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**Salem Heating & Sheet Metal Co. Makes Many Major Metal Heating Installations in Area**  
St. Paul's Episcopal Church Work Under Way Now; Established in 1946, This Industry Has Become a Strong Factor Here; General Motors Delco Heat Becomes a Specialty.

By R. KENNETH EVANS

Just now the Salem Heating & Sheet Metal company, 1085 Broadway, is completing the sheet metal installations in the new St. Paul's Episcopal church on South High street in Salem. This is another of the many home, new church and commercial sheet metal and heating installations made in the Willamette valley by this service industry since its establishment in 1946. Other completed jobs include the heating and sheet metal installations in the new St. Joseph's Catholic church, the new Lutheran church at 14th and Court streets, the power-house sheet metal and ventilation at the Detroit dam on the Santiam river and many of the new homes in Salem, as well as other public service buildings and commercial structures.

The Salem Heating & Sheet Metal company was established in 1946 by Wesley E. Gladow and H. W. Lewis as a partnership. The fine building, located at 1085 Broadway, in Salem, was designed and built by this partnership in 1947. It was especially planned for the consummation of sheet metal work for major short jobs and, as the sales room and service for heating systems. Well displayed on the floor in the sales rooms are General Motors Delco-heat furnaces and auxiliary equipment where the prospective customer can vision their appearance. Service Constantly Expanded

Since its establishment it has been necessary constantly to expand the facilities and service operations of the company in keeping with the fine acceptance which has been given it by individuals, contractors and public service organizations, such as the churches. Indicative of the satisfactory installations that have been made is the volume of increase in the business which has been experienced year after year since its founding. This has established an enviable reputation for the Salem Heating & Sheet Metal company as to reliability, honesty and integrity.

The interests of H. W. Lewis in the Salem Heating & Sheet Metal company partnership was acquired by Wesley E. Gladow, through purchase, in 1950. Both members of the partnership came to Oregon from Kansas. Mr. Lewis decided to return to his native state, sold his interests, and invested in a livestock farm at Valley Falls, Kansas, where he is engaged today in the raising of beef cattle for the market.

Following his employment as a civil-service sheet-metal instructor to the navy personnel, located on Pearl Harbor, Honolulu, from 1943 to 1945, Wesley E. Gladow returned to the states and located in Salem in 1946. This was after a thorough investigation of proposed locations for a heating and sheet metal business in other Pacific Northwest commercial centers. Both Gladow and Lewis decided that Salem offered an unlimited opportunity for success in this line of work. The acceptance that has been given this effort shows that their judgment was good.

Gladow also a Native Kansas Wesley Gladow is a native of Kansas and secured his basic education in the public schools of Alma, Kansas. He then attended Kansas State college at Manhattan. Following this, he secured a job as a heating and sheet-metal apprentice with a well known firm in Kansas City, Missouri. So thoroughly did he learn his chosen work that he was passed by the civil-service instructor to act as sheet-metal instructor with the U. S. navy. This alone is one of the best recommendations that can be given as to the efficiency of Wesley Gladow to make satisfactory heating and sheet metal installations, which will meet the most rigid specifications of both state and federal governments, contractors or architects.

Today, the Salem Heating & Sheet Metal company is making a specialty of home heating systems used as the basic furnace Delco-heat, a General Motors product. In this connection, not every General Motors product needs a key to make it go, but the letters "GM" still stand as a symbol for value. The reason is simple. No matter what the product is—it benefits by the same GM fundamentals. Better research; better engineering and design, and better production at lower cost. Therefore, according to Wesley E. Gladow, for clean, dependable, economical automatic heat, for all types of systems, General Motors Delco-heat combines greater value with greater comfort to bring about better living.

Surveys and Estimates Made

"We are always pleased to consult with prospective customers for heating or sheet metal installations and, make estimates of costs, without any obligations," stated Wesley E. Gladow. He also outlined that a survey will be made, on the basis of a heating engineer, to determine the range of the area to be heated, the volume of sheet-metal needed and the type of furnace that will do the job. This will be done, on the premises to be heated, which will be followed by cost estimates. All of this service is made without any obligation to contract for the installation. Nothing could be fairer, and proves the confidence that Wesley L. Gladow has in Delco-heat, he believes.

The Delco-heat oil-fired conditioners represent a complete line of automatic home heating equipment, that includes units designed for use with all fuels, in all types of heating systems, in homes of all sizes and types. According to quoted statements made by General Motors Delco-heat executives: "Delco-heat users may know that they can depend not only on the product itself but on its proper installation by Delco-heat factory-trained experts. The Delco-heat representatives in Salem, the Salem Heating & Sheet Metal company, has been appointed to serve the community because of the established reputation for experience and specialized knowledge."

In support of these efficiency requirements, set up by the makers of Delco-heat units and auxiliary facilities for their use, the Salem Heating & Sheet Metal company employs only journeymen sheet metal workers.

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