

The Coffey County Chamber of Commerce Presents

The Chamber Page



On The Right Track

Featured Businesses

Payer Sales

By Kenda Rose

BURLINGTON—517 Neosho Street, Burlington, Kansas. That's where this joint venture started for Kathy and Arden Payer, owners of Payer Sales: Cleaning Supplies and Paper Products. Kathy was working for Palmer Sales and in October of 1998 the opportunity came up for them to jump into business ownership. The deal was done and Palmer Sales became Payer Sales. It was only a couple of months later when they purchased the building where Payer Sales is currently located in downtown Burlington.

The Payer Construction administrative office was moved to the Payer Sales building in 2004. Then, in August of 2006, more room was made for this family owned business when their son started his pet supplies business and now livestock feed for goats, horses, sheep, pigs, as well as dogs and cats. That's a lot of activity under one roof but Payer Sales has

no plans to expand or relocate, not right now, anyway.

When asked what Kathy likes most about their business, she said, "I like the people." If you have ever been in Payer Sales long enough to take note of the atmosphere, you would know that is an understatement. Kathy is a natural at making people comfortable and appreciated. She greets everyone with a "hello" and a smile followed by "what can I help you with?" and a "Thank you for coming" as you are on your way out the door. You can tell she really enjoys visiting with the regular patrons and being able to help clients with what they need.

Payer Sales has a uniquely diverse inventory: industrial cleaning supplies and cases of paper towels (for businesses), some office supplies, and a variety of paper and party supplies products. Kathy also provides reception planning assistance in relation to coordinating colors for table cloths, paper supplies, and the decorations. When asked why so much,

Kathy said, "You never know what people are going to need; they come in for one thing and leave with more when they see what we have here."

Payer Sales is also the only dry cleaning drop in Burlington. They acquired the route when Places (now Pamida) went out of business and have kept up the service for "the everyday people in our community who need dry cleaning." Allen County Wardrobe in Iola provides the dry cleaning service and runs the route once a week.

The Payers, when not busy running the Payer Sales, Payer Construction, and playing host to Payer Pet Supplies, are active in the community. Payer Sales has been a Chamber member for many years. Kathy is currently a board member. Payer Sales sponsors 4-H kids, the Farm Bureau Pedal Pull, and horse pulls at the Coffey County Fair; supports the local Girl Scouts; is a Booster Club member of all three Coffey County high schools; a sponsor of the LeRoy Homecoming event, and has



Arden and Kathy Payer

sponsored some of the car shows held in the past.

Payer Sales is located 515 Neosho Street, Burlington, Kan., 66839. Business hours are from 8 a.m. to 5 p.m. Monday through Friday. Contact Kathy or Arden Payer at (620) 364-8810 or payersales@kans.com for more information.

My Favorite Coffey County Business

Following are fourth-grade essay winners in the Coffey County Chamber of Commerce's recent contest.

The Vet Clinic

I like the Vet Clinic because they save animals. The only reason I don't like the Vet Clinic is because they put animals to sleep.



Overall County Winner: Alison Lingenfelter Mrs. Ervin's 4th-grade class, Burlington

At the vet you can get medicine for your pets. The people there always help you out. You can also get your pets there. They take very good care of your pets. They give them food, baths, and give them lots of attention. The vet gives your animals shots that



Winner: Arlan Martin Mrs. Strawder's 4th-grade class, Burlington

they have a nice work. They can be generous and give things for free for poor people and things like blankets, canned food, water, shoes to keep their feet warm for winter, and clothes to wear. They have school supplies for school and have toys for little kids who come in and are very polite; they have a lot of things. They even have clothes for newborn babies through toddlers and through adults. They can give presents for Christmas, and candy for Halloween, costumes too.

They can be the most generous people ever. I think it is nice that they can give things to poor people. You never know when you'll need something to wear or eat, so go to the God's Store House and you'll have everything you might need!

Benchwarmers

My favorite Coffey County business is Benchwarmers in Burlington. Their food and games are awesome. Their pool tables are sweet.



Winner: Rusty Trear Mrs. Rosine's 4th-grade class, Lebo

The wood on them is so shiny you can see yourself. Benchwarmers bathrooms are really clean. They have really good young workers especially the blonde girl. She's "Hot!!" It's in a good location and a big parking lot with cool cars.

Tiffany's Cabinets & Carpets

I think this is the best store. You can get really nice cabinets for not that much! You can also get fake tile. It feels like rubber!! It's a little harder though. The tiles are stuck together so you can move it. I think you'll like this store if you try it.

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Caldwell Implement, Inc.

By Kenda Rose

BURLINGTON—Tradition: a long-established action or pattern of behavior in a community or group of people, often one that has been handed down from generation to generation.

Offering quality products backed by a commitment to provide outstanding customer service is a tradition at Caldwell Implement Company. For 81 years, the Caldwell family has been carrying on the tradition of commitment and quality service that began as a seed planted by great-grandfather Caldwell in 1926: the first Caldwell John Deere dealership in Kincaid, Kansas. Today, Caldwell Implement Company has two locations: one in Burlington and one in Garnett (established 1994). The Caldwell's have always sold and serviced John Deere, and only John Deere, farm machinery and garden related equipment. Both locations offer in-shop and on-site service for their products and have the equipment necessary to retrieve farm machinery from the field and bring it to the shop for servicing.

When asked why Caldwell Implement has stayed with John Deere products through the years, Brad Caldwell, NAPA Auto Parts Manager at Caldwell's, answered, "Because they are the world's leader in farm equipment; the best there is. We found a good product and stayed with it." The John Deere Company "has a really good training program that all of our employees go to. That is how we keep informed of new technologies in farming and have the knowledge we need to provide the services we offer." Brad added, "Training is required for all employees who ser-



vice equipment. The sales and parts staffs are qualified to take care of clients for any product we offer," which gives Caldwell's staff an opportunity to "develop a close client relationship and be able to keep clients informed of new products or services as their needs evolve."

In the spirit of that tradition, Caldwell's added a NAPA Auto Part store at their Burlington location in 1993. The addition was simply an extension of their long-standing tradition that now encompasses a companion side of their clients' needs. If you visit Caldwell's for your farming and garden needs, why not be able to get what you need for your vehicles as well? So how does Brad know what to keep on hand at his NAPA dealership? "NAPA has a program that determines by vehicle registrations in our area what products to keep on hand, so more than likely I will have the part in stock or can get it the next day."

The traditions with the Caldwell family extend beyond their business to include the community in which they serve. Caldwell's has been a proud chamber members for many years—Brad having served on the Chamber's Board of Directors. Their community involvement in-

cludes the participating in Burlington's lighted Christmas parade, supporting the Coffey County Extension office's Tractor Safety by donating equipment and time for field tests (at the Burlington dealership), buying livestock at the Coffey County Fair, supporting the Fair Board, providing a tractor and trailer for hay rack rides during the OK KIDS event, supporting all of the Coffey County high schools, being a sponsor for the LeRoy town homecoming event, and participating in the planning of the bi-annual Ag Appreciation banquet and sponsoring guests.

In 2006, the NAPA Auto Parts dealership sponsored a \$500 scholarship for a graduating senior in Coffey County who was pursuing a post-secondary degree in business—2007 will continue yet another tradition in the making. Applications for the 2007 scholarship will be made available through each of the Coffey County high school counselors beginning mid-April. The award will be made at graduation in May.

Start a tradition of your own, visit Caldwell's Implement Company and NAPA Auto Parts for all of your farm, gardening, and auto parts needs. Caldwell Implement Company and NAPA Auto Parts is located at 1044 Highway 75 South, Burlington, KAN. 66839. Contact Brad Caldwell for more information at (620) 364-5327 or bradc@caldwellsinc.com

Chamber After Hours

BURLINGTON—Coffey County's Chamber After Hours will be held at 5 p.m. Monday, March 19, at the American Red Cross in Burlington, 110 North 3rd Street. Members, remember to bring your business card and \$2 for the "Dollar Draw" and "Ad-mania" drawings.

Coffey County Chamber of Commerce Members. . .working together to provide a better business climate for everyone.

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Support these Chamber of Commerce businesses. They help support many community activities.

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