



SHATTO MILK COMPANY

www.shattomilkcompany.com

September 2010

Shatto Milk - Best in the World?

This year we entered a few of our products into the World Dairy Expo product judging contest, which is held each year in Madison, WI. Shatto Root Beer Milk brought home 1st Place in the open class category followed immediately by Shatto Strawberry Milk, which placed 2nd. Shatto 2% White Milk was named 2nd in the White milk category.

Last year we entered our chocolate milk, which was named in the top three in the Chocolate Milk Category. This year we figured we would enter a few different products to see how they would rate. Never would we have imagined that all three would have been recognized as one of the top in their respective categories.

The World Dairy Expo contest is the biggest dairy product judging competition in the world. It is amazing to us that products from our small family farm are considered amongst the best in the world; especially when you look at the number and size of the other companies that have entered the contest.

We are proud of all of our employees for all the work they do and are so excited to share this great news with you!



Eggnog Coming Soon

About this time of year I am always amazed how quickly the year has gone by, and also at the fact that the holidays are not too far away.

With that in mind, I thought now was a good time to announce that our Super Premium Eggnog will be available as in years past starting on November 1st. For those of you that have tried it, you know how wonderful it is. For those of you that have not, please give it a try as we are sure you will enjoy it.

Last year was the first year we offered Pumpkin Spice Eggnog. We knew it was YUMMY, but we did not expect the amazing response we got related to its taste, consistency and overall quality.

It truly is a tasty treat that will remind you of a good old classic pumpkin pie. We hope everyone has the chance to try both of our premium eggnog products.

If you have any questions please let us know. If you are having any holiday parties this year, we hope you will consider making Shatto Eggnog or Shatto Pumpkin Spice Eggnog a part of the festivities.

Enjoy!



Bottle Cap Removers

From time to time we talk with a customer that says something like, "when the bottle is really cold I have a difficult time removing the cap from the bottle. It sure would be nice if you offered a cap remover so I did not have to concern myself with the cap."

Because of that feedback, we worked to find a bottle cap remover that would work for our bottle type. And, we found one!

We now have the cap remover you see below available for purchase for \$4.25. The price is just enough to cover our cost as we want to make sure our bottles are as easy to open as possible without giving up any needed seal for freshness. Please give us a call or email if you would like to purchase one of these great openers. We would be happy to send it to you via the mail.



Shatto Cheese

As many of you are aware, we have begun making both cheese curds as well as aged cheeses at the farm. This past month we added another cheese vat to our cheese room.

While production of our yummy cheese is not yet at full capacity, cheese curds and select aged cheeses are available at a few stores in the area as well as at our country store.

In preparation for the holidays we will be getting more and more cheese ready and available. We hope you have the chance to give our cheese a try and let us know what you think. We hope to have all of our cheeses available to any store in the area that would like to carry them by the first quarter of 2011.



What's Happening On The Family Farm?

This month we received a new cheese vat for our cheese room, and we have had many new cows join the milking herd as they have calved and milk production is up. Overall, it's been a great month.

At the bottling facility things are busier than ever as we are currently bottling more milk than we ever have before. We are looking for new ways to make our bottling line more efficient.

At the dairy, we are preparing to build a new free stall barn which will replace the barn that collapsed early this year due to snow and wind. It has been a long process, but the cows are happy to see some progress.

At the new cheese building we are putting on the final touches before its grand opening. The building should be completed in the next few weeks assuming rain is kept to a minimum. We are very excited about the opportunity to get fully moved into this new location and to use the space for making more cheese.

As for involvement in the community, we have been running all over the area for events, fundraisers, etc. This past weekend we were a sponsor for the annual Plaza Pzazz which is a fundraiser for the Ronald McDonald House Charities here in Kansas City.

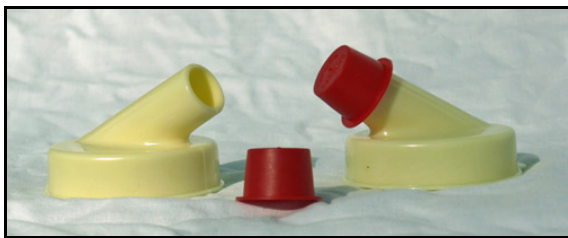
We hope to be able to see you at some of the fun events we will be participating in this coming month. Until then, please let us know if we can be of any assistance to you or your family.

REPLACEMENT POUR SPOUTS NOW AVAILABLE

For many years we have fielded requests for pour spouts that could be placed on our bottles and used not only to more easily pour the milk, but also to act as a reusable replacement cap. Well, we now have some available.

These special little spouts can be purchased at our farm store or you can order them from us via email and we will mail them out to you. The price is \$1.25 each or 5 for \$5. If you order them from us and would like them mailed to your home, we will add \$1 for shipping and handling.

We now use these at the farm for the purpose of pouring samples and can say they are terrific little spouts that we wish we could have had years ago.



COME TOUR OUR FARM

There is no better time to come visit the farm than now. With the hot summer temperatures behind us, the farm is a great place to come spend the morning where you can learn many interesting things about dairy farming and also just have a lot of fun milking cows, petting the baby calves and seeing what goes into making a jug of Shatto Milk.

If you or your group would like more information about our tours or would like to set up a tour, please feel free to contact us directly at (816) 930-3862.

We are looking forward to meeting you and sharing our local family farm with you, your family or your group of any size.

Please do not hesitate to contact us if you have questions regarding our tours.

Bovine Employee of the Month



Patty

Age: 4 years old

Weight: 1230 lbs.

Birthplace: Shatto Milk Company

Eyes: Brown

Hair (Fur): Black and White

Best Friend: Jill

Favorite Game: Pin the tail on the donkey, or maybe horse as we don't have a donkey.

Favorite Fall Activity:

Carving pumpkins of course. I like to carve a nice scene with cows in a pasture.

What Are You Looking Most Forward To This Winter: Umm,

well...mostly that it will not be 105 degrees. I love cool weather, so I guess the snow. I love snow. I can jump and play in it.

Dream Job: A Mooooosician. I would like to play the cow bells!

Item Needed Before Winter: Ear Moofs, and a Mooooof-lur.

Favorite Winter Food: hmmm, hay. Yep, hay it is, it is a great comfort food.

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>