



SHATTO MILK COMPANY

www.shattomilkcompany.com

January 2006

Shatto Milk Company Recognized as one of Kansas City's Best

This month we were notified by the "Kansas City Small Business Monthly" that we were selected as one of the 25 outstanding Kansas City area businesses with fewer than 25 employees.

First, let me say as a local dairy farmer I never imagined that we would be considered for such recognition, let alone win. As you can imagine, all of us here at Shatto Milk Company are very excited and thankful for this wonderful recognition. We understand that we could never do any of the things that we have been fortunate enough to do without you--our dedicated customers. Thank you for making this possible!

This recognition is so meaningful to our farm family as it is given only to local Kansas City small businesses that have been nominated by other businesses or customers from the Kansas City area. Nominations were accepted from the business community from August 1 to mid-October of 2005. Qualified nominees were asked to complete an application and provide

additional support materials that were reviewed by a panel of third-party judges from the business community. The panel of judges reviewed the applicants and selected the final 25 honorees according to the following:

- Ability to overcome obstacles/adversity/challenges
- Community involvement/service
- Financial
- Distinguishing or defining characteristics/qualities
- Company vision

I am not certain what specifically allowed us to stand out when compared to the more than 300 local businesses that were being considered, but I can say that all of our employees and my family are grateful for this tremendous honor!

Kansas City Small Business Monthly will print a special 25 Under 25 supplement in the February 2006 issue which will highlight each recognized local business and serve as the formal announcement of the award winners. If you would like to get a sneak preview of the 25 recognized companies, please visit the Kansas City Small Business Monthly website at <http://www.kcsmallbiz.com>.

Save the Dates:

April 16, 2006 – 2nd Annual Easter Egg Hunt

June 24, 2006 – Family Day at the Farm

To learn more about these events and our farm tours, please visit our website at www.shattomilkcompany.com.



HEALTH FAIRS, COMPANY PICNICS, AND MORE

Are you looking for a fun addition to your event? Please consider Shatto Milk Company. We have participated in a number of events such as picnics, health fairs, etc. to educate people on the benefits of milk while at the same time providing free samples of our wonderful dairy products to the group. We have participated in events ranging in attendance from 50 to more than 4,000.

If you, your business, or your school would be interested in having us come provide free samples to your business/group, please contact us at (816) 930-3862 or via email at rlshatto@cs.com. We look forward meeting you and your group.



Introducing: Our New Easy To Open Caps

They are finally here. After months of research, trials, and actual production, we have received our first shipment of our new easy to open bottle caps.

Over the course of the next few months you will see our newest caps work their way onto our wonderful glass bottles. These caps will look just like our old caps other than they will have a thumb tab on the side that will allow you to more easily push-up on the cap to remove it from the bottle.

Based on the production of these caps at the manufacturer, some of our products will see these updated caps sooner than others, but be assured all of our products will have this new easier to use cap by mid-year. A picture of the new caps is above.



What's Happening on the Family Farm?

What a busy month on the farm. We had visitors from all over the country this month. Many were starting and finishing their Christmas Shopping while others were just looking for a fun place to spend an hour or so. As we always mention, we love for visitors to stop-by as they always take our mind off the work that is to be done.

The cows love this cool weather. It is just perfect for them, not too cold yet not hot. Just last night I was looking out my window watching them all run and jump around the pasture. As a result of the nice weather and the cows' happy thoughts, milk production is up.

At the processing plant, things have been crazy as we were putting in longer than normal hours preparing for and accommodating holiday orders. Egg nog was a huge hit this year, but production of this holiday treat stopped on January 1st. We look forward to making it available again for the 2006 holiday season.

Away from the farm we were fortunate enough to take part in a number of charity events this past month. We provided milk samples to all of the runners at the annual Jingle Bell Run which raises money for the Arthritis Foundation and just a couple weeks ago we took part in the Tarmac 8K. We truly enjoy participating in events that help out charitable organizations and those that need help in our community. If you or your organization is looking for an added treat at your local event, please contact us as we are always willing to help in any way we can.

EMPLOYEE SPOTLIGHT



Meet Richard Barton. Richard is one of our wonderful employees working at the dairy farm. Richard has worked with us for more than year and does a great job ensuring our facilities are well kept and our cows are happy.

One of Richard's main responsibilities is caring for our cows. Ensuring that they have as much food as they would like and have a clean and comfy place to rest are two of his daily responsibilities.

Richard can often be seen in the middle of them all. Getting hay out to the field, bringing in a newborn baby, or just making sure that their sleeping area is all prepared for the night ahead.

If you take the time to come out for a tour, I am sure you will see Richard roaming around the farm. Be sure to tell him hello and to keep up the good work.

All of us are extremely happy to have Richard as apart of our family farm team. Thanks Richard for all the effort you put into making sure our wonderful cows are happy!

Mark Your Calendar:

2nd Annual Easter Egg Hunt

DATE: APRIL 16, 2006 2 P.M. - 3 P.M. (ARRIVE BY 1:45)

This event starts promptly at 2 p.m. for children ages 4 and under. At 2:15 p.m. we do it again for ages 5 to 7, and at 2:30 p.m. we have the final hunt for ages 8 to 10. Prizes will be awarded to those children that find the "special eggs". Be sure to bring your own egg basket and a great big smile as Peter Rabbit will be at the farm welcoming all the youngsters. This event is free of charge.



NEW YEAR'S DAY BABY

This cute little baby calf was our first new born of 2006. This bright eyed youngster was born the morning of January 1st. As you can tell in the picture she was quickly given as much straw as possible to keep her warm and comfy as she got use to life on the farm.

We have named this little one Frosty. So, if you stop by the farm make sure to take a moment and say hello to Frosty.

REAL BUTTER IS NOW AVAILABLE

If you would like to try our farm fresh butter, please check your local store that stocks Shatto Milk Company Dairy Products.

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