



# SHATTO MILK COMPANY

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

September 2006

## Shatto Milk Comes Only From Shatto Cows

As all of you are aware, we only provide our wonderful customers like you milk from the cows that we own and care for on our local family dairy farm. We do this to ensure that the milk that you receive from our local family dairy farm is the freshest and best tasting milk possible, not to mention our dedication to ensuring that you have a chance to come out to our farm and see the exact cows that produce the milk you enjoy on a daily basis.

The positives associated with using milk only from the cows we own significantly outweighs the challenges. Yet, one main challenge does exist. When our cows' milk production is down for any reason whether it is due to heat or just a lower number of cows in the milking herd, we cannot go out and place an order for more milk. Now, don't think that I am not out in the pasture begging my cow friends to produce more milk. I have been known to do that, but for some reason I never get much of a response other than a funny look.

The reason I bring this to your attention is because many of you are probably aware that some of your favorite Shatto Milk products have been absent from your local grocery store shelves or available in lower

quantities. This is true because our cows' milk production is down due to the extreme heat we have experienced over the course of the past six weeks. While we do provide our cows with shade, as much water as they want, sprinklers to stand under and huge fans to cool them off, none of us can escape the heat and humidity of July and early August.

While milk production decreased due to the heat over the past two months, it is picking back up now that we are seeing both lower temperatures and reduced humidity. With this more moderate weather we are currently experiencing, we are hopeful that the cows are able to get back to normal production in the next three weeks. Until then, some of your favorite milks may not be available like normal.

My family and I appreciate your patience related to this challenge. I promise you that we will have all of your favorite milks back in full production as soon as possible.

In the meantime, if I or my wife, Barbara, can be of assistance to you please do not hesitate to contact us directly at (816) 930-3862. I welcome the opportunity to talk with you personally and update you on what is happening on the farm. Thank you very much for your dedication to our local family dairy farm.

## **Mark Your Calendars:**

Northwest Missouri Memory Walk Sponsored by  
Shatto Milk Company – **October 14, 2006**

Easter Egg Hunt – **April 8, 2007**

Family Day At The Farm – **June 23, 2007**



## Shatto Butter Crowned Cream of the Crop

I am excited to announce that both our **salted and unsalted butter received a first place blue ribbon at the Missouri State Fair** this past month.

This is the second year we entered our farm fresh butter in the State Fair judging contest and the second time our butter received the first place blue ribbon. We are truly excited about this honor.

If you have not done so, I invite you to try our all natural butter. Our all natural butter is handmade and packaged daily at the farm, using only cream from our happy cows. You can find both salted and unsalted Shatto Butter in almost every store that carries Shatto Milk Company products.

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### Northwest Missouri Memory Walk – A Benefit for the Alzheimer’s Association

Join my family and I as Shatto Milk Company sponsors the Northwest Missouri Memory Walk to benefit the Heart of America Alzheimer’s Association. This event will take place on Saturday, October 14, at 9:00 a.m. The walk will start at the St. Joseph Hy-Vee where there will be snacks and plenty of Shatto Milk samples for everyone. For more information about this special event and to register, please visit the Memory Walk website at [www.nwmissourimw.kintera.org](http://www.nwmissourimw.kintera.org).

My family, like many others, has been affected by this disease. Georgia Cox, my mother-in-law who ran our local family farm for many years, was diagnosed with Alzheimer’s in the 90’s. For the next ten years, her condition worsened until she lost her struggle with this disease in October 2004.

Since that day, our family has been dedicated to helping those affected by this disease as well as aiding others in finding a cure. We hope you join our entire family for this event to raise money for the local Alzheimer’s Association Chapter, and to remember those who have been affected by this devastating disease.



## What’s Happening On The Family Farm?

The past month has proven to be very stressful as we have been doing all we can to communicate to all of our wonderful customers about the impact of the heat on our cows.

At the Dairy we have been spending a great deal of time making sure the cows are as cool as possible. The weather of the past week has aided us in this effort and has refreshed the cows.

We have also embarked on a new building project. We are in the process of building a commodity barn where we will house all of the feed for our cows. This will allow us to feed the cows in a much more efficient and effective way. This is just another of the many ways that we are working to make our operation as efficient as possible, keeping the absolute best interest of our happy cows in mind.

At the bottling plant we are just trying to catch up. As you can imagine, as milk production lowered, it has created a lot of stress for us at the bottling plant. We are trying to fill as many orders as possible which means bottling at odd hours and delivering to our stores just as soon as the milk comes off the bottling machine. One thing I can assure you, the milk that comes from Shatto Milk Company is the absolute freshest available in the area.

Over the course of the coming month, I am hopeful to have all of your favorite flavors of milk back on your local grocery store shelves. Until then, my family and I appreciate your patience and dedication to our local family dairy farm.

## NEW LIMITED EDITION HALF-PINT MILK BOTTLES

We just received our first limited edition half-pint collector milk bottles. These bottles are limited to just 1,000, decorated with the Shatto Logo on the front and a short description of our farm on the back.

These cute bottles are available for purchase at our country store as well as by contacting the farm and placing an order via phone. All phone orders will include a cost for shipping and handling. The amount of shipping and handling will be dependent upon the location of shipment. The current price for this limited edition collector's item is \$4.95.



## HOW DO YOU ENJOY SHATTO MILK?

We are hearing that many of you are using Shatto Milk in some pretty novel and fun ways to create your perfect drink, food or even shake. We have begun keeping track of all of the creative ways people are enjoying our products, thus we would love to hear from you.

Do you use Shatto Milk Company products in a unique way to create that perfect treat? If so, we would love for you to share your ideas as we would like to be able to catalog and share them with other Shatto Milk fans in the future. If you would like to contribute your ideas, please email me at

[office@shattomilk.com](mailto:office@shattomilk.com).

## Employee of the Month



I am proud to introduce Dean Langner. Dean has been a family friend for many years and has been with Shatto Milk Company since the very beginning. Dean actually helped us get our bottling plant set up and ready for production in 2003.

Dean does a lot around the farm. He helps with all basic mechanical work, is a specialist in refrigeration, and is really one of the folks we can count on to help whenever the need arises. Over the time we have known Dean, he has done it all. I can remember milking with him early in the morning and him helping me put up hay and combine our corn crop. Dean is truly an all around aid to our entire operation.

Dean enjoys fishing and is known for his ability to cook the perfect hot dogs at our annual family day at the farm festivities.

Dean, thanks so much for your dedication to our local family dairy farm. Your help and ongoing friendship is greatly appreciated. We all look forward to working with you for many years to come.

### **School Teachers and Parents:**

We are now accepting tour reservations for the spring of 2007. If you would like to bring your children/students out to experience our fun and educational farm tours, please contact us soon because these dates will fill up fast. To set up a tour feel free to contact us at (816) 930-3862.