

**MATT WHITSON, PLUMBER.**  
Steam and gas fitter, and sewer builder has been here five years and has invested \$2000. He allows no shop in existence to excel him in workmanship, and the tools for doing work. He has a large and growing retail trade in all the towns adjacent to Salina for 200 miles, in plumbing's supply, and especially in steam heating apparatus. He has added about \$500 in the equipment of his establishment in the past year. By his courtesy we are enabled to furnish some statistics of the buildings in Salina that are heated with steam and hot water, as follows: Ten private residences, four business houses, three colleges, one church, two hotels, two public school buildings, two mills, the electric light plant, and the three buildings of the Salina Sanitarium, a total of 28 buildings heated by steam. One private residence and one church are heated with hot water. We also have the best sewerage system in Kansas, he says, and his house can show some of the finest sanitary plumbing between Topeka and Denver. He also affirms as an expert that Salina is the cleanest and healthiest city in the state, owing to the excellence of her city ordinances governing sanitation.

**MR. SULLIVAN, FANNING MILLS.**  
Mr. Sullivan has lived in Salina and manufactured the Climax Fanning Mill since 1870-22 years. Since that time he has built and sold over 5000. He claims to be the pioneer manufacturer of Central Kansas. When he located in Salina in 1870 and commenced making mills some persons thought he could not compete with mills shipped from the east, but he has proved to show them he could, and not only that but he has made and sold a better mill for less money than these same eastern parties who shipped them out here. Mr. Sullivan has amply demonstrated that a number of things can be manufactured here with profit, if the manufacturers understand their business. In turning out 200 mills per annum he employs from four to six men and pays them about \$2000. These men are not employed all year as a part of the time is devoted to manufacturing and the balance to selling. The public has come to recognize the superior excellence of the Climax Fanning Mill and with the enormous increase in wheat growing, making great demands for fanning mills, the demand for Mr. Sullivan's mill is largely increased. He hopes to enlarge his facilities somewhat, and if everything works favorably \$500,000 Climax Mills will be annually made in place of 200 at present. With Mr. Sullivan's long experience, the excellence of his mill and its established trade manufacturing establishment of large proportions could be made. At present he has about \$2000 invested in his business, located at the corner of Eleventh and South streets.

In the manufacturing line alone, Salina employs nearly 300 men and women at this date, for which they receive an annual salary \$200,000. For a young inland city that does not claim to be a manufacturing center, that certainly is not a bad showing. It is the basis to build on, and any institution that employs labor steadily will be encouraged to become one of us.

**JOBGING.**

In making up a resume of the trade done by Salina business firms for the past year there is some that could give the writer and collector of statistics such genuine pleasure as the wholesale jobbing trade. Salina became a distributing depot for supplies before she had

handsome tribute to the future prospects and present worth of Salina. In the matter of railroads Salina is well fixed, a reference to the map is all the answer after knowledge of Salina needs to do in order to become informed. Of course the railroads have not done all they could by Salina in the matter of improving rates, but the conditions are getting all the time, and besides the legislature just elected was chosen on the issue of giving to interior jobbing points better and more equitable freight rates. This is bound to be in the nature of things, and when it comes, and come it must, new buildings must be erected to accommodate the wholesale houses that are only waiting for the signal to join their business with ours.

Concerns already engaged in this line of business here have really more than they can do, and the field is not all covered. From early morning till late at night the men in these houses work at handling an immense amount of merchandise, and all are crowded for room. This is practically in the state infancy, for it is only three years' growth. It is not our purpose to dwell upon the prospective, but to consider the present state of the business. It has grown for three years under unfavorable circumstances; if it has thus prospered in adversity, what will be the story of its growth in the years to come? Industry and enterprise are their own prophets.

**THE H. D. LEE MERCANTILE CO.**  
For the three years last past no man, or in fact all men have not done so much to build up wholesale establishments in the interior of the state of Kansas as Mr. H. D. Lee. He has traveled from sea to sea, from lake to gulf, all in the interest of central and western Kansas. The establishment to which he has given his name located in Salina three years ago to engage in the wholesale grocery trade, and occupies a large four story building at the corner of Santa Fe Ave. and Elm street. So great has been the growth of their business that as soon as weather permits an addition, 25x110 feet, four stories and a basement, will be built, thus adding to their storage and shipping capacity 50 per cent. This will make two additional traveling salesmen necessary, and an effort will be made to increase the volume of the business of the concern 25 to 50 per cent. A business of \$800,000 per annum is done, and 25 percent are required to do it, who receive for their services in one year, \$10,000. The amount of capital invested is \$225,000.

Such in brief is the story of the man and institution that have done more to bring Salina to the front as a wholesaling and distributing point, than all things else besides. There is nothing selfish or monopolistic about the men comprising this firm. They are not content with doing a large business and leaving the town to care for itself. Mr. Lee says he wants to see Salina grow and flourish, and so great is his interest in the city's welfare that he is even now, as he has for some months past, devoting his time and a large share of his income to laying broad and strong the foundation for Salina's prosperity. Other firms who may contemplate locating here, or have any interest in this line as a strictly Kansas institution will find in Mr. Lee, and the gentlemen who are his associates, strong advocates and firm friends.

The skeptic and the scoffer have been kind with their remarks, that wholesale business could not live in this part of the state. That was three years ago when the business was an experiment. Today it is a living tangible reality, occupying a field over half as large as the state of Ohio, and still extending its territory. Nor has it been

built up at the expense of any other city's trade, for the statistics of other firms in other cities prove that their business has been expanded right along. The situation is just this: There is a large and growing country here, and the people of it must have groceries. The H. D. Lee Mercantile Co. has demonstrated that Salina is the natural center for a large section of this territory, and with more equitable freight rates, this vast country could be supplied at less cost in less time and just as well as from any city outside the state. The question now is, if it is profitable for all concerned to have wholesale grocery establishments in Salina, why would not other lines of trade do as well?

**E. F. GOODRICH & SONS.**  
Wholesale dealers in fruit, vegetables, confectionery and cigars. This business has grown from a small beginning three years ago, to large proportions, and its proprietors have the confidence of a large and growing number of patrons in the busy towns scattered over this portion of Kansas. Three salesmen are kept constantly on the road, one of whom was added this year, and about ten persons are employed by the firm in all departments of work, who receive about \$12,000 for their services per year. Although having once moved to gain larger room, the question of room is one they will have to deal with the coming season. Their business is confined to the lines mentioned above, and the aggregate of their business this year is about \$400,000. The firm of Redonour, Baker & Co. have headquarters with this firm and distribute sugars and heavy groceries. This indicates that our friends living on the eastern border realize the justness of Salina's demands, and in anticipation of the realization thereof, have taken the pains to realize themselves in Salina. Whatever may be their object, they are certainly here, and doing a large business. When they establish themselves fully in Salina they will receive a most cordial welcome.

**THE SINGER MANUFACTURING CO.**  
This company seven years ago foresaw the future desirability of Salina as a general distributing point, and established here a repository and general agency. For the past three years Mr. W. I. Allen has had charge of the business of the office whose territory is 42 counties, covering all that part of the state lying west of Riley county and north of Morris county. This company whose capital is \$500,000, makes and sells annually 800,000 machines, and in 1892 the people living in the territory mentioned bought

2000 of them. To do this sixty men have been employed and \$25,000 in salaries and commissions have been paid. "The Singer" is a household word and very material improvements have been made in the machines in the past. The company occupies the large double store on North Santa Fe, formerly occupied by the Sands furniture establishment, having outgrown its quarters on Seventh street. With the return of prosperous times and enlarged facilities the Singer people are bound to do a larger business. Mr. Allen is known as an enthusiastic rustler and the right man for his position.

**C. F. KAFFER MERCANTILE CO.**  
Although established in Salina a few months only, and making its efforts to do so, this firm has worked up considerable jobbing trade in queensware, glassware, lamps, etc. They have closed out their dry goods, substituting queensware and crockery instead. Buying in large lots in the New York market and shipping direct to Salina they are enabled to do a jobbing business. With increased railroad facilities and better freight rates they can and undoubtedly will do a large business in this line. As the business was recently established statistics of trade are not given, suffice it to say, however, that it is one of the growing realities of Salina.

**EDUCATIONAL.**

**KANSAS WESLEYAN UNIVERSITY.**  
This institution has been in successful operation for six years. It has a College department embracing three courses: Classical, Philosophical and Scientific, also a Normal department of two courses of three and four years respectively. There is also a Preparatory course of three years. The University has also departments of Music and Art, and a Business College.

The courses are complete and up to the highest standard, as follows: In Languages, full courses in Latin, Greek, German and French; in Mathematics, the various branches from Arithmetic to the Calculus, with their important applications, as Surveying and Astronomy; in Science, Physics, Chemistry, Geology, Physiology, Botany and Zoology; in Philosophy, Logic, Psychology, Ethics, Aesthetics and History of Philosophy; in History and political Science, History, Science of Government, Political Economy, International Law and the Philosophy of History.

The Normal, Music, Art and Business departments are fully supplied with competent professors, and are in a flourishing condition. The attendance is greater this year than ever before, and a large increase in the number of students is expected in the winter and spring terms. The financial outlook is encouraging, and before the opening of the next year it is proposed to finish the basement in good style for the use of the business department.

**THE SALINA NORMAL UNIVERSITY.**  
This institution was chartered in 1884 and its doors were opened for the reception of students in the fall of that year. President A. C. Hopkins with a full corps of teachers took charge of the school, and the attendance the first term reached seventy eight students. The second term brought a large increase but owing to circumstances which could not be controlled and for which no one in particular was blamable, trouble arose at the middle of the year, several of the faculty resigned and new teachers were employed in their place but the school was badly crippled and the number in attendance decreased until the close of the year in July. Prof. Hopkins resigned at the end of the year and the school passed under the present management and began work again in the fall of '87 with twenty three students.

The enrollment the first term was but forty-eight. Notwithstanding the hard times, and the close competition the school has had a steady growth with the exception of one year. The growth the past three years has been remarkable; being from 20 per cent. to 30 the last two years. The accompanying table will give a good idea of the growth. Owing to the change in management no catalogue was published the first year. It should be remembered that the increase in enrollment does not properly show the growth of the school since in later years students spend a longer time in school than they did the first years. The average attendance for each student for the last year is from three to four terms. Quite a number come to spend the whole year, but few spend less than two terms.

Considering the books, clothing and dry goods purchased by students the average outlay will be from \$100 to \$120 per year, which would make an income of over \$60,000. Add to this the purchases made by friends visiting students and others who are brought here by the school, and the income for the last year would not fall short of \$70,000 brought to Salina by the school. Salina also gets considerable trade not referred to above on account of the school, that would otherwise go to other towns. The attendance so far this year has been about 30 per cent. above what it was at corresponding times, last year, but this increase is not expected to continue on account of lack of room to accommodate all the students with suitable classes. While the great majority can be accommodated, yet one who cannot be and goes away keeps a dozen who could be accommodated from coming. The management has ceased to advertise owing to the above named circumstances. The greatest need of the school is a new building or room of some kind to accommodate classes. The chapel is also too small not being large enough to seat the present attendance, and compelling the management in case of entertain-

ments to issue an invitation to friends not to come. It is to be hoped that some plan will be devised to secure a new building. No institution of Salina brings so much money to the town, and business men will see the importance of doing something to insure the present growth of the school. Several schools of a similar character have reached an average attendance of from 1200 to 1500 students and the one at Valparaiso, Ind., had last year an average attendance of 1850 for the entire year of fifty weeks.

Counting but \$300 per week expense of each student and the income to Valparaiso last year was \$277,500. Money is being expended elsewhere for buildings for Normal schools and it will surely pay here.

NUMBER OF TEACHERS

Classical	12	1st and 2nd years	86-97
Philosophical	12	3rd and 4th years	57-58
Scientific	12	1st and 2nd years	86-90
Normal	12	3rd and 4th years	59-60
Preparatory	12	1st and 2nd years	50-51
Business	12	1st and 2nd years	51-52
Music	12	1st and 2nd years	51-52
Art	12	1st and 2nd years	51-52
English	12	1st and 2nd years	51-52
Mathematics	12	1st and 2nd years	51-52
History	12	1st and 2nd years	51-52
Political Science	12	1st and 2nd years	51-52
International Law	12	1st and 2nd years	51-52
Philosophy	12	1st and 2nd years	51-52
Psychology	12	1st and 2nd years	51-52
Physiology	12	1st and 2nd years	51-52
Botany	12	1st and 2nd years	51-52
Zoology	12	1st and 2nd years	51-52
Latin	12	1st and 2nd years	51-52
Greek	12	1st and 2nd years	51-52
German	12	1st and 2nd years	51-52
French	12	1st and 2nd years	51-52
Spanish	12	1st and 2nd years	51-52
Italian	12	1st and 2nd years	51-52
Portuguese	12	1st and 2nd years	51-52
Hebrew	12	1st and 2nd years	51-52
Arabic	12	1st and 2nd years	51-52
Sanskrit	12	1st and 2nd years	51-52
Chinese	12	1st and 2nd years	51-52
Japanese	12	1st and 2nd years	51-52
Malay	12	1st and 2nd years	51-52
Hindustani	12	1st and 2nd years	51-52
Tamil	12	1st and 2nd years	51-52
Urdu	12	1st and 2nd years	51-52
Persian	12	1st and 2nd years	51-52
English Literature	12	1st and 2nd years	51-52
History of England	12	1st and 2nd years	51-52
History of France	12	1st and 2nd years	51-52
History of Germany	12	1st and 2nd years	51-52
History of Italy	12	1st and 2nd years	51-52
History of Spain	12	1st and 2nd years	51-52
History of Portugal	12	1st and 2nd years	51-52
History of Russia	12	1st and 2nd years	51-52
History of Prussia	12	1st and 2nd years	51-52
History of Austria	12	1st and 2nd years	51-52
History of Sweden	12	1st and 2nd years	51-52
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