

instance, the contact was soon lost primarily because of the uncertainties as to occupancy, leasing terms, and other equally important considerations.

Two or three of the early industrial leads did progress to the status of consideration of temporary occupancy permits through established Corps of Engineer's procedures. Prompted by a request from the mayor of Salina, and with the approval of the Air Force and base officials, the Corps of Engineers did advertise the availability of four buildings and solicited bids for occupancy. Only one bid was received on one of the structures and no bids on the others. The single bid proved to be considerably below the expected leasing figure and was rejected.

Early in June 1965, it was announced that the chamber had hired Jim D. Trickett, industrial development specialist from Tulsa, Okla., and that he would start his duties in the first week of July. Within a week after Mr. Trickett's arrival in Salina, the announcement was made that the Westinghouse Corp. was seriously considering the construction of a major lamp plant at Salina. Although the Westinghouse final decision was not made until the 7th of September, it served as a subject for conversation that certainly boosted the morale of the entire community throughout the summer. Mr. Trickett and his industrial development steering committee set their sights on a promised availability date of January 1, 1966, for base facilities and began a continuing search for potential industry.

In these months the airport authority developed standard lease forms, adopted a realistic set of restrictive covenants, made tentative arrangements for the takeover of utility systems and worked out acceptable arrangements with base officials for occupancies by industry.

When the formal approval of the airport package was announced in mid-February 1966 it was possible to announce the successful conclusion of negotiations with seven firms who would totally employ nearly 1,000 persons. To many the success of the industrial development efforts was nothing short of phenomenal.

Beech Aircraft Corp. leased the five largest available buildings including the large maintenance hangar (120,000 square feet) and a modern warehouse (90,000 square feet). Since the first announcement Beech has exercised an option and leased three additional warehouses.

Funk Aviation rented a large hangar and immediately began the production of crop-dusting aircraft.

Customs Metals rented a building and began the manufacture of mobile home components parts.

Craddock Uniforms moved in and are in production of a fine line of band uniforms.

Griswold Seeds opened a distribution center warehouse at the base.

A wholesale frozen food distribution center was opened in another warehouse.

Moisture control equipment was being manufactured, soon in production-line quantities and the production of artificial marble was underway in another structure.

The industrial development chapter of the Salina story is far from ready for conclusion. There are a few possible additions yet pending. Quite unbelievably, the more desirable buildings that became available