



SHATTO MILK COMPANY

www.shattomilkcompany.com

May 2005

You're More Than Customers – You're Our Neighbors

Our family is truly thankful for opportunity to be your neighbor. We become more appreciative of our Kansas City and St. Joseph neighbors every day. Until June 2003, we did not have much of an opportunity to get to know many of the terrific people that reside in such close proximity to our farm. Fortunately, that all changed when we began selling our farm fresh milk in local grocery stores.

Since that time, we have had the chance to meet many of you in the stores, on the farm, via telephone when you call with questions or praise, and of course via email on a daily basis. I guess until our family started this new venture we had no idea how many wonderful people like you there are in this world.

The interaction my wife and I have with you on a daily basis makes all of the long days on our family farm worth it. Unlike nationwide corporations, my wife and I (the sole owners) read and save each of your emails, discuss your phone calls, and share the stories that we hear when we run into you in the stores, on the farm, or in the midst of everyday life.

The following quotes are from a few of you that we are now delighted to call our neighbors. Kind notes like these are what make every eventful day, ounce of effort, and dollar of investment worth our decision to try something new and save our family farm.

"I just want to say hats off to Shatto Milk – I'm not a big milk drinker at all but a co-worker told me about your chocolate milk – let's just say I'm making up for lost time. It's the BEST chocolate milk I have ever had in my life." **Star Plowman, March 9, 2005**

"I just wanted to compliment you on your milk. May sound silly - but your skim milk is the greatest!" **Kay Davis, February 24, 2005**

"Can I just say life is a little better with your cow's milk in it? I personally love the 2 percent and could down the big bottles in one sitting." **Misty Chenoweth, December 20, 2004**

Your support and kind words mean more to my family and I than we could ever express in words. After two years of feedback like this, our family thought it was important to say thank you for your support and for your openness in sharing your stories, thoughts, and ideas with us. Your willingness to spread the word about our products, and of course your loyalty to our mission of saving our local family farm, continue to be more than we could have ever asked for.

As a small token of our appreciation, we hope each of you can make it out to our **2005 customer appreciation event on Saturday, June 25. Family Day At The Farm** will be a time where you can tour our farm at no charge, enjoy free snacks (while supplies last), see and pet the baby calves, take part in drawings for a variety of gifts, and enjoy other fun activities. More information on this event will be posted on our website and discussed in the June issue of the Moosletter.

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Come Milk A Cow

Ever wanted to milk a cow or maybe just pet one? Would you like to get your chance this summer? If you would like to milk a cow, pet a baby calf, tour our farm, and enjoy some tasty dairy products consider touring our local dairy farm. Our local family farm is now accepting tour reservations for the summer and fall of 2005.

Last year we hosted more than 200 groups from families and Boy Scouts to summer school classes, church groups, and senior citizen bus tours. When making your plans for fun and excitement this summer, please consider Shatto Milk Company as a possible destination. We would love the opportunity to share our family farm with you.



HOMEMADE POTATO SOUP

Cut up 4-5 med. potatoes and 3-4 carrots
Cover with water, do not salt
Cook until just about done (25 min.+)
Drain off water

Gently stir in...

2 tablespoons butter
3 cups of Shatto Milk
1 ½ cups chicken broth
1 cup Shatto Cream
Garlic Powder
1 tsp parsley (or ¼ cup fresh cilantro)
Pepper to taste

Add...

¼ lb cooked mild sausage (minus the grease), or crumble 6-8 strips of cooked bacon or 1 cup cooked diced chicken. Cook on low-med heat for another 20 minutes +/-.

Serve with Shatto Sweetened Tea and homemade biscuits.

Enjoy!

Compliments of Tedra Parker, a fellow Shatto Milk Connoisseur.



What's Happening On The Family Farm?

What a wonderful start to spring. The cows are happy, the grass is green, and the sunny sky is a treat for us all.

At the dairy, things are going great. This past month we added sixteen more cows to the Shatto Milk Family. They arrived on April 1 and have adapted to life on our farm very well. We are counting on these girls to give us enough milk to catch up to the demand. We have not yet named any of these new cows, so if you have any ideas on what we could name them please let us know. We will announce the names we choose in next month's Moosletter.

The creamery and retail store continue to run smoothly. Since milk production is up, employees in the creamery are a bit busier. We just added a new bulk tank to our operation, which should allow us to be a bit more efficient in our bottling process.

The farm store is getting busier as summer nears; more than 2,000 children visited the farm this past month as part of various field trips. Many of them were able to milk a cow and learn more about our farm and the process milk goes through before it reaches their table.

As you know, spring is a time for growth and planting season is here! The fields are prepared and corn has been planted. We will be planting soybeans and sunflowers very soon. The sunflowers will be visible from our dairy barn and farm store, so plan on visiting while they are in bloom as they are truly a beautiful sight.

This will be the first year we plant pumpkins. We plan on having a plentiful patch so that each of you can come **pick your own pumpkin in the fall**. Watch the Moosletter and our website for more information about this and other fun events taking place on the farm in the next few months.

PRODUCT NEWS

As the hot summer sun starts to do its thing, we all look to find a product that is not only ice-cold, but also tasty. While our milk products are one good example of premium ice-cold products that can quench your thirst, all of us here at Shatto Milk Company hope you also take the time to taste our premium non-dairy drinks.

We now offer three different non-dairy beverages to choose from: **Fruit Punch**, **Orange Drink**, and **Sweetened Tea**.

These drinks are perfect to sip while sitting in the shade enjoying summer. Samples of these products are always available at our farm store and most retail stores carry these beverages as well. If for some reason your store does not carry these products, please let your dairy manager know you would be interested in purchasing them.

Mark Your Calendars

FAMILY DAY AT THE FARM

DATE: JUNE 25, 2005 10 A.M. - 3 P.M.

This is our giant customer appreciation event that offers activities for all ages, including great prizes and the opportunity to venture around our farm at no charge -- not to mention an excuse to come out and enjoy the great country setting. This is an event you cannot miss! Last year we had over 2,000 people attend; we expect to exceed that number in 2005.

If you would like to let your friends and co-workers in on this exciting day, please feel free to forward this Moosletter to them. You can also contact us; we would be more than happy to provide you with event information flyers to share with friends and family or for posting on any community activity boards you wish.

FUN COW FACTS:

- Cows have 32 teeth: 8 incisors on the bottom front, 6 molars on the top and bottom of each side, and a tough pad of skin instead of teeth on the top front.
- A Holstein Calf weights between 80 and 110 pounds at birth. A mature Holstein weight 1,300 to 1,500 pounds.
- The average body temperature of a cow is 101.5 degrees Fahrenheit.
- Cows are ruminants, which are cud-chewing mammals. Sheep and camels are also ruminants.
- A young female cow is called a heifer.
- A male cow is called a bull.

Bovine Employee of the Month



PEANUT

Age: 3 weeks old

Weight: 140 pounds

Birthplace: Shatto Milk Company

Birthday: April 7, 2005

Eyes: Brown

Hair (Fur): Black and White

Owner: The Shatto Family

Favorite Drink: Milk.

Amount Eaten Per Day: One gallon of milk, as much hay as I want and calf starter.

Favorite Evening Out: I am not old enough to date, so my friends and I just like to stay in and have slumber parties.

Daily Milk Production: None, I am only 3 weeks old.

Favorite Nursery Rhyme: The Cow Jumped Over the Moon.

Dream Vacation: To visit the adult cows in the pasture.

Favorite Activity: Running from photographers – I do not like the paparazzi.

Favorite Season of the Year: I only know of spring so far - It's Great!

What would you like to do when you grow up? Be a dairy cow for Shatto Milk Company. I love it here – people visit and pet me all time.