

# OBITUARIES

## Connie Marie Horn

July 23, 1953 - April 18, 2012

Connie Marie Horn, daughter of William Robert and Mary Agnes (Schmoker) Steele, was born July 23, 1953 in Atwood and passed away at her home in Almaena on April 18, 2012 at the age of 58.

She grew up on the family farm in the Atwood community, attended the Blakeman school through the eighth grade and graduated from the Atwood High School. She received an Associates Degree in Accounting from McCook Community College and also attended college in Kearney. She married Dennis Shepherd in 1972, and to this union two children, Julie and Si, were born. She returned to Atwood and in 1976, married Rob Johnson. To this union two children, Hilary and Robbie, were born. They moved to McDonald and later Bird City. In 1984, she moved to McCook, Neb. and in 1993, she moved to Almaena. She married Roger Horn in 1995. She was a corrections officer at the Norton

Correctional Facility and had recently retired. Roger passed away Feb. 1, 2010.

Connie attended the Almaena Congregational Church. She enjoyed being a Girl Scout and Boy Scout leader when her children were young. She had received many trophies for her bowling and enjoyed playing softball, painting ceramics, gardening, home improvement projects, oil paintings of nature scenes, cross stitching, quilting, photography, scrap booking, and cooking for her family. She loved spending time with her family, playing cards, board games and being in nature.

Survivors include her mother, Mary Steele, Atwood; four children, Julie, and husband, Dan Burns, McCook, Neb.; Si Shepherd and girlfriend, Cassie Pulley, Holdrege, Neb.; Hilary, and husband, Matt VanPatten, Almaena; Robbie Johnson, and girlfriend, Heather Davis, Blue Springs, Mo.; two step-sons, Jeremy, and wife, Cathryn Horn,

Wichita; Zachery Horn, Denver, Colo.; 19 grandchildren; one great-grandson; two brothers, Bob Steele, Atwood; Terry and wife, Debbie Steele, Pottsboro, Texas; four sisters, Vicki and husband, Chuck Rader, Harlan; Peggy and husband, Kenny Goss, Parker, Colo.; Kathy and husband, Roger Steinke, Olpe; Suzanne Steele, Atwood; several nieces and nephews; other relatives and many friends.

Connie was preceded in death by her father, her husband, Roger, and two sisters, Judy Steele and Patty Smethers.

Funeral services will be on Monday, April 23 at the Congregational Church at 11 a.m. and inurnment will be at Mt. Hope Cemetery, both in Almaena.

A memorial has been established to the Connie Horn Memorial Fund and condolences may be sent to [www.enfieldfh.com](http://www.enfieldfh.com).

Arrangements made by Enfield Funeral Home in Norton.

## ‘Made in the U.S.A.’ can succeed

By Ron Wilson,  
Huck Boyd Institute

“Do you know where your trailer hitch was made? Should you care?” Those leading questions were found in an ad in a national magazine. The ad described the importance of using American-made products, such as the ones built by this particular company which is located in rural Kansas.

Joe Works is owner and co-founder of B&W Trailer Hitches in Humboldt, Kansas. Joe grew up on a farm near Humboldt in southeast Kansas and returned to the farm after attending K-State.

When the farm economy took a downturn in the 1980s, he did some welding at night to supplement the farm income. While at the welding shop, Joe met a guy named Roger Baker. During their breaks, Joe and Roger started talking about trucks and drawing out truck bed designs on a napkin. Roger built a prototype for this new design in his garage, and ultimately the two men went into business together. Using the initials for Baker and Works, the company was named B&W Truck Beds.

Their goal was to build the highest quality truck bed on the market. The business grew and diversified. Then Joe and Roger thought about how to improve the gooseneck trailer hitches then in use.

At that time, the best option for getting the gooseneck ball out of the way in a truck bed was a large plate with a ball that folded down. This option required a huge hole in the truck bed, and installation was cumbersome.

Together, Joe and Roger designed a hitch with a ball that could be pulled out, turned over, and stowed beneath the bed. They designed a framework which is bolted to the truck frame and requires no welding, drilling, or bed removal to install. This new hitch, called the Turnover Ball, revolutionized the gooseneck hitch industry. This type of ball storage and mounting system is used by nearly every gooseneck hitch manufacturer today.

The company is now known as B&W Trailer Hitches. Joe’s daughter, Beth Barlow, is marketing director for the company.

Today, the company employs some 220 people. Employees come from nearby towns like Chanute and Iola, and also rural communities like Piqua,

Gas, and Bronson, population 346 people. Now, that’s rural.

In 2002, Roger Baker retired from the company and sold his shares to Joe. In 2009, the company began an Employee Stock Ownership Plan under which employees buy into ownership of the company’s stock. “This helps the employees function as owners when they make their decisions,” Beth Barlow said.

Today, B&W Trailer Hitches offers an extensive line of products relating to trucks and livestock. These include gooseneck and recreational vehicle hitches, receiver hitches and accessories, truck cab protectors, gooseneck couplers, truck beds, farm and ranch equipment, and all terrain vehicle accessories.

Where are these products sold? The answer is, coast to coast -- literally from California to the Carolinas. B&W Trailer Hitches has a network of more than 6,000 dealers across the U.S. and in Canada.

Yet the competition is steep, particularly from low-cost overseas manufacturers.

“So many companies have taken their manufacturing overseas,” Beth Barlow said. “It’s investing in the latest technology that makes us efficient and able to compete with foreign competition.”

The company’s website is [www.turnoverball.com](http://www.turnoverball.com). It says: “Made in the USA” can succeed, but only if we rely on the principles that work in our own neighborhoods. We grow by earning trust and improving customer value, not by cutting costs. We let people use cutting-edge technology to make things safer, easier, and higher quality, rather than let technology use us. We respond to customers and changing markets by being right-sized and flexible, not just bigger. We treat each other as family, not as ‘labor’ exportable to the lowest bidder.”

“Do you know where your trailer hitch was made? Should you care?” It’s obvious that the people of B&W Trailer Hitches care about making a difference with homegrown manufacturing.

And there’s more. When B&W Trailer Hitches suffered from the economic downturn, the company considered laying off employees - but instead it chose a different course. We’ll learn about that next week.

## Chinese cabbage isn’t for everyone

Kay Melia

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In 1952 and most of 1953, I was a buck Private in the U.S. Army. I trained as a Signal Corps Cryptographer at Fort Gordon, Georgia and eventually deployed to the 25th Signal Company of the 25th Infantry Division in Korea. The 25th was known as the “Tropic Lightning” division and has served the nation from 1941 through it’s present assignment in Afghanistan. While in Korea, it was the most decorated division of them all with some 14 Medal of Honor winners. I was not one of them.

I was in Korea for 14 months, mostly after the fighting had subsided. Our job then became one of alert, and training of Republic of Korea troops. As such, I became better acquainted with the Korean people and their culture. Most of the civilian population were small farmers, with rice as their dominantly produced crop, and just about every family in the land maintained a garden on the little piece of land they called home.

We of course understand that

every nation enjoys their own unique set of historical doctrine, not only in how they live, but in what they eat. The Asian population has always thrived on rice, vegetables, and to a lesser extent on, meat. Each family of Koreans grow most of what they eat, although in today’s modern South Korea, large supermarkets are everywhere. and fresh fruits and vegetables are offered to the public, as in other modern nations.

But when I was there 60 years ago, the people had to grow what they ate, and it didn’t take long for me to realize that they grew lots of cabbage. But not the kind of cabbage we grow in our gardens for slaw or kraut. They grew scads of what we refer to as Chinese cabbage, or Asian cabbage, or sometimes referred to as Pak Choi, or Bok Choi. We will occasionally use those types of cabbage in stir fries, or maybe to give a green salad a little more flavor. It has a much stronger taste than regular cabbage. But in Korea, much of the crop is sliced up and packed into large glass jars,

highly seasoned, and allowed to ferment for a few days. The finished product is called Kimchi, pronounced KIM-chee, and if South Korea has a national food, it is indeed Kimchi. Walk down the street of any town or city and the aroma of Kimchi will have your olfactory nerves working overtime! It permeates clothing, home furnishings and local stores. Among Republic of Korea mess halls, Kimchi was always available, everyday.

I have a recipe for Kimchi, but have never used it, and I don’t intend to start now. Its ingredients include the Chinese cabbage, water, salt, fresh ginger, fish sauce, chile paste, green onions, daikon radish, and a bit of sugar. You are advised to eat it within three weeks or it can become overly fermented. I can only imagine.

I firmly believe that Kimchi should not be ingested. But then, that is my culture speaking. Koreans are probably not too keen on mashed potatoes and gravy. But if you would like to have my Kimchi recipe, let me know. And then, you’re on your own!

## Not just desserts

The Northern Valley High School forensics team hosted a “Just Desserts” show Monday evening at the high school in Almaena. The evening featured individual and ensemble performances from the team members and a selection of about 15 different dessert selections for the approximately 50 audience members. Pictured, forensics team member Kenzi Husted performs an interpretation of the poem “Late for School.”

–Telegram photo by Carleen Bell



## Business in the spotlight

Each month this column

features one Norton County business selected at random in honor of all our local businesses large and small, well-established and newly-established for their valuable contribution to our economy. Economic development board member Carolyn Applegate submitted this month’s article.

Business Name: Sander Furniture & Gifts, 301 West Holme and Sander Bed Shop, 118 South Kansas

Owners: Bradley and Kim Sander

Website: [www.sanderfurnitureandgifts.com](http://www.sanderfurnitureandgifts.com)

E-mail: [sanderfurnitureandgifts@yahoo.com](mailto:sanderfurnitureandgifts@yahoo.com)

Motto: “Bringing nice things to you.”

Established: September 2003

Sander Furniture opened its doors in 2003 locating in the building Jack Ward Sporting Goods had occupied on U.S. Highway 36. When questioned as to why they wanted to start a business, Bradley Sander responded, “I was always looking for the opportunity to have my own business.” Brad and Kim knew it was a risk to trade a steady paycheck for the uncertainty of opening a new business in a new town. They had relatives in Norton and wanted to be closer to them. “My father had a furniture store and I knew some aspects of the business, so I thought!” states Bradley. “What we identified in Norton was; old fashioned, traditional values of God, family and community.” They saw the need in Norton for a full line of furniture and appliances. Sander reminisces, “Many remember (we opened) with a store that was 25 percent full, just four months after Kim was inspired by the original business idea.”

Over the years, things have changed for the couple. They filled up the other 75 percent of the floor space at the U.S. Highway 36 location and began looking for more room to display their expanding lines of upholstered furniture, dinette sets, bedroom sets and gifts. They still had the Nebraska store location to order additional lines that were not carried in Norton. They sold their store in Nebraska to Chadd Sander, Brad and Kim’s son, to keep it in the family. If a customer does not find the exact color of an upholstered piece on the local showroom floor, a custom-order can

be placed.

A second store downtown was added to better display inventory, and to increase major lines as part of their retail plan. The Sander Bed Shop, in the heart of downtown, houses bedroom suites, linens, appliances and even waterbed supplies. Brad and Kim’s daughter, Starr, manages this location. The mattress and box-spring sets are supplied by Serta, Justice and Tempur-Pedic. Amana and Crosley are the manufacturers of Sander’s appliances. Weber grills are also sold at the bed shop. Stocking well-known brands helps local buyers shop in town and not have to travel to find quality and selection. Free delivery has always been one of their services.

Sander Furniture and Gifts really lives up to the name by selling sofas, love seats, easy and reclining chairs, occasional tables, lamps, dinettes, glass display hutches, cedar chests, room accessories and more. Ashley and Best Home Furnishings have become the prominent suppliers to Sander Furniture. Other popular lines in the Sander home furnishings stores are: Vaughn-Bassett, Chromcraft, and Amish Furniture. One shopper was thrilled to find they even stocked child-sized rocking chairs and recliners! Another surprising item that can be ordered is high-end patio furniture.

In the Sander gift gallery, the walls are lined with inventory. A shopper can buy nativity sets all

year long for gift giving. A huge line of Dayspring inspirational greeting cards are available, too. One of their most collectable items of a Christian theme is Willow Tree Angels by Demdaco.

According to Bradley Sander, “Success has many definitions. Success in business comes from overcoming the challenges that a small town business is confronted with. Yet, success is probably keeping your business operating until the agriculture business has some good profits of their own! If the farmer does well, our local businesses fair well with them.” That’s why the Sander family offers financing up to 12 months with approved credit, making it easier for everyone to buy what they need. The couple says that population loss is a very serious situation for all communities in north-west Kansas.

“We have a business in this area because of the wonderful, independent life this part of the world offers. Our business offers our family a way to be together and for our children to be raised in the way that we see fit. Our success is based on the fact that what we do is our way of life, not our job,” states Bradley. “That is our sale point to young people. Be independent. Put wealth to the side and raise your family in your way. In the way you see fit, with your values and your character. We live in an area where that is possible.”

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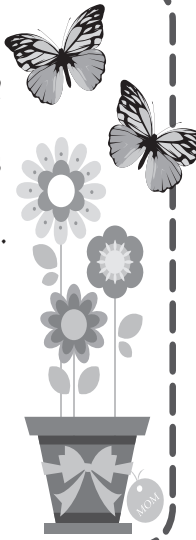
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THEATRE**  
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(PG) 1 Hour, 34 Minutes - Presented in Digital Sound

Friday and Saturday: 8:00 p.m.  
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Monday, Tuesday, Wednesday: 7:00 p.m.

**This Means War**

1 Hour, 40 Minutes  
(PG)



The Lorax is General Admission Price of \$6.00 and \$5.00 - \$3.00 on Sunday  
This Means War is General Admission Price of \$6.00 and \$5.00 - \$3.00 on Sunday



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