

Now That's Rural

Carl Wasinger, Smart Warehousing

By **RON WILSON**
Director of the Huck Boyd National Institute for Rural Development at Kansas State University

How many deliveries were made across America today?

I have no idea, but the thought of so many products going so many places makes my head swim. Today we'll meet a company that plays a fundamental role in helping companies smartly manage their inventory and fulfill their deliveries.

Carl Wasinger is founder and CEO of Smart Warehousing in Overland Park. He grew up on a farm near Hill City.

Wasinger went to Kansas State University and took a summer internship with an Arizona company where he worked in shipping and receiving. It appealed to him so much that he chose to focus on it and graduated from K-State with a business degree.

"Growing up on a farm, you have to figure out how to make logistics work," Wasinger said.

He married a girl from Overland Park and was working in the logistics industry in Kansas City. As the internet became active in the late 1990s, he thought about how to apply such technology to inventory management.

"At the time, companies were trying to track their product inventory with fax machines and phone calls," Wasinger said. "I wondered if I could build an inventory system that would work for the customer like online banking."

He started his own business in September 2001 – and a few days later, 9/11 hit.

"Everything I was thinking about had to be put on hold, but that gave me time to do more planning," Wasinger said.

The company was named Smart Warehousing, combining technology with storage systems. Wasinger developed a sophisticated data platform called SWIMS, which stands for Smart Warehousing Infor-



CARL WASINGER

mation Management System. SWIMS helps companies track needed data for customer fulfillment and product replenishment needs.

The company began with one computer under Wasinger's desk and now moves massive amounts of customer data through the cloud.

"We started in one itty bitty warehouse in Kansas City and expanded into Johnson County," Wasinger said. "We moved into the California market and then the east coast, and have filled in from there."

To date, Smart Warehousing has assisted nearly 5,000 customers with their warehousing and supply chain management needs.

"We don't own anything that's in our warehouses and we don't sell anything that's in our warehouses," Wasinger said. "We just make sure it gets to wherever it's supposed to go."

Smart Warehousing has facilities in Atchison and Edgerton in Kansas, plus

other locations that literally span the country, from Seattle to Orlando. "We have more than 11 million square feet of space we manage and more than a thousand employees," Wasinger said.

The SWIMS platform has been fundamental to the company's success, enabling customers to manage product flow and access online inventory data.

"In 2007, it became a verb in the logistics industry," Wasinger said. "When one of our customers said, 'I will SWIM that over to you,' that was a special moment."

It was like someone saying "I will Google that."

What has enabled the company to grow so effectively? "Our mission is to create a better way for our customers," Wasinger said. "Each of us has two ears and only one mouth, so that tells us we need to listen to our customers' needs."

"I think the key things are the three Ds: Data, Doers, and Dock doors," Wasinger said. "You need to have smart data systems that allow efficient work flow, doers who are people who care -- like those in our company -- and dock doors that work well and showcase our values."

"We began with that western Kansas work ethic and that's still in our DNA," he said.

He learned this naturally, growing up near the rural community of Hill City, population 1,403 people. Now, that's rural.

For more information, see www.smart-warehousing.com.

There are so many deliveries made nationwide daily that my head swims – and SWIMS is the name of the system that Smart Warehousing uses to help customers fulfill those deliveries.

We commend Carl Wasinger and all the people of Smart Warehousing for making a difference with innovative logistics technology. They are working hard and also working smart.

Marion County Record

FROM FRONT PAGE

Ruling that the open records case was not as complex as the federal case, Sexton ordered the city to pay Rhodes \$75,748.22 - \$50,244.10 less than he requested – but agreed to allow the city to wait until 2026 to make payment, provided it pays interest on the amount owed.

Mayor Mike Powers said during Monday's city council meeting that the city itself, not EMC Insurance, which hired Hill, must pay the \$75,748.22 Sexton ordered.

Powers said that within days of the raid, the city "was inundated" with open records requests, and Hill took over responding to requests.

He noted that some requests involved phones not in the city's custody. However, the text in question was on a city-owned phone issued to then-City Administrator Brogan Jones.

The city did not turn the text over until Jones was summoned to testify under oath in the Record's case in December, 2024.

Ufford and Hill have an office in Wichita.

"The judge seemed to think it was perfectly fine for the city to bring in expensive lawyers from out of town rather than city attorney Brian Bina, who has an office here, but it was less important for the Record to hire one," Meyer said. "It's an unfair burden on the common man to expect him to have lesser representation than government does."

Meyer was happy, however, that Sexton ruled that the city must pay.

"The city hid the truth, and it will cost the taxpayers more than \$75,000," he said. "If they had told the truth from the beginning, it would have cost them nothing."

Rhodes echoed that sentiment.

"It is a sad day for the taxpayers of Marion that they have to pay \$76,000 because they hid text messages that are clearly public records," Rhodes said.

Meyer pointed out that the money will go straight to Rhodes' firm, not the Record.

"We get not one cent of this," he said.

Meyer conceded that the

judge might have done all he could. Although the legislature requires government records and meetings must be open, it specifies no punitive damages when officials defy the law.

"Our legislature needs to address that," Meyer said. "Otherwise we are headed down a very deep, dark road of government breaking the law."

"Bernie Rhodes is a great guy, and he's probably not going to bill us for the rest of his fees. If he did, we would not remain open. The city would have accomplished what it set out to do when it raided us."

Rhodes said he would not charge the difference to the Record.

Powers, who preceded Sexton as chief judge in the Eighth Judicial District, sat with Ufford and Hill at the defendant's table in Sexton's Marion courtroom.

Observers were required to electronically sign in before entering the courtroom.

A security guard said it was a new rule so it would be known who was in the courtroom.

Court administrator Nikki

Davenport refuted the guard's statement.

"Those on the docket for Judge Coppola use a sign in system so that she knows who is there for court and who is appearing via zoom," Davenport said. "That is all it is and, yes, the courtrooms are open to the public. The sign in is only for those on the docket, not the general public, and again, it is to let her know they are present. It keeps the courtroom management flowing, especially on heavy docket days. It is not for the raid, not specific to Marion County, as I have judges using that same system in Geary."

Davenport and Sexton would not have required anyone to sign in as it was an open courtroom and he doesn't do that even for people on his dockets.

"It may be that security was telling them to sign in and didn't understand that really, there are only a few judges that require that and it is for those actually on the docket, not for the general public, and didn't understand that Judge Sexton is not one of the judges that requires this," Davenport said.

LEGAL NOTICES

Published in The Erie Record June 20, 2025

Neosho County Resolution No. R 25-G

ADOPTED BY THE BOARD OF COUNTY COMMISSIONERS OF NEOSHO COUNTY, KANSAS

A RESOLUTION APPOINTING AN APPRAISER TO SERVE AS COUNTY APPRAISER FOR A FOUR-YEAR TERM ENDING JUNE 30, 2029.

WHEREAS, K.S.A. 19-430, as amended, provides for the appointment of a County Appraiser by the Board of County Commissioners of Neosho County, Kansas; and

WHEREAS, K.S.A. 19-430, as amended, sets forth the qualifications required for a person to serve as County Appraiser for Neosho County, Kansas; and

WHEREAS, Tohnjua Stipp has the statutory qualifications required by Kansas law for appointment to the position of County Appraiser for Neosho County, Kansas.

NOW THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF NEOSHO COUNTY, KANSAS, AS FOLLOWS:

SECTION 1: A Resolution for appointment of a County Appraiser for Neosho County, Kansas, is determined to be necessary and proper as provided by Kansas law.

SECTION 2: Tohnjua Stipp, having met all statutory requirements for the position of county appraiser, is hereby appointed County Appraiser for Neosho County, Kansas, for a term beginning June 30, 2025, and ending June 30, 2029, and she shall take office upon the subscription of an oath as required by county officials and applicable law, with her appointment to become effective on June 30, 2025.

SECTION 3: Tohnjua Stipp, as County Appraiser, shall be paid an annual salary as determined by the Board of County Commissioners of Neosho County, Kansas, which shall be subject to review as part of the regular annual budget process, or at such other times as the Board of County Commissioners of Neosho County, Kansas, deems necessary or appropriate.

SECTION 4: The Board of County Commissioners of Neosho County, Kansas, shall review and evaluate the work performance of Tohnjua Stipp, as County Appraiser, at least annually or at other times as the Board deems necessary or appropriate.

SECTION 5: Tohnjua Stipp, as County Appraiser, shall be considered a full-time employee of Neosho County, Kansas, and shall devote at least 40 hours per week to her position as County Appraiser for Neosho County, Kansas, during the term of her appointment as set forth herein, and her employment shall be subject to all policies, rules, office hours, regulations and procedures adopted by the Board of County Commissioners of Neosho County, Kansas.

SECTION 6: Tohnjua Stipp shall not conduct nor perform any private fee appraisals work on any property located within Neosho County, Kansas, during her full-time work week.

SECTION 7: Tohnjua Stipp shall also be entitled to receive employee fringe benefits the same as any other full-time employee of Neosho County, Kansas, during the term of her appointment as County Appraiser for Neosho County, Kansas, as set forth herein.

SECTION 8: All deputy appraisers, specialized workers, staff and clerical employees of the Neosho County Appraiser's Office shall be employed, hired, retained, appointed, or terminated in the sole discretion of the Board of County Commissioners of Neosho County, Kansas, and all salaries, compensation and employee benefits to be paid to such persons shall be determined or established in the sole discretion of the Board of County Commissioners of Neosho County, Kansas.

SECTION 9: All expenditures of funds necessary to operate the Neosho County Appraiser's Office shall be made in the sole discretion of the Board of County Commissioners of Neosho County, Kansas, and shall be subject to review as part of the regular annual budget process, or at such other times as the Board of County Commissioners of Neosho County, Kansas, deems necessary or appropriate.

SECTION 10: Nothing in this resolution shall be construed to waive the Neosho County Board of County Commissioner's right to terminate or suspend the Neosho County Appraiser pursuant to K.S.A. 19-431 or other applicable law.

PASSED AND DULY ADOPTED BY THE BOARD OF COUNTY COMMISSIONERS OF NEOSHO COUNTY, KANSAS, THIS 17th DAY OF JUNE, 2025.

BOARD OF COUNTY COMMISSIONERS, NEOSHO COUNTY, KANSAS

/s/ Paul Westhoff, Commissioner District 1
/s/ Nicholas Galemore, Chairman, Commissioner District 2
/s/ Gail Klaassen, Commissioner District 3

ATTEST: /
s/ Chasity Foreaker, County Clerk

APPROVED AS TO FORM:
/s/ Bret Heim, County Counselor

ACCEPTED AND APPROVED:
/s/ Tohnjua Stipp (Neosho County Appraiser)

REAL ESTATE AUCTION

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MainStreet Memories

BBQ

Raffle

Drawing will be held: Saturday, July 19, 2025

Do not need to be present to win

WINNER RECEIVES A DINNER FOR UP TO 20 PEOPLE

Ticket Cost:

\$20 each or 6 for \$100

Menu

- Entrée: Pulled Pork or Pulled Chicken
- Choice of two sides: Green Beans, Baked Beans, Cheesy Potatoes, or Cole Slaw
- Rolls or Buns
- Choice of 2 desserts: Strawberry Poke Cake, Lemon Poke Cake, or Chocolate Sheet Cake

Redeem with at least 2 weeks notice, can be delivered within 50 miles

For additional information, contact Brad: 620-820-1314