



SHATTO MILK COMPANY

www.shattomilkcompany.com

August 2005

Shatto Milk Comes From Shatto Cows!

One of the major differences between Shatto Milk Company and the other companies that sell milk is that we actually own and take care of the cows that produce the milk we bottle for you. As you are probably aware, Shatto Milk Company is a family farm located just north of Kansas City. For the past 60 years, our family has been milking cows, taking care of them, and treating them like family. If you have been on a tour, you may have even seen some of our wonderful staff giving a cow or two a bath. Our cows are truly treated like family!

Our cows have access year around to many acres of pasture and are encouraged to "get out and play". We keep detailed records on each cow, which allows us to take care of them on an individual basis. For example, when we know one of our cows is about to have a baby calf, we try to bring her inside so she is not out in the extreme cold or heat. We provide her with a comfortable spot full of fresh straw, food, and water. This makes the birthing process a lot easier on our cows.

The cows that our family owns are Holstein cows; they are the pretty black and white ones. Our cows eat on average 71 lbs of hay and grain, drink 50-100 gallons of water, and produce nearly 7-8 gallons of milk per day. On average our cows weigh 1500 lbs. Our cows, by nature, are very easygoing animals that are unsure of new things but love to

investigate. They are very docile and full of love for anyone or anything that is kind to them.

When our farm started in the 1940's our family only milked 20 or so cows all by hand. As time has passed, we have had to continue to increase our herd size in order to survive the changing marketplace. In a world of corporate conglomerates and bottom-line business practices, we soon realized family farms are at a disadvantage.

Today the size of our farm is still very small compared to the national average; our family owns nearly 160 cows that we take care of on a daily basis. These cows are truly a part of our family and treated like so. The milk that is sold by Shatto Milk Company only comes from these 160 cows; we do not buy milk from across the country and put our name on it, thus we know everything about the product that we are bottling for you to consume. We watch our milk from the minute it comes from the cow until the time it is dropped off at your local grocery store. Because our dairy parlor and bottling plant are located only 50 feet apart, it is easy for us to get milk from the cow to the store in as little as 12 hours. The proximity of the two buildings allows us to avoid shipping milk all over the country and provides our wonderful customers the freshest milk on the shelves.

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Three of our wonderful cows enjoying some tasty green grass.

MOOVING TOWARD A CURE

DATE: SATURDAY, SEPTEMBER 17TH, 11 A.M. – 3 P.M.

Come on out and join us for, **Mooving Toward a Cure**, a benefit for the Alzheimer's Association – Heart of America Chapter. The event is going to be a ton of fun for those that attend. A donation of \$5 per person (max of \$20 per family) will allow visitors to tour the farm, pet the baby calves, enjoy a hayride, and more.

All of us at Shatto Milk Company hope this event will do three things: 1) provide an opportunity for you and your family to come visit us at the farm 2) raise awareness about the Alzheimer's Association and 3) raise money for the association, which will be used to help find a cure for this devastating disease and provide funding to help those who are affected by this condition.

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CHOCOLATE PEANUT BUTTER PIE

Ingredients:

3 cups Shatto Milk
¾ cup peanut butter
3 Tablespoons butter
1 ½ cup graham cracker crumbs
1 pkg "Cook and Serve" Vanilla Pudding
1 pkg "Cook and Serve" Chocolate Pudding
1 tsp. Vanilla
1 8 oz. Frozen whipped topping thawed

Heat ½ cup peanut butter and butter until smooth. Stir in graham cracker crumbs; cool. Press mixture onto the bottom and sides of a 9" pie plate and chill.

In a quart saucepan, combine vanilla pudding mix and 1 ½ cups of milk; cook and stir to full boil. Stir in remaining peanut butter. Spoon into crust and chill.

Combine chocolate pudding and remaining milk; cook and stir to a full boil. Stir in vanilla. Spoon over peanut butter layer and chill.

Spread whipped topping over pie. Sprinkle with chopped peanuts or chocolate curls if desired

Compliments of the Triechel Family, wonderful neighbors that have been a great help to us this summer.



What's Happening On The Family Farm?

It has been a hot and humid month. As many of you can expect the heat is taking its toll, not only on our employees, but also on our wonderful cows. The cows are spending a lot of time in the shade, drinking a ton of water, and just lying around. We have set up sprinkler systems to cool the cows down and have several big fans working in the barns to keep the air moving around them.

Regardless, it is still hot and cows tend to give less milk when it gets very hot. So, if you are wondering why we have temporarily stopped production of our 2% chocolate, strawberry, rootbeer, orange dream, and 1% white milk, it is because our wonderful cows are giving less milk due to the heat. The cows will begin to get back to normal production as soon as the heat subsides; however, until then we will be looking to purchase additional cows to make up for the lower production. We apologize for the inconvenience and hope this does not cause a problem for you and your family.

At the processing plant, things continue to go well. All of the employees would love to have more milk to process in order to make all of your favorite drinks, but they understand that as the temperature begins to cool off this fall we can expect the cows to produce more milk which will make everyone happy. Our choice of **butter** packaging has been made and we should receive the packaging mid to late August. This means we should have butter on the shelves by mid September.

Our family hopes to see all of you at our fall special event **Mooving Toward A Cure** on September 17th to benefit the Alzheimer's Association.

EMPLOYEE SPOTLIGHT



Meet Joey Borton. Joey has been with Shatto Milk Company for nearly 2 years. Joey started in the processing plant where he helped with bottling and made sure all of our products made it to the cooler in an expedient manner. Joey also spent a great deal of time riding with our delivery truck drivers, helping with the daily deliveries to the many stores that carry Shatto products.

While working in the bottling facility and on the delivery truck, Joey decided to study for his CDL (Commercial Drivers License) with the desire to drive one of our two delivery trucks himself. Joey passed the CDL exam in 2004. Since that time Joey has been one of our hard working delivery drivers. Joey has also been known to help out when we take part in public relations activities such as handing out samples at local events.

Joey is a local young man that enjoys working on his truck and drinking Shatto Chocolate Milk. All of us here at Shatto Milk Company are happy to have Joey as part of our team! If you ever see Joey out on the road delivering your favorite milk to the store, make sure you give him a honk and a big wave.

AREA SPOTLIGHT:

ST. JOSEPH MISSOURI

Shatto Milk Company products can be found in St. Joseph at the Hy-Vee. The St. Joseph Hy-Vee was one of the very first stores to accept our local products and now carries every milk and juice product that we offer. If you are in the St. Joseph area, please stop by and say hello to these friendly people.

Thanks St. Joseph Hy-Vee for supporting our local family dairy.

Hy-Vee

201 N Belt Hwy

Dairy Manager: Bart Holmes

Store Manager: Brad Mc Anally

Phone: (816) 232-9750

Shatto Milk Company Introduces:

Ice Cold Lemonade

Shatto premium Lemonade will be on store shelves within the week. If your store does not carry this new product, please request it from your dairy manager.

Enjoy!

Pick Your Own Pumpkins

Shatto Milk Company offers another fun opportunity for your family to enjoy on our local farm.

Visitors will be able to "pick their own pumpkins" on the following Saturdays: October 1, 8, 15, 22, and 29, weather permitting. Already picked pumpkins will also be available for purchase at our Country Store.