



THE SPARKS FLY as Ed Gerrue cuts steel stock on the friction saw in the main warehouse of the Heaton Steel and Supply Company, operated by Charles Heaton. Heaton says his firm supplies most of the steel stock used in the Klamath Basin.

Local Steel Jobbing Firm Serves Klamath Industry

Nestled into a smallish, modern building on Spring Street is the general office of a firm which plays a big role in almost all of the major industries of the Klamath Basin.

This firm, which does a million dollar business each year, provides most of the steel used in the Klamath Basin and in areas as far away as Lakeview, Alturas and Gilchrist. It has what its owner says is the largest stock of metal fasteners (nuts and bolts) between Portland and San Francisco.

The firm is the Heaton Steel and Supply Company, which in 14 years grew from a gleam in Charles Heaton's eye to the modern warehousing operation that it is today. It now covers about a half block, with covered and open storage areas and its own railway spur for unloading cars.

A fleet of trucks, both large and small, and a 25-ton mobile crane aid in the handling and delivery of orders.

Heaton said that service is the key. "The whole business is built on service," he said. He added that an order for 1,000 pounds of steel could be cut and loaded on a customer's truck, and the invoice prepared "as a regular thing" in about a quarter of an hour.

"It is this service which has enabled us to grow as fast as we have," he said, adding that the business volume has climbed in two years from \$370,000 per year to about a million dollars.

"There isn't hardly a piece of steel that comes into Klamath Falls that we don't have a part of in some way," he said.

Many different types of firms are among Heaton customers. Among them are contractors, sawmills, sawmill suppliers, machine shops, farmers, irrigation system

and pipe line builders and so on. These customers range from Gilchrist on the north to Alturas and Lakeview on the south.

They use up about 325 tons of steel a month. It keeps 10 warehousemen and eight other employees busy keeping this steady flow of material going through the warehouse.

Heaton said that he is especially proud of his metal fastenings division, which is the largest between San Francisco and Portland. This collection of nuts, bolts, screws and other fasteners has grown in the past year and a half to the point where he can fill 89 per cent of his orders directly from stock, he said.

Housed along one side of his warehouse are the rows of bins and shelves housing these fasteners, which range from little larger than optical size to bolts and screws more than 10 inches long.

This strictly supply operation grew from a small machine shop started about 14 years ago when Heaton, as he put it, "got tired of working for somebody else and quit." He was a machinist for Weyerhaeuser Timber Company before opening his own plant.

Heaton, an Easterner, got out of the Navy 20 years ago and decided to settle down in Klamath Falls with his bride, a Portlander. He went directly to work for Weyerhaeuser, stayed for six years and opened his own shop.

In the first 11 years of his own operation, Heaton "drifted into the steel business." He purchased steel for himself, and resold some of his surplus to others. Then, gradually, over the 11 years, the tail began wagging the dog, and Heaton two years ago sold out his machine shop.



SOME OF THE LARGER SIZED BOLTS carried in the metal fastenings department of the Heaton Steel and Supply Company are demonstrated by owner Charles Heaton (left) and Bert Savage. Heaton says his plant has the largest metal fastenings stock between San Francisco and Portland.



THE EXTREMES in the sizes of the various nuts, bolts and screws carried in the metal fastening department at the Heaton Steel and Supply Company. As a measure of size, the two small bolts are held in a man's hand. Heaton says his is the largest stock of metal fastenings between San Francisco and Portland.

LITTLE SWEDEN'S SMORGASBORD IS BACK!

WE ARE AGAIN FEATURING OUR FAMOUS
SMORGASBORD TABLE DAILY ...

A HOT MEAT DISH WILL NOW BE
AVAILABLE AT THE SMORGASBORD
TABLE, TO SERVE YOURSELF

SMORGASBORD ONLY **2.00**
And HOT ENTREE

☆ Children Under 12 -- 1.00

SERVING HOURS

Daily 5 p.m. to 11 p.m. — Sunday 1 p.m. to 10 p.m.

Little Sweden

5711 South Sixth

Phone 7676

LAMPS

Have Been Added To Our Stock For The Convenience
Of Our Customers.
A Beautiful Assortment Of Modern And Period Lamps
For Your Selection.

FURNITURE

EASY
MONTHLY
TERMS

California Maple — Spice Chests
Stools — Stands — Dinette Sets

New Stock Arriving Daily

Always
"Something New — Something Old"

— At —

KORENIAN'S

IMPORTER

413 Main

Oriental
Rugs

Antiques