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BUILT ON THE SHOULDERS OF VETERINARY GIANTS JEN-SAL

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One of the largest animal health companies in the world during the last century is part of Kansas City veterinary history.

McQueeny and Lock Company (plumbing and heating) on West Pennway between Washington and Pennsylvania streets is a former home of Jensen-Salisbery Laboratories. The structure is one of fewer than 50 veterinary buildings and practices listed on the National Register of Historic Places.

The building was designed by architect Ernest Brostrom (1888-1969). Although he did not have formal training he was a leader in the Prairie School style of design found in Kansas City.

The entrance is ornamented at the top level by figurative sculptures created by Norwegian Jorgen Dreyer. At the bottom level are two large limestone urns fronting large brick columns. The Jen-Sal medallion can be found on the west side. The south facing is easily observed from I-35 North at the West Pennway exit.

The company was founded in 1913 by Dr. Hans Jensen (1869-1936). Vaccines and pharmaceuticals were manufactured and surgical items were supplied. As the company grew it included new faces such as Dr. Charles Salisbery, and Jen-Sal became a major veterinary figure in the United States, Canada, Europe, South America and Japan.

Dr. Jensen trained in Denmark as a pharmacist and immigrated to the U.S. to work in rural Nebraska. There he became aware of an increasing need for veterinary products. To follow his interest in animal health he enrolled in the Chicago Veterinary College, graduating in 1902. After several practice years he accepted a position at the Kansas City Veterinary College (KCVC) and became a partner in the American Veterinary Supplies Company, the first company to furnish products exclusively to our profession.

Dr. Jensen's former students began requesting products so he resigned his positions to open his own business' manufacturing and distributing products from a loft at 1228 Main Street. Continued growth created opportunity to build on West Pennway.

Dr. Charles Salisbery (1882-1939) graduated from KCVC in 1911 and joined Dr. Jensen four years later. In addition to editing the *Jen-Sal Journal* and the *Jensalogue*, a catalog of products, he was charged with production of biologics. Tragically, he contracted encephalomyelitis while experimenting with an equine vaccine and died a few days later.

The end of World War II saw the rise of competitive forces within the veterinary industry. Jen-Sal responded by creating a sales force, adopting a new approach to marketing, and introducing new products through enhanced R&D.

KCVMA Life Member Dr. George Fischer (MU 1954) remembers visiting the facility with his father, a 1912 KCVC graduate. While the senior talked business his son explored the inner workings of the plant, where he saw the amazing output of products.

Later, the company was acquired by Cooper Animal Health. Sales grew to over \$40 million, a long way from its humble beginnings in 1913. Today the building stands empty.

