wonderful customers like you the opportunity to stay up-to-date with what is happening at your local family dairy farm. Starting with this issue, I will be putting together a monthly publication that will contain information about our local family farm, new products, special events, updates on our happy herd of dairy cows, some of our wonderful family recipes, and from time to time special offers only available through the Shatto Milk Company Moosletter.

I am committed to making our local family farm one that everyone in the area views as their own family farm, a place where you are free to come visit any time, a place our family welcomes you and a place where you can see the cows that produce the freshest milk

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And Much More....

Come Visit Us On The Farm

Take a tour or just visit our farm store

Tours of our dairy, processing and bottling facility are available. To set up a tour for your group or family, please contact Sherri Shatto at (816) 930-3862.

Shatto Milk Company schedules tours Tuesday through Saturday throughout the year. On our tours you can:

- **See the baby calves (you may get to bottle-feed one yourself).**
- **Get a first-hand look at where our cows live, what they eat, and how they are milked.**
- **Learn how our milk is processed (this includes a description of each step our milk goes through before reaching your table).**
- **Watch how our wonderful milk is packaged in our famous glass bottles and how those bottles are sterilized before being re-used.**

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This young man gets to bottle feed a baby calf during a tour.

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around.

I see our local family farm as a place to educate the public about agriculture, to show families from around the world how our family makes a living, and most importantly to educate the public about how milk gets from our cows to the store on a daily basis.

Let there be no misunderstanding, I believe our products are different from all other dairy products on the market, whether you compare us to the large corporations that produce milk in plastic or other similar conglomerate companies throughout the country that buy from many different places and bottle milk in glass containers. We are different!

- We are local.
- We are family owned and operated.
- Most importantly, we are truly committed to providing you with the freshest, best tasting milk you can find.

We take great pride in our family farm and more specifically our wonderful herd of cows! We hope that this newsletter provides you and your family a bit more insight into how a family farm works. You are always welcome to contact or visit us. Our family is dedicated to providing your family with MILK AT ITS FINEST.

I hope you enjoy our first edition of the Shatto Milk Company Moosletter and encourage your family and friends to sign up for the issues to come. If you have any thoughts or suggestions for future articles, updates, pictures, etc. please feel free to contact us at office@shattomilk.com or via phone at (816) 930-3862.

From my family to yours,



What's Happening On The Family Farm?

We expanded our farm family! Due to increased demand for our products, we purchased fourteen new beautiful bovines, which were immediately added to our farm family. Seeing that we treat our cows like family, my wife always likes to name our cows. So if you hear us talking about Trixie, Lucy, Butterbean, Dolly or Spot we are referring to a few of our newest additions to the Shatto Milk Company family.

In addition to adding a few cows, our family was busy putting up and decorating our tree and making holiday baskets to sell at our farm store for the holidays. A number of our customers purchased our hand-packaged gift baskets for family members, friends and kids of all ages. We keep a number of gift baskets on the shelves year round as people see these as great gifts for birthdays, anniversaries, holidays, etc. We also added a ton of other new items to our farm store this past month, including new Shatto Milk Company shirts and hats, cow related treasures such as cute plush toys, and food items from other local farmers.

In future editions, this section will provide more insight into the daily workings of our dairy farm, what took place during the previous month, and of course updated information on our wonderful herd of cows.

Thank You!

In future issues, this section will be titled "Our Family Farm Story" and will provide you with an understanding of how our family got into farming, the struggles that we encountered along the way, and how and why we ended up choosing to bottle our own farm fresh milk.

Since this is our first edition, I thought it would be appropriate to just say thank you so very much for the support you have shown us during our first year and a half in business. The part of this job I love the most is being able to talk with many of you when I see you in the grocery stores, when you visit us on the farm, and when you contact us via email or phone with questions or thoughts.

You have no idea what your support means to my family and me. I credit a lot of our success to you, not just because you enjoy our products, but because you are the ones that are spreading the word about our local family business to your friends and family. It is the fact you have taken a personal interest in our local family farm that we have been, and will continue to be, successful. I thank you for your efforts and support.

With that said, please feel free to pass this and future copies of our monthly Moosletter on to your friends and family and let them know that they are more than welcome to sign up for this publication themselves by emailing us at office@shattomilk.com.

Thank you again for your loyalty and support.

GRANDMA GEORGIA'S FAMOUS MILK PIE

Ingredients: ½ cup flour ½ cup sugar
 ½ cup Shatto Cream 1-1/2 cup Shatto Milk
 1 tsp vanilla 1 tsp nutmeg

Crust – Make or purchase your favorite piecrust.

Add ½ cup of flour & ½ cup of sugar to a bowl- Mix well.

Add ½ cup of Premium Shatto Milk Company Cream to the flour/sugar combination. Mix well. Add 1-½ cups, or a bit more if you like, of Shatto Milk and stir. Add 1 tsp of vanilla and mix all ingredients. Pour ingredients into the unbaked piecrust and sprinkle 1 tsp of nutmeg on top. Cook in a slow oven (approx. 325 degrees) for 45-60 minutes or until a toothpick comes out clean.

Let Cool And Enjoy!

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- **Sample many of Shatto Milk Company's tasty products.**

Tours typically last 60 to 90 minutes from start to finish. There is a \$4 charge per person, and children two and under are free. All groups are welcome; we have hosted tours for school field trips, families, Boy and Girl Scouts, businesses, senior citizen bus tours, etc.

"We had a great time on our tour of your family farm. We adults enjoyed learning about how your milk is processed and bottled, while the kids loved the farm atmosphere and being able to see the cows and pet the baby calves. It is great to have a local family farm we can visit. Keep up the good work!"

Richard Walton

Our Belief: Children should have the opportunity to learn that our food (especially milk) is produced on a farm and is not just a product at the local grocery store. Our goal is to make sure that your trip to our farm is a good learning experience where you will have fun and build memories that will last a lifetime!

Our family is pleased to be able to share Shatto Milk Company, a real working farm, with people like you from all over the world.



A few of our girls pose for a photo shoot, smile and say "SHATTO MILK"!

PRODUCT NEWS

As the holiday season gradually ended so did the production of our super premium eggnog. We received many great comments about our eggnog this year and assure you it will return in November 2005.

During the holidays, we limited production of our strawberry, orange dream and 2% chocolate milk to insure we had enough milk to make our holiday eggnog. Strawberry, orange dream, and 2% chocolate milk will be back in full production very soon. Make sure you pick some up at your local grocery store.

Next month's issue will contain information related to our newest milk flavor set for production in early February. Let's just say it will make your taste buds float.

Mark Your Calendars

1ST ANNUAL EASTER EGG HUNT

DATE: MARCH 27, 2005 2 P.M. - 3 P.M. (ARRIVE BY 1:45)
Hundreds of eggs and a tons of fun. Watch for updates on our website for more information or contact us anytime.

FAMILY DAY AT THE FARM

DATE: JUNE 25, 2005 10 A.M. TO 4 P.M.
Our annual open house with games, prizes, food and fun. Visit www.shattomilkcompany.com for directions.

HAY RIDES

COMING SOON
Would you like to take a hayride, have a bonfire and enjoy a picnic on the farm? Watch our website and future Moosletters for more information.

Bovine Employee of the Month



HOLLY THE HOLSTEIN

Age: 4 years old	Daily Milk Production: 14 gallons
Weight: 1545 lbs.	Favorite Beverage: Water
Birthplace: The Green Pasture at Shatto Farms	Dream Vacation: The Corn Field before harvest
Birthday: June 6, 2000	Favorite Activity: Mooing
Eyes: Brown	Favorite Sports Team: Kansas City Chiefs
Hair (Fur): Black and White	Favorite Season of the Year: Springtime, I love fresh grass.
Owner: The Shatto Family	What Gifts Did You Get For the Holidays? A cowbell and a bow.
Favorite Food: Hay	Celebrity I Most Resemble: Elsie the Cow
Amount Eaten Per Day: 70 - 90 lbs.	
Favorite Evening Out: A trip to the North side of the farm with friends.	
Best Friend: Robert Shatto – He pets me and talks to me a lot.	

FREQUENTLY ASKED QUESTIONS:

Q: What breed of cows does Shatto Milk Company have?

A: Shatto Milk Company has only Holstein Cows. Those are the black and white ones. Holsteins typically give more milk and less cream.

Q: How much milk does a cow produce in a day?

A: An average cow produces 6 to 7 gallons of milk per day.

Q: How many cows does Shatto Milk Company have?

A: Shatto Milk Company currently has 161 cows. Each cow is milked twice a day.

Q: How long has our family farm been active?

A: Our family has been farming on the same land for more than 100 years. The dairy portion of the farm was started in the late 1930's. We began processing our own farm fresh milk on the farm in June 2003.