



# SHATTO MILK COMPANY

[www.shattomilkcompany.com](http://www.shattomilkcompany.com)

January 2007

## Come Tour Our Local Family Dairy Farm

Did you know that Shatto Milk Company offers tours of our local family dairy every week, Tuesday – Saturday? We do. In 2006 we welcomed more than 40,000 people to our farm, where they were able to learn how to milk a cow, see how our milk is bottled and of course get the chance to pet the baby calves.

Our tours are a great mix of education and fun as we are committed to educating the public, specifically our youth about where milk comes from and how it gets to their local grocery store.

You can learn more about our tours by visiting our website, [www.shattomilkcompany.com](http://www.shattomilkcompany.com). If you are interested in setting up a tour for your family, friends, company outing, or just yourself, the next few weeks are the best time to contact us as we are already taking reservations well into the summer.

Groups of all sizes are welcome, from a family of 2 to a corporate outing of 200. We will ensure your time at our local family dairy farm is fun, educational and exciting. If we can personally answer any questions for you, feel free to contact us at (816) 930-3862. We hope to see you at the farm very soon.

## **Mark Your Calendar!**

Easter Egg Hunt – **April 8, 2007**  
2:30 p.m.

Family Day at the Farm – **June 23, 2007**  
11 a.m. – 3 p.m.

## New Years Day Surprise

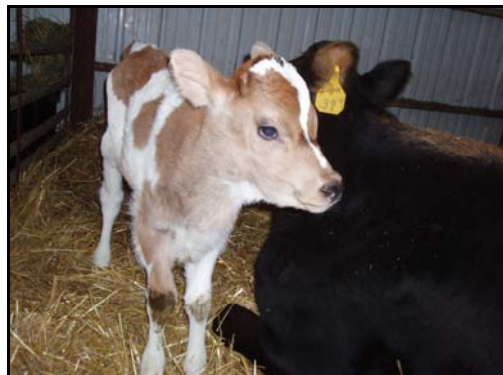
On New Year's Day all of us here on the farm awoke to a surprise. A new bouncy baby girl. To clarify, a new little baby calf.

We were not really expecting this little one to be born so soon, so all of our employees that typically name the new babies were caught off guard. Thus, we are asking for your assistance. We would like for you to provide us with a fitting name for this New Year's Baby.

We ask that you submit your ideas to us via email at [office@shattomilk.com](mailto:office@shattomilk.com) by January 16, 2007. We ask that you remember that she is a little girl and that she is the first happy little calf born on our farm this New Year. All submissions are appreciated and the winning name will be announced in next month's Moosletter.

The winner will receive a coupon entitling them and three friends to enjoy a tour of Shatto Milk Company for free and their very own personal picture of this new addition to our family dairy farm.

Below is a picture of our newest baby calf. She is the one that you will be naming. For those of you who visited us during the year and met Ginger, she is the mother of this new calf.



## TMX Elmo Winner

Thanks to all of you who participated in the TMX Elmo Contest. As many of you may recall, participants were asked to submit their best guess of how many glass milk bottles have been put into circulation by Shatto Milk Company since our first delivery of farm fresh milk in June 2003. The individual guessing the closest amount to the actual number, without going over, won the Elmo.

I am happy to announce that **Laura Morrow** was the winner. Laura's guess was 472,123 bottles only 5,277 away from the actual number of 477,400 bottles. Congratulations Laura!

While 477,700 bottles may seem like a lot, this number is very small compared to the number of one trip plastic containers we would have used if we did not use glass bottles and promote reuse and recycling. While most of the bottles we purchase and put into circulation find their way back to the farm to be refilled and reused over and over, we are finding that our wonderful customers use our bottles for some pretty unique and fun decorating ideas as well. These unique uses increase the number of bottles we have to order, thus inflating the number of bottles sold. Some of the fun ways we have found people using our bottles are for things like flower vases, beta fish containers, lava lamps, normal desk lamps and of course money jars.

If you and your family use Shatto Milk Bottles in any other fun ways, let us know as we enjoy hearing your stories and creative ideas.

**Strawberry Milk is Back!**

**Be sure to check your local store  
for the freshest Strawberry Milk  
on the Shelves – Shatto  
Strawberry Milk!**



## What's Happening on the Family Farm?

This past month has been non-stop. We have had thousands of visitors at the farm. Most of which visited our country store looking for some fun gifts for their family and friends. Now that the Holidays have come to an end, things are getting back to normal and slowing down a bit.

As you noticed our seasonal egg nog was available throughout the months of November and December. We stopped production of this product on January 1 as we normally do. You will begin to see Strawberry Milk back on your local shelves very soon, if you have not already.

At the dairy, things are going great. The cows are enjoying this moderate weather and looking forward to spring. I could say the same about our employees that work at the dairy as well. Their day usually starts at 4 a.m. and ends around 11 p.m. As you can imagine, they welcome the warmer than normal temperatures, especially in the early morning and late evening.

At the Country Store things are moving along well. This past month we were met with a huge surprise. A member of Martha Stewart's magazine team contacted us about a product we offer at our local country store. We sent them a sample of many of our products which were going to be sent to a photo shoot they are doing and depending on how things turn out, Shatto Milk Company may be included in an upcoming issue. As you can imagine we were pretty shocked by that news, but very happy. It is amazing that a New York based corporate giant would have any interest in contacting a small Midwestern dairy farm.

## Crème Brulee Recipe

250 degree oven, 60 to 90 minutes cooking time

Makes six servings

Split two fresh vanilla beans and add them to two cups Shatto cream. Bring to just under a simmer on the stove top. After 10 minutes, take a wooden spoon and scrape the vanilla husks clean and discard them.

In a medium bowl, use a wooden spoon to stir together 8 egg yolks and ½ cup sugar. When adding the cream mixture it needs to be in a very slow and controlled manner or you will get a bowl of incredibly rich scrambled eggs. Start by mixing in a couple of tablespoons of the cream while constantly stirring the mixture, then slowly add a gentle stream of cream to the mix while continuing to stir.

Strain the mixture through a fine mesh sieve into a large measuring cup/bowl with a pouring lip. Divide into six, eight ounce custard cups or ramekins. These can then be placed in a 9 x 13 baking pan in a water bath. Place a wash cloth or small towel in the bottom of the pan so the cups are not in direct contact with heat.

Use the middle rack of the oven, bake until the custards are set but still slightly "quivery" in the center when gently shaken, 1 to 1 ½ hours. Remove from bath, let cool to room temperature and seal each cup tightly with plastic wrap. Refrigerate overnight or up to two days.

The traditional crust is formed with two tablespoons of sugar spread over the custard and melted with a small torch or an oven broiler. This takes practice, but even if it comes out scorched looking it is still pretty tasty.

This outstanding recipe was provided to us along with samples by Mark Breeding, a local Shatto Milk Company Customer! Thanks Mark!

## Employee of the Month



Paul Pulley is our employee month. Paul has shown his flexibility as he has done it all around the farm. Paul has worked at the dairy taking care of the cows and milking, he has worked in the bottling plant pitching in where necessary, he has done regular maintenance work and can now be found out in one of our delivery trucks ensuring Shatto Milk makes it to your store safely.

Paul is a joy to have around and someone you can depend on. He lives in the neighboring community so he is very close to the farm.

Paul is an upbeat individual that is very proud of his daughter. All of us here at Shatto Milk Company are truly happy to have Paul as a part of our team and we appreciate his flexibility and willingness to pitch in where necessary.

No matter if you see Paul out delivering milk or he is here at the farm when you stop by the country store or for a tour, be sure to say hello. Paul, from all of us here at the farm, thanks for your effort and for your help in making sure that all of our valued customers get their YUMMY milk on a daily basis!

### Fun Cow Facts

- A newborn Holstein calf weighs about 100 pounds and can walk within one hour after birth!
- On the top front of their mouths, cows have a tough pad of skin instead of teeth.
- No two cows have exactly the same pattern of spots.
- A cow spends 13 hours a day lying down and up to 8 hours a day eating.
- Twelve or more cows are known as a "flink."
- It is possible to lead a cow upstairs but not downstairs, because a cows' knees can't bend properly to walk back down.
- There are 10,354,979 cows that give milk in the US.