



SHATTO MILK COMPANY

www.shattomilkcompany.com

May 2009

Lemonade, Sweetened Tea, Orange Drink and Fruit Punch

As we enjoy spring and then soon transition into summer, I want to tell you about some wonderful treats we have that are great for this time of year.

This past weekend as we were handing out samples someone made the comment, "I did not know you made juices, these are amazing". With that comment in mind, I thought I should make sure everyone knows that we do indeed offer a juice line in addition to our YUMMY milk products.

For the past few years we have been providing our customers with **Lemonade, Sweetened Tea, Fruit Punch** and **Orange Drink**. Each of these treats are made right here in our bottling facility and are products that customers in the Kansas City and St. Joseph area can enjoy year around. Most stores that carry our milk products also stock our juices, if for some reason your store does not currently offer these YUMMY treats, just request that your dairy manager order some the next time they place their order with us.

We want to make sure that all of our customers have the products that they enjoy. We are certain you will enjoy all of our juice products. As always, if we can ever be of assistance to you please let us know.

**Having a Graduation
Party? If so, Shatto
Juices are wonderful
additions!**

Family Day at the Farm

Last year more than 6,000 people came out for our annual customer appreciation event. We hope you and your family can make it this year. This year's event is more special than in past years as it marks Shatto Milk Company's fifth anniversary, so please come out and join us.

The event is free to all and is a great opportunity to enjoy a fun day with family and/or friends. This year's event will be held on June 20 and will be from 11 a.m. to 3 p.m. Please let all of your friends, family and colleagues know of this great opportunity as we would love for them to experience a "day at the farm".

There will be something for everyone as visitors can:

- Take a free tour of the dairy and bottling plant.
- Pet the baby calves
- Enjoy free lunch (while supplies last)
- Milk a cow
- Enjoy fun games
- Take a hayride (weather permitting)
- Enjoy the country setting

More information on this event is available on our website. If we can answer any questions for you, please contact us at (816) 930-3862.



OLD FASHION WIRE MILK CARRIERS NOW AVAILABLE

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 at www.shattomilkcompany.com. If you have any questions please do not hesitate to contact us at (816) 930-3862.



Team Penske Enjoys Shatto Milk

In April I had the opportunity to attend the annual Indy Car Race at the Kansas Speedway. Upon attending I was provided the opportunity to visit the Penske Team Tent. As was the case last year, I noticed that the entire Penske Team enjoys Shatto Milk when they are in the Kansas City area.

I was honored to meet the Team's culinary group who specifically talked about how they enjoy our farm fresh products and are sure to pick up our milk and butter when they are in town for consumption as well as cooking.



What's Happening on the Family Farm?

What a busy month of April. Between the City Market, farm tours, visits to local schools and speaking engagements, we have all stayed pretty busy. My family and all of our wonderful employees have enjoyed the opportunity to meet so many of you over the course of the past few weeks.

It seems as if we will meet many more of you in May as the tour calendar is practically booked everyday. Thus, the country store is staying very busy as all the visitors mean lots of samples, many picnics and of course a lot of milk going out the door.

At the bottling facility things are as busy as ever. We continue to perfect our cheese curd recipe with the hope of offering it to local stores within the month. Until then, you can purchase these goodies at the farm store and the City Market.

At the dairy, things are great. The cows are enjoying the moderate weather, but would like for the ground to dry out a bit. They do not seem to care for the mud so much. They are however looking forward to the big day in June. They love family day at the farm as they get to see so many visitors and get some extra attention.

Over the course of the coming weeks we will be out and about at the KC City Market, the Amy Thompson Run and other fun local events. We hope to see you and your family out and about. If we can ever do anything for you please do not hesitate to ask.

It Is All About Being Fresh

All of us here at Shatto Milk Company take great pride in providing our customers with the freshest and best tasting milk possible. As you know our milk can get from the cow to the store in as little as 12 hours. I am sure you are also aware that we do not add any preservatives or whiteners to our milk and we actually go to great lengths to make sure that our milk maintains its pure and original flavor.

While our milk is the freshest in the Kansas City area, keeping it fresh may have to do with your refrigerator. Your refrigerator's temperature has a lot to do with how long your milk will last. I would encourage you to test your refrigerator and make sure that it is set at the optimal temperature range of **between 35 – 37 degree F**. If you maintain this temperature you can be assured you are maintaining the freshness of your dairy products.

Shatto Milk At Royals Stadium

Many of you have contacted us about your excitement when you noticed that Sheridan's Custard at Royals Stadium is using Shatto Milk in some of its products. We are of course very happy to be in that location and truly look forward to an ongoing partnership.

The Sheridan's are a terrific family dedicated to the local community and their customers. When you are at the stadium next, please thank them on our behalf for using our local products in their tasty treats.

Become A Fan:

Shatto Milk Company is now on Facebook: get up to date information about our special events, where we are in the community and when we will be in your area.

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

Ice Cream – Super Premium and Local



Many of you have had the chance to enjoy our newest super premium product, but others of you have not.

For those of you that have not had the chance to try this product, it is my pleasure to introduce Shatto Ice Cream. Shatto Ice Cream is made on our local family farm using only the finest ingredients, including fresh Shatto whole milk and cream. This new all natural frozen treat is currently being offered in two classic flavors, Vanilla and Chocolate, with Strawberry soon to follow. Shatto Ice Cream will be available in pint sized containers cleverly designed to match our milk bottles.

Many of the stores that carry our milk already carry this new treat. However, if your store does not yet carry this product please ask your store manager to begin carrying it. Many stores are waiting to see the demand for the product before deciding if they should carry it or not. So, your help in requesting this new product would be greatly appreciated as we would love to get this new super premium product on the shelf of your favorite store.

Thanks so much for trying our newest all natural local treat!