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Chamber After Hours

American Red Cross

March 19, 2007

Starts at 5 p.m.

110 North 3rd Street
 Burlington, KS

Members: bring your business card and \$2 for the "Dollar Draw" and "Ad-mania" drawings!

Chamber Board of Directors

- Terri Tweedy, *President* Burlington
 Darcy Brown,
Vice President..... Burlington
 Craig Stukey, *Treasurer* Waverly
 Martha Newkirk,
Past President..... Burlington
 Judy Bentley LeRoy
 Larry Kelley Gridley
 Christi Norman New Strawn
 Kathy Payer Burlington
 Jeannene Ryan Wolf Creek
 Ken Sanford..... Burlington
 Teri Seaton Burlington
 Ida Wilson Lebo

Coffey County Chamber of Commerce & Visitor Center
 Mary K. Walker, Executive Director
 110 North 4th Street, Burlington, KS 66839
 620.364.2002 or 877.364.2002
 countychamber@earthlink.net
www.coffeycountychamber.com

The Chamber newsletter is published the by the Coffey County Chamber of Commerce the first Friday of each month.

Current News

Thank you, Chamber Members, for your continued (and new) memberships with the Coffey County Chamber of Commerce. We are looking forward to another successful year and are excited about the opportunities offered through the Chamber to enhance the promotion of your business. Here are just a few examples of how the benefits of your membership can work for you!

- Website Exposure: If you have visited our new website, you may have noticed that current and past newsletters and Chamber Pages are available via the Chamber News link. The Chamber is offering e-mail distribution of the Chamber's newsletter on that page as well—and guess what! We've had requests—one, from Oklahoma, was signed "Waverly Bulldogs 1979."
- Featured Business (Member Spotlight): Farah Naylor, owner of a **Made in the Shade Blinds and More** dealership was February's featured business on the Chamber Page in the Coffey County Republican. She let us know that the article was successful in getting exposure for her business and even led to some sales.
- Advertising—Coupon Book: **Jackson Hewitt Tax Service** coupon (from the Chamber Coupon Book) is one of the most requested coupons—people ask for it specifically and receive an entire book that includes your business's coupon (if you have one). Beginning this year, Chamber member businesses can also make their coupon available on the Chamber's website. Anyone coming to Coffey County will have access to member business coupons in advance!
- Advertising—Website: **Country Haven Inn** was the Chamber's first 2007 website advertiser with a display ad on the Chamber's Member Directory page. Visit our website to see their clickable ad; hover your mouse pointer over the ad to see information about Country Haven Inn.
- Advertising—Newsletter: **Rose Business Solutions** and **Jackson-Hewitt Tax Services** have ads appearing in the Chamber's March newsletter. **Aunt Bea's** will begin advertising in April. See advertising information on page 2.
- Member Web Pages: **Rose Business Solutions**, a new Chamber Member business, has a Member Web Page on the Chamber's website. These member businesses have web pages in the works: **Caldwell Implement Co. & NAPA Auto Parts**, **Arrowhead Hills Travel Agency**, **Aunt Bea's Drive-thru Restaurant**, **Made in the Shade Blinds and More**, and **Burlington Building Materials**.
- Chamber After Hours: The **American Red Cross** is hosting a Chamber After Hours event **March 19th at 5 p.m.** This event is open to all Chamber Member Businesses and we look forward to seeing you there! **First National Bank of Kansas** is scheduled for **April** and **Life Care Center of Burlington** is scheduled for **May**.

Continued on page 5


409 Neosho Street, Burlington, KS 66839
(620) 364-8900

The President's Corner

Terri L. Tweedy,
Board President



This month, I am writing about communication, specifically with your Chamber. Do you have any ideas, suggestions or concerns you would be willing to share? Your feedback is necessary for this Chamber to better serve your business.

Some questions you may consider are: How can the Chamber better serve your business? How can the Chamber help make your business more successful? What services would you like to see added? What services would you like to see eliminated? What types of educational programs would be beneficial to your business?

We have a great Board that truly wants to improve the business community in our county. Your communication is what's needed to help the Chamber provide the types of services that are beneficial to your business.

You are welcome to attend the Chamber Board Meetings held every 3rd Wednesday at 5pm in the Burlington Fire Station.

Member Spotlight

Payer Sales: Cleaning Products & Paper Supplies

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.

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★ **ANNOUNCEMENT** ★



Driver Safety Program

Thurs., March 8th & Fri., March 9th
10 a.m. to 12 p.m. & 1 to 3 p.m.
Burlington Recreation Center
Cross Street & Shea Street
Burlington, KS

**Call Bill Winter at 620.364.2401
for more information**

Sponsored by the Burlington Lions Club



**Out with the old and in with the new.
www.coffeycountychamber.com**

2007 Coffey County Chamber of Commerce Members

CURRENT MEMBERSHIPS

American Red Cross
 Arnold's Greenhouse, Inc.
 Arrowhead Hills Travel Service
 Aunt Bea's Drive-thru Restaurant
 Bahr Tire & Bahr Storage Inc.
 Banks Realty, LLC
 Bill's Handyman Service
 Burlington Building Materials
 Burlington Office Supply (BOS) and Scrapbook Center
 Burlington Tax & Financial Center, Inc.
 Caldwell Implement Co. & NAPA Auto Parts
 Casey's General Stores, Inc.
 Celestial Club
 Central National Bank
 City of Gridley
 City of New Strawn
 Coffey County Economic Development
 Coffey County Fire District #1
 Coffey County Housing Authority
 Coffey County Land Title Co. Inc.
 Coffey County Library
 Coffey County Republican
 Coffey County Transportation
 Country Haven Inn
 Crow-Moddie Chevrolet
 Crow-Moddie Ford
 Embarq
 First National Bank of Kansas
 Flint Hills Subway
 Heartland Office Systems
 Independent Beauty Consultant, Terri Tweedy
 Jamison Farms and Plumbing
 Jones Funeral Home
 KSNP Flinthills Classic Rock 97.7 "The Dawg"
 Life Care Center of Burlington
 Lyon-Coffey Electric Cooperative, Inc.
 Made in the Shade Blinds & More
 Meier's Ready Mix
 Office Supplies Today

PENDING RENEWALS

Across the Borders
 Allegre Rexall Drugs, Inc.
 Atmos Energy
 BETO Junction Travel Plaza
 Brown Quality Builders, Inc.
 Burlington Auto Supply
 Burlington Construction
 Burlington Dental Center
 Burlington Development Properties, LLC
 Burris Roofing
 Cactus Shak Barbeque & Catering
 Carriage House Glassworks
 Charloma, Inc.
 Citizens State Bank
 City of Burlington
 City of Lebo
 City of LeRoy
 City of Waverly
 COF Training Services, Inc.
 Coffey County Airport

Oklahoma Municipal Power Authority
 Payer Sales
 Prescription Centre
 ♦ Rose Business Solutions
 TEC Satellite Services, LLC
 TECU Credit Union
 The Appliance Store
 Therapy Services
 Tiffany's Cabinets & Carpet
 Trophies and Things
 USD 244 Recreation Commission
 Yummy Creations

♦ New member 2007

Membership Benefits

Maximize your Membership and participate!

Member-2-Member Discount
 Chamber Business Coupon
 Member Web Page
 Member Referral Bonus
 Cable One Cable Ads
 Website & Newsletter Advertising
 Chamber After Hours
 Chamber & Community Event Sponsorship

PANCAKE, SAUSAGE & BISCUIT BREAKFAST

Saturday, March 3rd 6:30a – 1p

**Coffey County
 Fire District #1 Bldg
 Burlington, KS**

Donations Accepted

Sponsored by the Burlington Lions Club

Coffey County Insurance & Real Estate, LLC
 Coffey County Health System
 Coffey County Historical Society & Museum
 Elliott Insurance Group
 Farm Bureau Insurance
 Farmers State Bank of Alliceville
 First National Bank of LeRoy
 Flinthills Eye care Associates, PA
 Freeman Plumbing, Heating & A/C
 Gifford's Photography
 Home Health Care Plus
 Hoover's Thriftway
 Jackson-Hewitt Tax Service
 Keen Line Masonry
 LeRoy Co-Op Association
 Lebo's Oak Street Cottage
 Lewis Oil Co.
 Medical Arts Clinic-Lebo
 Medicine Shoppe

**March 2007
 Featured Businesses**

**CALDWELL
 IMPLEMENT CO., &
 NAPA AUTO PARTS**
 See Page 4

And
PAYER SALES
 See Page 2

LOW-COST ADVERTISING WITH THE CHAMBER*

Website Display Ad

| | | |
|----------|----------|-----------|
| 3 months | 6 months | 12 months |
| \$45 | \$80 | \$120 |

Newsletter Ad

1 ad/announcement \$5

| | | |
|----------|----------|-----------|
| 3 months | 6 months | 12 months |
| \$15 | \$20 | \$30 |

Cable One

Packages starting at \$255/month
 3-month commitment and
 shared production cost required.

*requires a Chamber membership.
 Call or e-mail the Chamber today.

Mediacom
 Murray's Electric, LLC
 Outback Design, LLC
 Pamida
 Pizza Hut (Burlington)
 Ravin Printing
 Rock Creek County Club
 Rock Creek Realty
 Rocking "R" Motel
 SOS Coffey County
 Star Video
 Strawn Lumber and Equipment Rental
 The Accounting Place
 The Flower Shoppe
 True Enterprise
 USD 244 Burlington Schools
 Wallace's Dairy Queen
 Waverly Lumber
 Wolf Creek Nuclear Operating Corporation



From the Director

Mary K. Walker, Executive Director

When we do the same things over and over again do we find ourselves expecting different results? By looking and planning for the future perhaps we need to look at things going on around us. Earlier this week I had an opportunity to get out of the office, I surveyed the activity going on in some of our downtown buildings and visited with members and potential members of the Chamber. I enjoy being able to provide that personal contact because I believe it is important in building the partnerships that will make the Chamber a successful organization.

The Chamber has also taken a hard look at the image it projects and we determined changes needed to be made so we would be able to stay current in the world we do business in; we are in the process of making those changes. Often times change isn't easy, sometimes it isn't always noticeable, but if you feel you are in need of a business facelift as we were, your Chamber is here to help you. It is necessary as a business the Chamber needs to be conscious of how our members and our potential members perceive us.

There is a wealth of opportunity in Coffey County, grow with us.

Member Spotlight

Caldwell Implement Company and NAPA Auto Parts

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 service equipment. The sales and parts staffs are qualified to take care of clients for any product we offer,”

KCBS
 (Kansas City Barbeque Society)
Certified Judges
School
Saturday, March 31, 2007
10:00 a.m. Kelley Hall,
Burlington, KS
Registration required by
March 24, 2007
 Registration form available at the Chamber office and on the Chamber's website (PDF file).
3rd Annual WildBlue BBQ
July 20-21, 2007

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 and 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.”

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coffeycountychamber.com
BEEN THERE LATELY?

Current News

Continued from page 1

- Community Involvement: The Chamber staff is already working on preparations for the information to be handed out during **May Daze**. May Daze will be a great opportunity to advertise your business through a flyer, discount, business card, etc. Please provide 50 of your marketing materials to the Chamber by April 27th to be included in the Chamber Bag.
- The Chamber staff is also making preparations for the 2007 Senior Honors Banquet (May 2). This community supported event will be another opportunity to support the youth of our county as they are honored for their sustained, academic performance.

Please contact the Chamber office regarding advertising or sponsorship opportunities.

Caldwell Implement Company & NAPA Auto Parts

Continued from page 4

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 includes 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 though 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, KS 66839. Contact Brad Caldwell for more information at (620) 364-5327 or bradc@caldwellsinc.com

WOULD YOU LIKE TO BE A FEATURE BUSINESS?

Call Kenda at the Chamber to discuss YOUR business story.
634-2002 or (877) 364-2002 or e-mail
chamber_assistant@earthlink.net

We appreciate the opportunity to serve our Chamber Members!

NEW CHAMBER MEMBER

Rose Business Solutions

†Data Management †Desktop
Publishing †Presentations
†Basic Computer Support

620.364.2097

kendarose@mchsi.com

**Visit my Member Web Page
on the Chamber's Website**

It's Open

Even When You're Not

What is it?

The Chamber's Website.

24 hours a day. Everyday.

Get Your Business On It!

Member Web Page & Display Ads

Call 620.364.2002 / 877.364.2002 or e-mail
chamber_assistant@earthlink.net

Payer Sales: Cleaning Products & Paper Supplies

Continued from page 2

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 sponsored some of the car shows held in the past.

Payer Sales is located 515 Neosho Street, Burlington, KS 66839. Business hours are Monday through Friday 8:00 a.m. to 5:00 p.m. Contact Kathy or Arden Payer at (620) 364-8810 or payersales@kans.com for more information.

Announcements & Notices

Chamber After Hours

Mark your calendars for **March 19!** **The American Red Cross** (110 North 3rd Street, Burlington) is **hosting a Chamber After Hours starting at 5 p.m.** Bring your business card and \$2 for the "Dollar Draw" and "Ad-mania" drawings.

April's After Hours will be at First National Bank of Kansas in Burlington; Life Care Center of Burlington is scheduled for May.

Chamber Gift Certificates
Get Yours Today
at the Chamber office!
Chamber Office Hours
9 a.m. to 12 Noon & 1 to 5 p.m.
Thank you for supporting your local merchants!

Chamber Bags

The Chamber has two orders for Chamber bags: March 9th 30 bags for a Dietary Managers Association meeting; March 23rd 30 bags for the BBQ Judges School.

Please bring your pens, pencils, brochures, coupons, or anything else with your name on it to the Chamber by March 7th and we'll put your information in the bags.

Business News

Craig Stueky, loan officer at **First National Bank of Kansas, Waverly**. Craig attended Commercial Lending School in Topeka.

Advertise in the Chamber Newsletter

Advertise in the Chamber's newsletter for as little as \$5. 1 month-\$5; 3 months-\$15; 6 months-\$20; 12 months-\$30. Call the Chamber office to sign-up today! (620) 364-2002 or (877) 364-2002.

Welcome New Chamber Member!

Rose Business Solutions, a new business and Chamber member in 2007 has over 18 years of experience providing computer-based support and services. Services include building custom Access databases; producing camera-ready artwork for ads or brochures; creating PowerPoint presentations for training, meetings, or trade shows; and basic computer support.

Rose Business Solutions is owned by Kenda Rose of Burlington. She can be reached for an appointment by calling (620) 364-2097 or e-mailing kendarose@mchsi.com

Rose Business Solutions has a Member Web Page on the Chamber's website.

Welcome New Business!

Pat's Pig Barbeque and Catering II, Burlington is open March 3rd. Pat's is located at 1020 North 2nd Street in Burlington (turn east on Cross Street then south on 2nd Street). We look forward to Pat's becoming a new Chamber member and wish them success at their new location.

☛ TOMORROW ☛
SATURDAY, MARCH 3rd
 Don't miss the annual
Lions Club Pancake and Sausage & Biscuit Breakfast!
6:30 a.m. – 1:00 p.m.
Coffey County Fire District #1
113 N 5th Street, Burlington

Donations Accepted. Proceeds benefit the "Sight First" program (eye glasses and sponsorship of Lead Dogs--sight dogs)

Calendar

March 8
AARP Driver Safety Program 10 a.m. to 3:00 p.m., Recreation Center (Cross & Shea Streets), Burlington.

March 9
Information for Dietary Managers Association Chamber Bags due in Chamber office.

AARP Driver Safety Program 10 a.m. to 3:00 p.m., Recreation Center (Cross & Shea Streets), Burlington.

March 19
Chamber After Hours 5 p.m. at the American Red Cross, 110 N 3rd St., Burlington.

March 21
Chamber Board Meeting 5 p.m. at the Coffey County Fire District #1 meeting room, Burlington. Members welcome to attend.

March 23
Information for BBQ Judges School Chamber Bags due in Chamber office.

March 31
KCBS Certified Judges School on Saturday, March 31st at 10:00 a.m. 4-H Building Kelley Park, Burlington.

County-wide Community Events Calendar

The Chamber's website is now equipped with monthly calendars. Let us know about your Coffey County event. Please include event information, a contact name, and phone number and e-mail your information to: chamber_assistant@earthlink.net.

The Chamber Page
Coffey County Republican
Friday, March 9, 2007

Membership Renewals

2007 membership renewal deadline has been extended to March 31, 2007.

Beginning April 2007, non-renewed memberships will be removed from the business directory and will not appear on the April Chamber Page. Please contact Mary if you have questions. 364-2002 or (877) 364-2002