

# Michigan

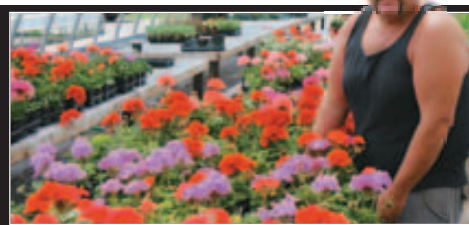
## F A R M E R

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# Dairy direct to your door

By JENNIFER VINCENT

**M**ILK in glass bottles with pop-off tops delivered to the front door. Could this be an image from a Norman Rockwell painting or a scene from a 1950s movie?

Actually, it's today in southeast Michigan.

The ol' time tradition has never stopped at Calder Dairy, which has been delivering dairy products and other foods to customers' doorsteps since it opened its processing plant in 1946. It later added a farm to produce the milk.

Customer Heidi Naasko's weekly order usually includes 3½ gallons of milk, 1½ pounds of butter, a pint of half and half, a dozen eggs and occasionally some chocolate milk, which she describes as more like a dessert.

A customer for five years, Naasko was the one to prod owner John Calder to expand his home delivery service to the Ann Arbor area in 2003.

### Accidental discovery

In flipping through a magazine of kid activities, Naasko came across an article about Calder

### Key Points

- Calder Dairy provides home delivery of milk and other foods.
- Business includes both a farm and processing plant.
- The dairy's farm in Carleton is open seven days a week.

Dairy and Farm, in nearby Carleton, saying it offered farm tours and activities seven days a week. Being a mother of young children in Saline, she took the kids to the farm to pet some cows and horses, feed the ducks, and enjoy an ice cream cone at the farm's store.

"The lady behind the counter invited me to have a glass of chocolate milk with my ice cream," she says. "I was blown away. Never before had I been this excited about a glass of chocolate milk. It was like nothing I've ever had before."

Naasko not only liked the taste, but also liked the store's nostalgic refrigerator cases, the glass milk bottles, the view of the cows providing the milk and the chance to talk to the owner.

"When I found out that they had home delivery, I kept telling John that he had to come to the

Ann Arbor area. I knew there'd be a lot of interest."

Today, Calder himself drives one of three Ann Arbor routes and delivers to 102 customers, each having a specific order that can change weekly.

"I like the fact that, for the little extra I pay, I'm buying high-quality food from a local farm that I can go visit. It's a natural product, and buying it was a no-brainer for my family."

Naasko's delivery day is Tuesday afternoon, and her child care provider at her home receives the products. Other customers leave coolers by the door, or provide a key to the house or garage where there is a refrigerator.

"We are big milk drinkers, but I don't think we would be as much if we didn't know exactly where it's coming from. I feel more connected to the product, and it just tastes better. We buy all our dairy products from Calder, with the exception of cheese because they don't offer it. We never run out of milk, and I'm not having to run to the store."

■ Page 4 has more on dairy.



**MILK'S GOODNESS:** Heidi Naasko and husband Nayan Hajratwala of York Township prefer to buy their milk locally because they know exactly how it's produced and where it's coming from. Having it delivered is a huge bonus. Their children Zoe, 6, and twins Tea and Ava, 4, like the chocolate milk best.

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