

MONUMENTAL NEWS

*American
Legion*



APRIL
1938

PROVEN PRODUCTS

MACHINERY EQUIPMENT & SUPPLIES

THE McLEOD PATTERN SYSTEM

A Great Time-Saver in
DRAFTING and SANDBLASTING

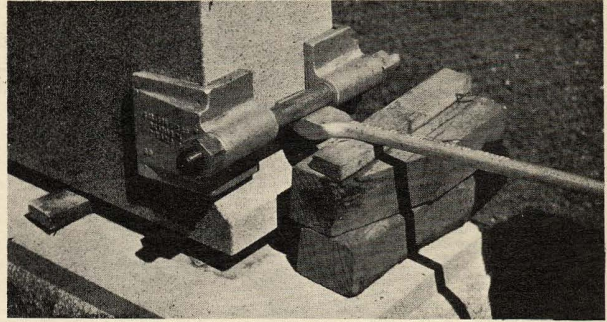
Accurate Curves in 1/10 the Time

The McLeod Pattern System is used and endorsed by more than 200 firms including forty in Barre. The patented chart enables anyone to choose the right pattern instantly for arc, serpentine, concave or convex curves. The set illustrated (tempered aluminum) is the ideal set for both drafting room and SANDBLAST. The Fiberloid set has special advantages in drafting room.

Write for Complete Information

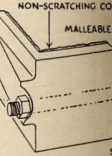
W. ALFRED McLEOD .: BARRE, VERMONT

CARLSON REGULAR NON-SLIP CLAMPS



By placing this clamp on one end of the die and making a pry with the bar as indicated, stones are erected in half the former time, eliminating all chance of accidents.

By placing piece of wood under center of stone and working die, you can quickly build same up to free bottom. Then swinging bottom to hold up opposite end, you can pry with bar and clamp to remove bottom safely and quickly.



\$22.00
Plus Freight

Write for Descriptive Folder on Our Safety Handling Equipment

CARLSON MANUFACTURING CO. - READING, PENNA.

THE PORTABLE HIGH-SPEED POLISHER

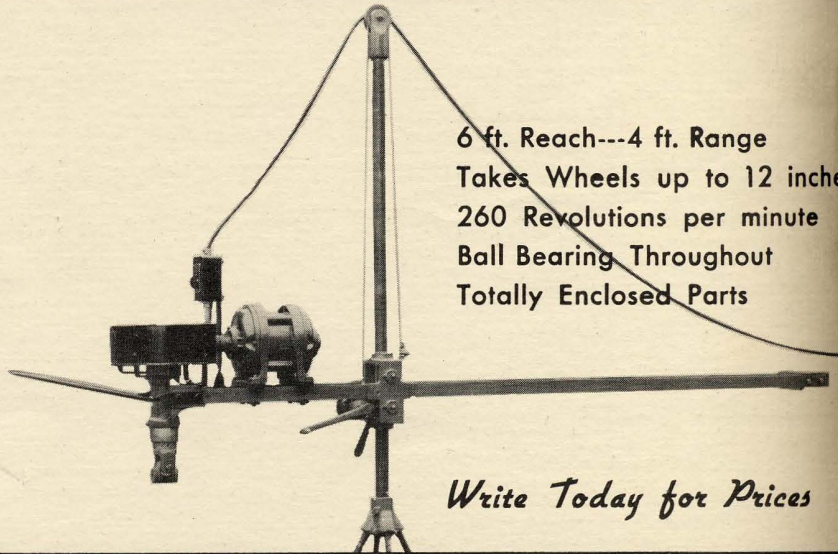
THIS machine is built throughout of the best material obtainable for the purpose. The construction is such that most any shape stone can be polished as easily as plain surfaces, such as bands, panels, round and apex tops, dies, concave, etc.

The power is derived from a General Electric two Horse Power motor—1140 R. P. M.—3 phase—60 cycle—220 or 440 volts.

The machine is equipped with 18 ft. flexible cord.

Electric switch and connections.

The wire rope hoist will raise and lower the machine to the proper position.



6 ft. Reach---4 ft. Range
Takes Wheels up to 12 inches
260 Revolutions per minute
Ball Bearing Throughout
Totally Enclosed Parts

Write Today for Prices

SMITH WHITCOMB & COOK CO. *Established in 1833* **BARRE, VT.**

SAME PROVEN PRODUCTS at SAME PRICES
as this MONUMENTAL NEWS ADVERTISEMENT of 1915



OIL GONE solves the problem

Oil Gone has done the work all right, says Hugh T. Kennedy, Baltimore, Md. Oil Gone surely does the work; have never used anything to equal it, says A. M. Smith, Findlay, Ohio. Oil Gone removes oil, grease and paint from granite. Oil Gone requires no fussy directions. Oil Gone gives permanent results. Oil Gone sells for \$25 a gallon; \$7 a quart; \$1.50 4 oz.

"The last lot of P D Q you mailed us is about used up. It is the best for the purpose we ever had."—Smyth & Son, London, Canada.

Remember—



To Buy That Quart of
P D Q

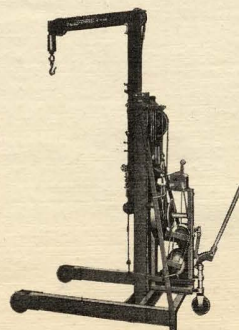
PDQ removes acid burn and mill stains. PDQ removes iron and most cases of sap. PDQ never fails when used for this purpose. PDQ will not injure the polish. PDQ will not injure the hands. PDQ—if you don't know about it, ask for sample. PDQ sells for \$2.50 a quart; \$7 per gallon; 4 gallons \$25.

"The cleaner, P D Q is certainly fine."—G. C. Weinstein, President, Jos. H. Peters & Co., Inc., Louisville, Ky.

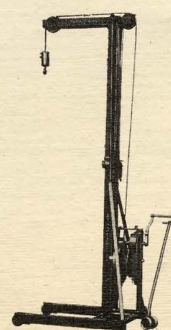
MANUFACTURED ONLY BY

LEWIS - SHEPARD PORTABLE CRANES

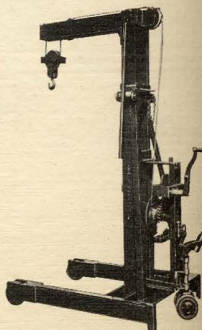
HAND and ELECTRIC POWER



No. 1407. Telescopic Electric Crane.



No. 1430. Hand—Crane. Hinged Type.



No. 1433. 2000 Lb. Hand Crane.

**Low Cost
Strength
Safety**

WM. M. ADRIAN, 48 Penn St., QUINCY, MASS.

LEWIS-SHEPARD COMPANY 262 WALNUT ST. WATERTOWN

The Voice of THE TRADE

These columns, a monthly Monumental News feature, are dedicated to the principle of the open forum and to the belief that a frank discussion of the industry's problems is beneficial.

While opinions expressed in these letters do not necessarily agree with our own, we do reserve the right to censorship on material of a libelous or obviously personal nature.

Letters are solicited from all branches of the trade and unless otherwise requested the writer's name will be published.

COMPETITION ANNOUNCED

Havana, April, 1938.

MONUMENTAL NEWS.

Dear Sir: The Cuban Government is extending a cordial invitation to American architects and sculptors to enter the competition for a monument to be erected in memory of José Martí, Cuba's greatest patriot.

The Inter-American Architectural Competition closes on October 8, 1938, and we will be glad if you could publish a line in your paper as we are anxious to contact the best talent of the United States.

Please note that architects and sculptors may communicate with the Cuban Embassy or Consulates, or this Central Committee for the Martí Monument, Capitol, Havana, Cuba, to obtain a free copy of the volume with the Basis and maps, etc.

We should greatly appreciate publication of this kind notice.

Yours very truly,

DR. ROBERTO A. NETTO,
Secretary, Pro-Monumento A. Martí.

REQUESTED ANNOUNCEMENT

THE MONUMENTAL NEWS,
Madison, Wisconsin.

Gentlemen: Referring to the article some time ago, regarding W. A. Sams whereabouts, for the purpose of regaining our selling equipment.

We wish to state now, that Mrs. W. A. Sams returned our equipment from Missouri, stating that her husband was seriously ill for a considerable length of time and due to this illness, had delayed returning the said equipment.

We wish you to make this announcement in your next issue.

Yours very truly,

HAHN BROTHERS,
Blackwell, Oklahoma.

"If you represent a large industry or are a man of wealth, you can be platitudinous, obvious, and commonplace as you desire, and you will be listened to, not because of the content of your speech but because of your position. The audience will listen and wonder—wonder how you got your job and how you keep it.

"No speech ever moved an audience to enthusiasm or action, or left an indelible impression on the hearts and souls of its listeners merely because of the artistic or technical perfections of its diction or style."—E. ST. ELMO LEWIS, *Author of "Going to Make a Speech."*

Vol. 50, No. 4

April, 1938

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FOR APRIL 1938

AT AUCTION

The Freedly Marble Quarries

Source of

"MANCHESTER BLUE"
"MAHOGANY"

Used in

THE SOLDIERS AND SAILORS
MONUMENT

THE DREXEL BUILDING
HOTEL PLAZA, NEW YORK

June 25, 1938 at 2:30 p. m., d. s. t.

at the mill site of the above property located 1.4 miles north of

EAST DORSET, VERMONT, ON
U. S. ROUTE NO. 7,

these quarries will be sold for the Bank Commissioner of New Hampshire.

Bidders are asked to identify themselves to the auctioneer before the sale starts.

Sealed bids bearing outside identification will be accepted to be opened at the sale.

FRANK CORLISS,
Auctioneer.

The Freedly Quarries are opened on the East side of Dorset Mountain about a mile west and 1,160 feet above the mill site.

There are about 130 acres of land on which are four openings, which are described in the 1913-14 Vermont State Geologist's report by T. N. Dale as follows:

"The Tunnel quarry . . . has an East-West tunnel 160 feet long.

The Upper quarry north of the Tunnel quarry . . .
The Open quarry north of the Tunnel . . . about 100 feet lower.

The Scotchman's quarry . . . over half a mile north of the Open quarry.

The marble beds as reported by the Supt. are:

TUNNEL QUARRY

Marble mostly banded with muscovite	92 ft.
Dolomite	8 ft.
Marble white and gray	70 ft.

At the Tunnel quarry Mr. Moffit observed a dolomite overlying 15 ft. of coarse white marble. He reported 110 ft. of marble in all, three quarters of which was good.

OPEN QUARRY

White Marble	45 ft.
Micaceous	1 ft.
White Marble	44 ft.
Dolomite	?

The marble of the Open quarry is a translucent, faintly cream tinted coarse white calcite marble with a grain diameter of 0.12-1.0 mm.

UPPER QUARRY

Bluish Dolomite	10 ft.
Light Gray Marble (Manchester Blue)	26 ft.
White Marble	4 ft.
White Marble (Mahogany Bed) including two 1-ft. Micaceous beds	10 ft.

The Manchester Blue of the Upper quarry is a very light bluish gray coarse calcite marble with a grain diameter of 0.05-1.37 mm.

The Mahogany of the same quarry is a milk white calcite marble of very irregular texture with grain diameter from 0.05-1.5 mm.

WM. H. WILLS INSURANCE AGENCY, INC.,
Agent for Bank Commissioner,
Bennington, Vermont.

IMPORTERS OF ITALIAN MARBLE STATUARY



■
**LARGE
SELECTION
IN STOCK**
■
at all times

*Write for
Descriptive Folder*

... MODERN MEMORIALS combined with our artistic Italian Marble Statuary become expressive monuments of extraordinary symbolic appeal. Our attractive prices assure good profits.

H. A. WHITACRE, INC.
66-67 SIXTY-NINTH STREET
MIDDLE VILLAGE LONG ISLAND, N. Y.

Select
"F/C" BLACK



FOR MEMORIALS
OF
BEAUTY
WORKMANSHIP
AND
DURABILITY

▼
**FRENCH CREEK
GRANITE CO.**
ST. PETERS, PA.

The Voice of THE TRADE

DONALD BLAKE SENDS AN OPEN LETTER TO ILLINOIS MEMBERS OF THE 75TH CONGRESS

Dear Sirs: In the belief that you are interested in knowing what the small business men of Illinois are thinking and saying about national affairs, I take pleasure in sending you a copy of an open letter to your colleague, Congressman McKeough, setting forth THE RESULTS OF A POLL OF SMALL BUSINESS MEN in his (the 2nd Illinois) district.

I am confident this cross section of opinion will truly represent not only the 2nd district, but the entire state.

I have found that the wage earners and so-called "white collar" workers, as well as the small business men, are gravely concerned over recent governmental trends. Briefly, these disturbing trends may be summarized as follows.

1. The continued abdication by Congress of the powers and trust placed in it by the people under our constitution.

2. The failure of Congress to exert any initiative in recapturing the excessive delegation of powers granted during the days of real emergency.

3. The evident submission of Congress to demands for class legislation and class discrimination offered under the guise of social reform—the vindictive use of the taxing power is an outstanding example.

4. The astounding serious interest Congress is apparently giving to proposals which would, evidently and obviously, undermine, if not destroy our Democracy—the Reorganization Bill, the Federal Corporation Licensing Bill and the "May"—War Profits Bill are examples.

5. The refusal of Congress to insist on a curtailment of Federal expenditures—you are our "Board of Directors" and *must* assume this responsibility (no matter how it may hurt) before we are thrown into National as well as individual bankruptcy.

On behalf of the small business men and sound thinking, responsible men and women of Illinois, I ask that you exercise the power vested in you to the end that the expressed demands of your constituents may be accomplished.

Yours respectfully,
DONALD P. BLAKE.

Hon. Raymond S. McKeough,
House Office Building,
Washington, D. C.

Dear Congressman: Believing that you are interested in knowing what your

constituents in the 2nd Illinois district are thinking and saying about national affairs I take pleasure in enclosing herewith the results of a survey which I have just completed. As one of the representatives at the recent Washington conference of little business men I became very much interested in how the people in my district reacted to that affair. So I took the telephone book and sent out the following questionnaire to 2,500 small business men in the Kenwood-Hyde Park-Woodlawn districts and surrounding neighborhoods north and south, including South Chicago.

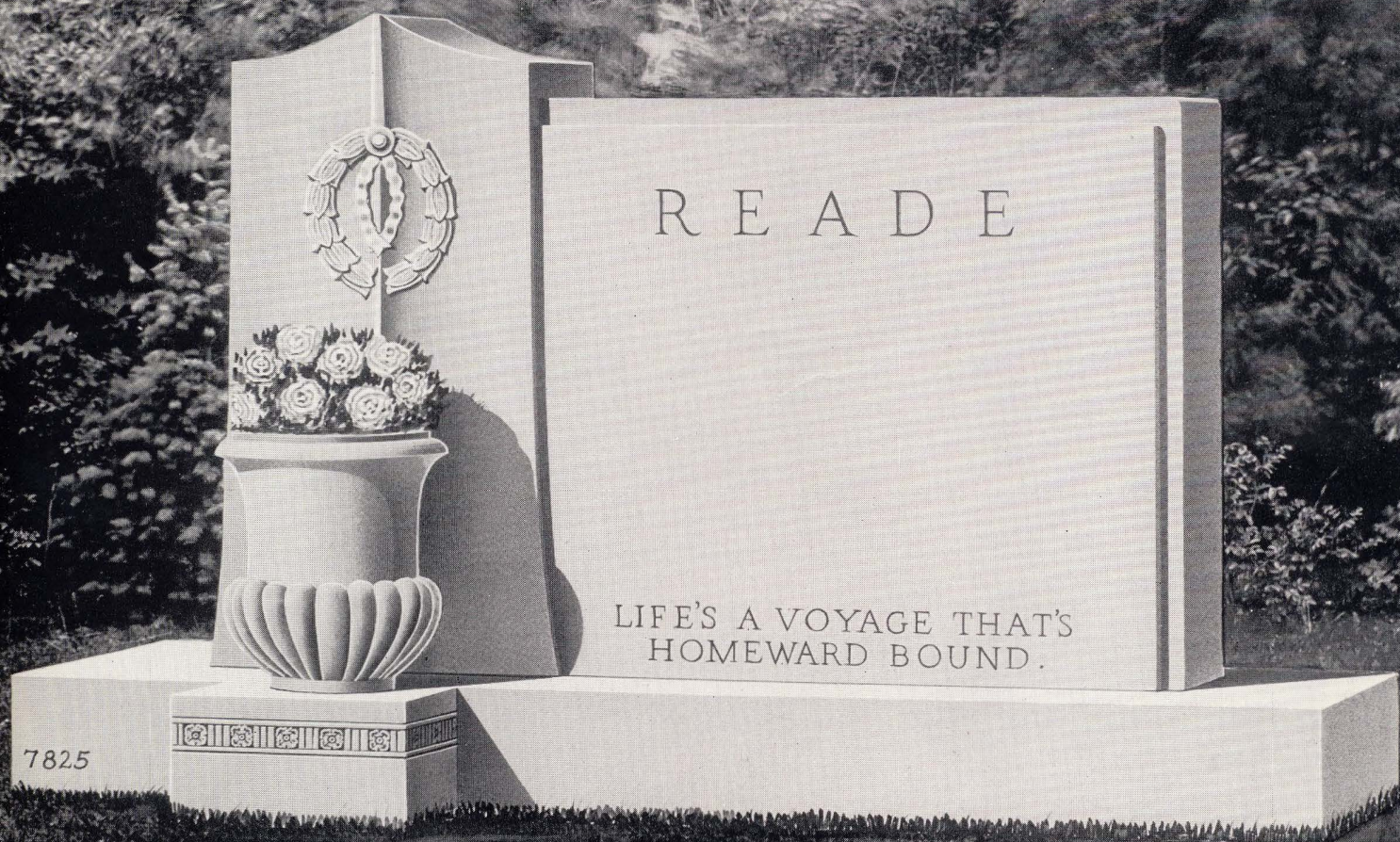
Out of the 2,500 letters sent out with the questionnaire more than 1,000 replies have been received to date. The tabulation of percentages for and against each one of the 13 questions listed is based on 732 returns which I have analyzed.

You will note, except on question 10, "Should the federal government extend its activities to provide loans for small businesses", that the preponderance of replies shows an attitude favoring tax relief, no corporation licensing, no wage and hour laws and opposition to other measures which I believe you have been supporting. Your attention is particularly called to the percentages shown in the right hand column which indicate that opposition among little business men runs from 20 to 1 to 5 to 1 except on the loan question. The tabulation made up from the analyzed returns follows:

QUESTIONNAIRE OF "SMALL" BUSINESS OF THE SECOND CONGRESSIONAL DISTRICT OF ILLINOIS

- | | |
|--|-----------------------|
| 1. Should the budget be balanced as soon as possible by curtailing expenditures? | Yes 90.98
No 6.29 |
| 2. Should corporation income tax rates be increased? | Yes 12.30
No 81.15 |
| 3. Should the Undivided Profits Tax be repealed? | Yes 84.43
No 10.52 |
| 4. Should a penalty tax be levied on family owned corporations? | Yes 15.57
No 77.87 |
| 5. Should Social Security Taxes be paid on a "pay as you go" basis? | Yes 83.47
No 9.29 |
| 6. Should the responsibility for Relief be returned to State and local communities as rapidly as possible? | Yes 86.20
No 9.43 |

(Continued on page 167)



THE GEORGIA MARBLE FINISHING WORKS

"Builders of Fine Monuments"

CANTON, GEORGIA



Slow Breakdown *plus* Fast Cutting . . .

ARROW-BLAST ABRASIVE

NORTON COMPANY

WORCESTER, MASS.

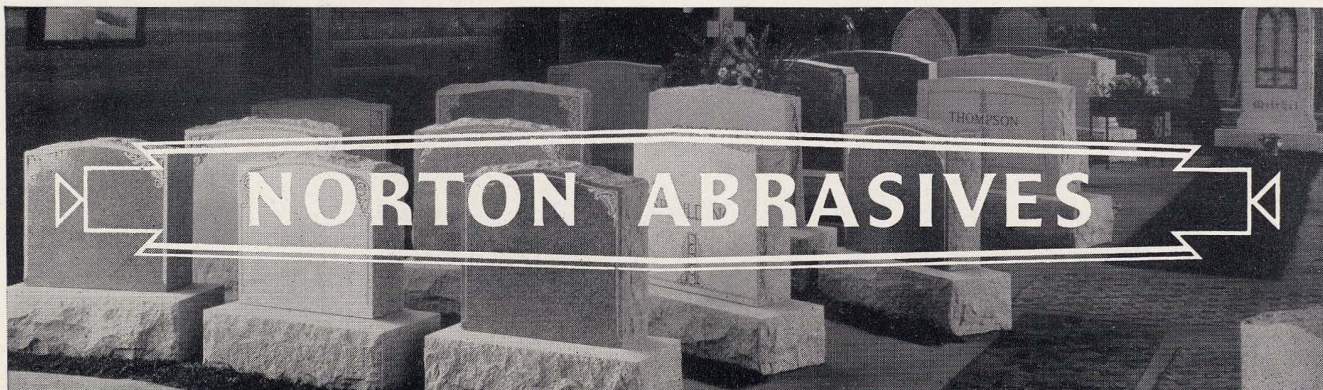
New York Chicago Detroit
Philadelphia Pittsburgh Hartford
Cleveland Hamilton, Ont.
London Paris Corsico, Italy
Wesseling, Germany

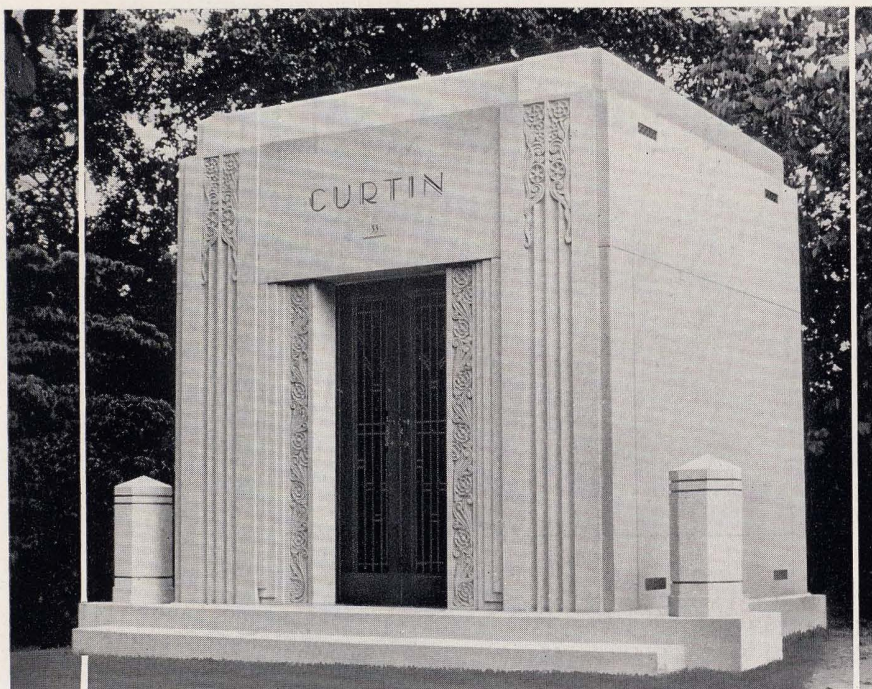
ARROW-BLAST Abrasive is a fused aluminum oxide product—a fast cutting long lived Norton abrasive that is showing remarkable economies in the blast carving of granite and marble. It has become the popular choice of many monument workers—a favorite because it produces at minimum cost, work that they can be proud of.

Alundum Abrasive is also a Norton fused aluminum oxide product—a high quality abrasive that is the preference of some workers.

It will pay you to use one of these Norton abrasives for your pressure blasting jobs.

G-72





YESTERDAY, TODAY
TOMORROW



... confidence in the skill
of the craftsmen and the
integrity of *Oglesby* has
prompted discriminate
clients to choose an
Oglesby mausoleum to
perpetuate their memories

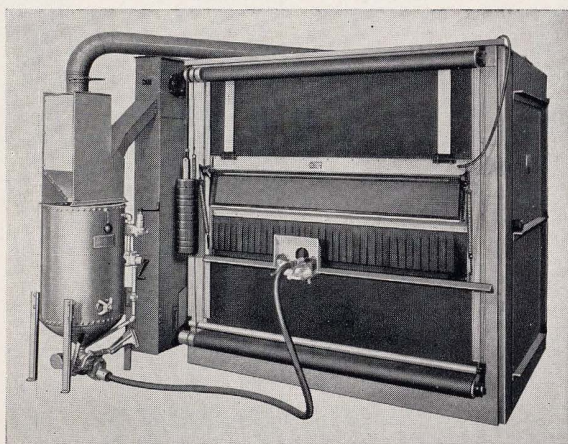


★ **OGLESBY**

GRANITE QUARRIERS . . ELBERTON, GEORGIA

ROUGH STOCK . SAWED . STEELED . POLISHED SLABS . MARKERS . MONUMENTS AND MAUSOLEUMS

Modernize Your Plant with
New RUEMELIN Equipment



Ruemelin Memorial Art Carving outfits are preferred by experienced craftsmen. Durable blast machines, simple control, perfect lighting and accessibility to the carving zone are features to provide when selecting new equipment.

Our Abrasive Elevators quickly refill the blast machine and automatically remove dust from the sand.

Write us for catalogs on our complete line, including dust control equipment, Surfacers and Banker Dust Collectors.

RUEMELIN MANUFACTURING CO.

3844 N. PALMER ST., MILWAUKEE, WIS.

DEVOE

GRANITE COMPANY

WAUSAU, WISCONSIN



*Quarriers and
Manufacturers*

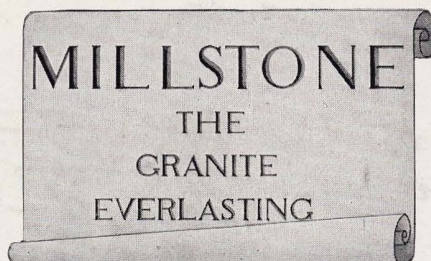


**Wausau
Memorial Granite**

MILLSTONE GRANITE

THE GRANITE WITH THE GREATEST CONTRAST

DARK BLUE



DARK PINK

FOR OVER 100 YEARS MILLSTONE
GRANITE HAS WITHSTOOD THE SEVEREST
WEATHER AND THE NATURAL EXTREMES
OF TEMPERATURE WITHOUT CHANGE

The Millstone Operating Corporation

Quarriers and Manufacturers

Millstone

JAMES E. RANTA, Manager

Connecticut



**EVERY
ARCHITECT
"ON THE TOP"**

**USES ONLY
SGA'S EVERLASTING
GRANITE FOR**

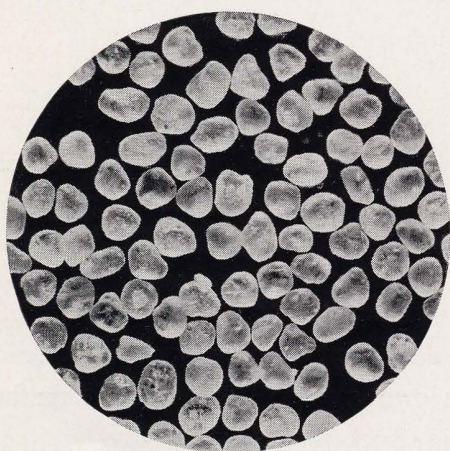
MONUMENTAL AND BUILDING PURPOSES

Svenska Granitindustri Aktiebolaget

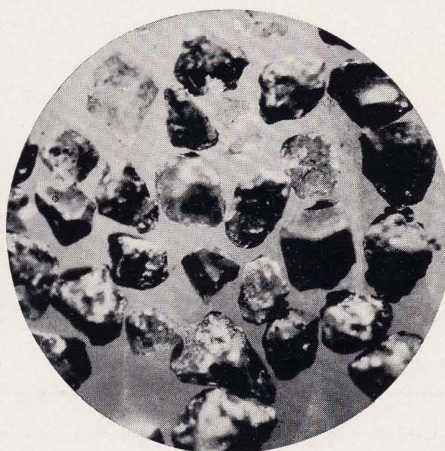
KARLSHAMN, Sweden

FOUNDED 1896

Which would you choose for **FAST CLEAN CUTTING?**



**SMOOTH, ROUND GRAINS
OF QUARTZ SAND . . . OR**



**SHARP ANGULAR GRAINS
OF "BLASTITE"**

THESE two photomicrographs show just why more and more monument workers are insisting on "Blastite". As you can easily see, each grain of "Blastite" is sharp, angular and well formed. The result is fast, clean cutting action that gives added richness to lettering and design. What these pictures don't show is that "Blastite" is 39% heavier and 150% tougher than quartz sand. This means you can use "Blastite" long after ordinary grains would have broken down and gone up the flue. You'll be money ahead with Carborundum Brand Blastite. Give it a trial in your shop.



WHY YOU SHOULD USE CARBORUNDUM BRAND BLASTITE GRAIN

- *It's faster-cutting*
- *Stands up longer*
- *Has deeper penetration*
- *Runs free from nozzle*
- *Available in 16, 20, 24, 30, 36, 50, 60, 70, 80, 90, 100, 120, 150, 180, 220 and 240 grits.*

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y.

REG. U. S. PAT. OFF.
Sales Offices and Warehouses in New York, Chicago, Philadelphia, Detroit, Cleveland, Boston, Pittsburgh, Cincinnati, Grand Rapids
(Carborundum and Blastite are registered trade-marks of The Carborundum Company)

Let *your aim* Be HIGH

"America's cemeteries, *the most beautiful in the world*, shall be *even more beautiful* for the excellence of memorial materials and memorial art."

This sentence is a part of the Rock of Ages creed.

Circumstances conspired to place in the hands of Rock of Ages, the finest and the largest monumental quarry in America. By any other name; it still would be the carefully selected, close-grained, even-textured, dense material that delights the skilled craftsman.

That the Rock of Ages Company is also a proud manufacturer, the largest in the world, having the finest facilities and the resources to maintain highest standards, always protecting the quality and the merchandising advantages of its own genuine Rock of Ages finished memorials, is evidence of our fundamental success with Rock of Ages material.

The fact that for fifty years all leading manufacturers in the Barre District have used Rock of Ages material in the finest products of their manufacture, is their endorsement of the superior qualities of Rock of Ages material.

The quality of material from the Rock of Ages Quarry assures a better product from the skilled craftsman and greater beauty in the cemetery. As often as you insist upon it you help to beautify America's cemeteries, and to increase your own opportunity.

A physician insists that his prescription be filled with the finest materials known to the medical profession. Like the physician, the memorial retailer holds the privilege of giving his customers the best. Specify the Distinctive Dark Barre.

DISTINCTIVE DARK BARRE
ROCK OF AGES QUARRYING DIVISION
BARRE, VERMONT

HERE IS A LETTER *about* SAN-TEX FINISH★

That HUNDREDS *of our* CLIENTS
MIGHT HAVE WRITTEN

Marr & Gordon, Inc.,
Barre, Vermont

Gentlemen:

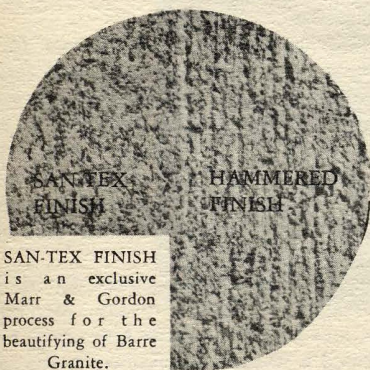
"It's been three years now since my first SAN-TEX monument came through. Today as you know in all my Barre work, other than polished, I insist upon SAN-TEX.

From the first I noticed that SAN-TEX monuments had a softer richer tone. Even before I realized the selling power in the SAN-TEX story, I noticed that my customers preferred this finish.

What really sold me and has helped me sell my customers was seeing SAN-TEX in the cemetery side by side with other finishes for SAN-TEX memorials retain their soft-tone beauty and natural color. SAN-TEX memorials collect far less dust and that washes off with the rain. SAN-TEX memorials are not as susceptible to stains and discoloration.

Is it any wonder that I'm 100% SAN-TEX minded, when I can show my customers right in the cemetery why SAN-TEX is better? Is it any wonder that I'm sold on SAN-TEX when I know it has already sold any number of memorials for me at less competitive prices? And what's more, I'm glad to pass the good word along."

Very truly yours,



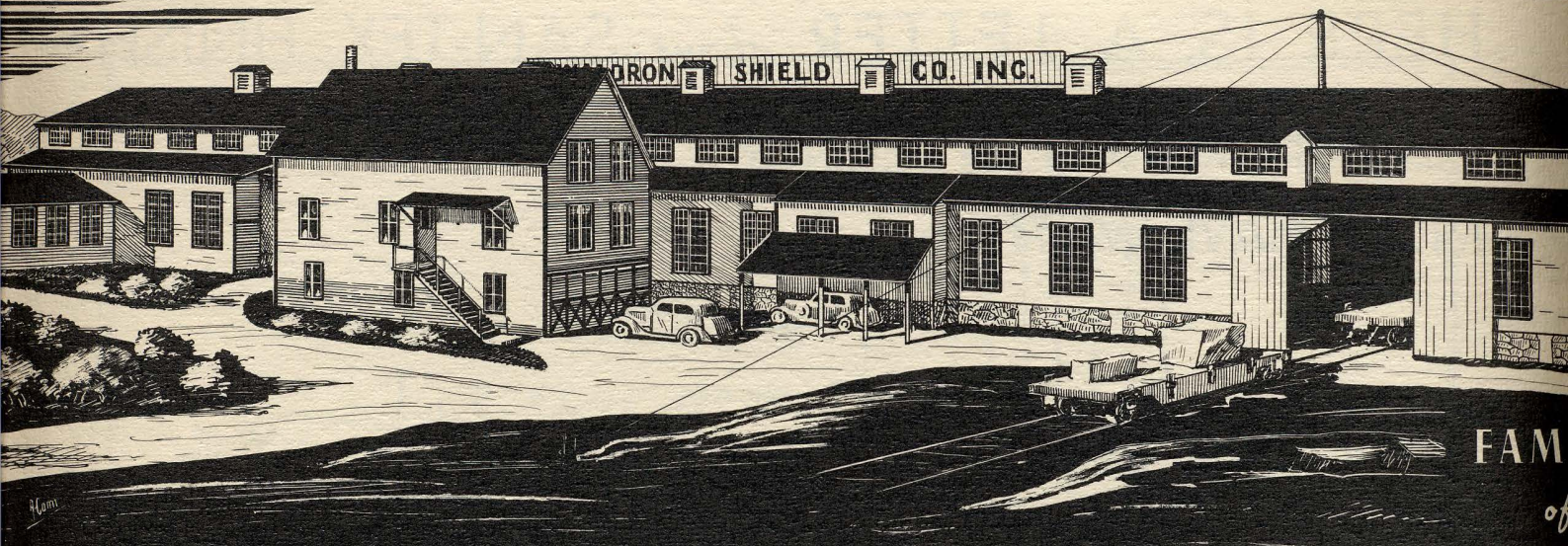
Mastercraft



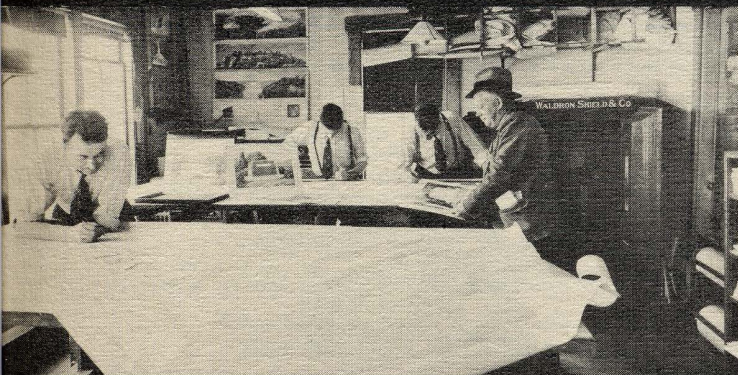
Memorials

MARR · & · GORDON
I N C O R P O R A T E D
BARRE · VERMONT

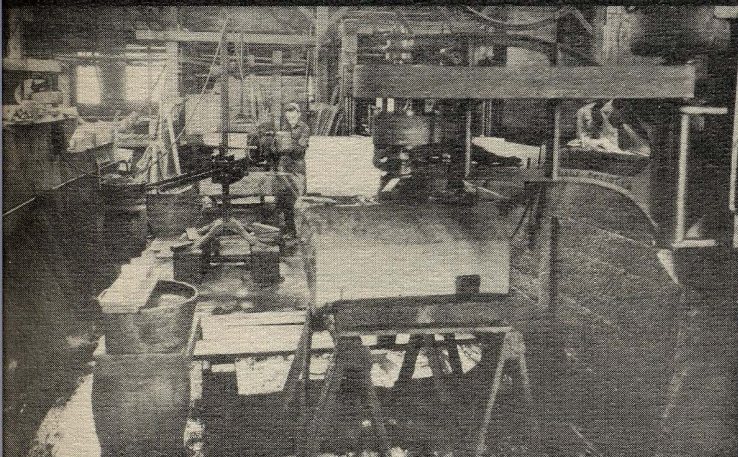
★ SAN-TEX FINISH *is an exclusive Marr & Gordon Process to Beautify Barre Granite.*



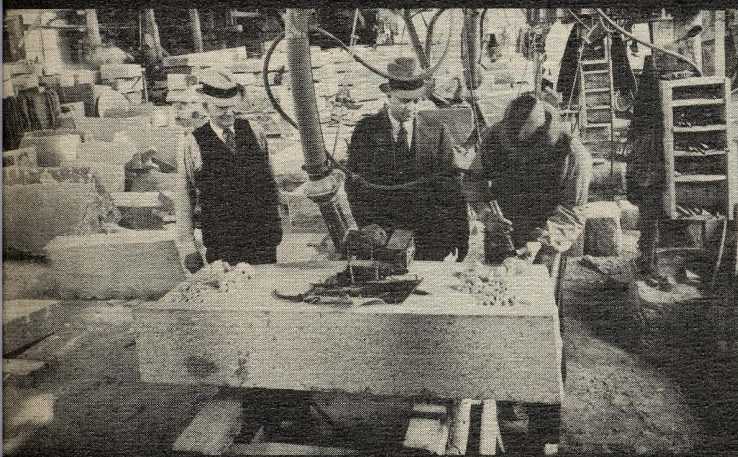
FAM



As in all leading plants the drafting room and plant must be in close cooperation. Here we see John Biggs, chief draftsman on the left and Wm. A. Moir, plant superintendent, on the right.



Efficient production today calls for special machinery. On the left we see a portable high-speed polisher, on the right a baby high-speed polisher complementing larger equipment.



This picture, taken during the noon hour, shows Mr. Shield on the left and Mr. Moir watching the progress of a skilled carver. Note the cleanliness of this light dust-free shed.

WALDRON SHIELD CO., INC.

Retail shops throughout America and Manufacturing plants in other districts have benefited greatly from the influence of Barre. Practically every method and machine now generally employed was initiated, tested and proven in now famous Barre plants. But perhaps more important have been the Barre-trained men who today hold such important places in the retail and manufacturing field throughout America. Just as hardy New England sons pioneered the then new West in the 19th Century so did Barre's sons pioneer the American Monument Industry, and it is but natural that such leadership should have infiltrated the entire country.

For the most part the plants of Barre are owned and operated by those born into the Barre tradition. In many cases leaders are second generation granite men, in a few third generation.

However the story of the Waldron Shield Co., is unique for Mr. Waldron Shield, the owner, is a middle westerner, born and raised in Peoria, Illinois, who entered the Barre Granite world through strange doors indeed. Starting as a very young man, he sold Marble in the Nineties for the marble quarries of Vermont, travelling a wide territory for twelve years. Mr. Shield's unusual ability to anticipate trends and changes told him that Barre was soon to be the recognized center of the monument industry, so he came to Barre in the early part of the century where he was a wholesaler for a few years.

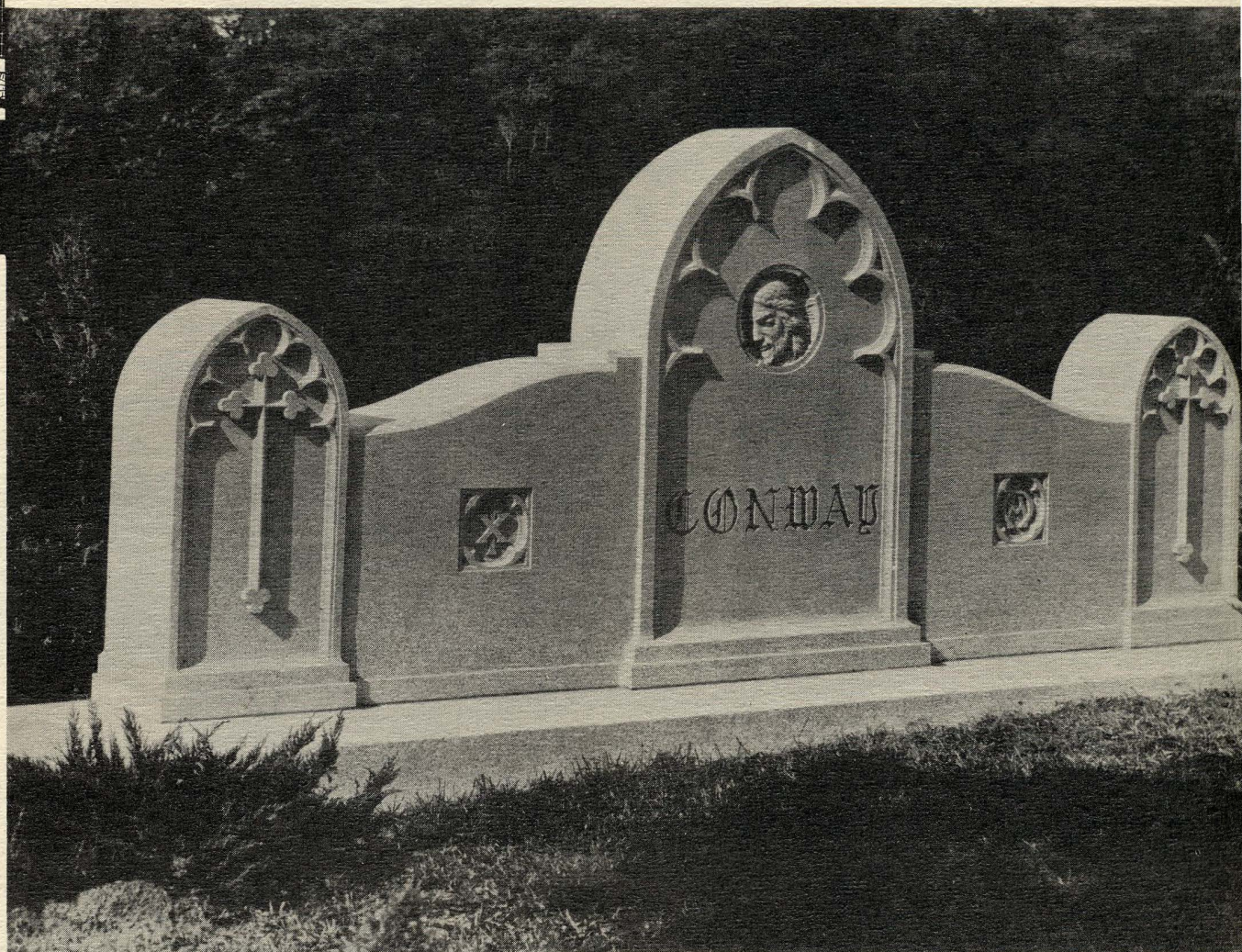
It must be remembered that in this first decade practically all Barre business was handled by wholesalers. Needless to say, Mr. Shield's genial personality, open manner, and heartiness made him many friends and his success in this field formed a sound foundation for his Manufacturing firm, founded in 1914, when he sensed the trend toward closer relationships between Manufacturer and Retailer and the virtual elimination of wholesalers. Nor was it long before the Waldron Shield Co., was admittedly of Barre's inner Circle. That Mr. Shield's personal popularity grew with his business was convincingly shown when Barre elected him Mayor in 1922, 1923, 1924 and 1925. Since then Mr. Shield has also been a State Representative and State Senator.

A steady growth necessitated plant expansion and in 1928 the famed Plant of Young Bros., where sawing on the head grain originated, was purchased and extensive machinery added. Today this large plant 350 ft. by 75 ft. houses one of the 2 largest Rotary saws in Barre, a gang saw, 3 sandblast rooms, 4 polishing machines, many surfacers, 2 overhead electric cranes, a stationary carborundum saw and an automatic Lane portable saw and employs from fifty to seventy-five men under the charge of versatile Wm. A. Moir, superintendent, who is just as skilled in the drafting room.

Waldron Shield Service is complete from Mausoleums down to Markers and many famous monuments have been produced by this firm and shipped to almost every state in the Union. Thus we see how a middle westerner became one of Barre's leading manufacturers.

One of a series of advertisements by E. L. Smith & Co., quarriers of Smith-Barre Granite, in which the foremost shops in the world-famed Barre district are described and illustrated. Smith-Barre Granite, "Medium of The Masters," has become a standard specification with manufacturers and dealers who demand the utmost in monumental materials.

D PLANTS
ARRE



MASTERFUL GOTHIC IN A SCREEN MEMORIAL

Interesting architecture and superb execution characterize the Conway Memorial. Its cusped lancet panels form beautiful frames for the fine Christ Head and conventionalized Crosses. Setting the symbolic Chi Rho and Alpha Omega in cusped panels and using appropriate Text lettering has greatly enhanced the Beauty, Meaning and Unity of this fine work.

ANOTHER DEALER AID---

FREE to PEERLESS
CLIENTS and other
INTERESTED RETAILERS



This INTERESTING COPY-RIGHTED DESIGN created by our well known designer, Mr. Emilio Politi will be sent free upon request to any of our clients as well as to other interested retailers. Should the demand for these distinctive renderings be great, we intend to produce a series of Mr. Politi's latest work in this same attractive manner.

PEERLESS FOUR POINT SERVICE is well known to our clients and has played an important role in our steady growth.

1. **FAITHFUL PRODUCTION** and superior craftsmanship in interpreting our clients' designs.
2. **ORIGINAL DISTINCTIVE DESIGNS IN THE POPULAR PRICED FIELD.**
3. **DEALER SELLING AIDS** such as free Newspaper Mats, brochures, mailing pieces, and photographs.
4. **REASONABLE PRICES.**

Write for THIS FREE DESIGN TODAY *and* LET US ADD YOUR NAME
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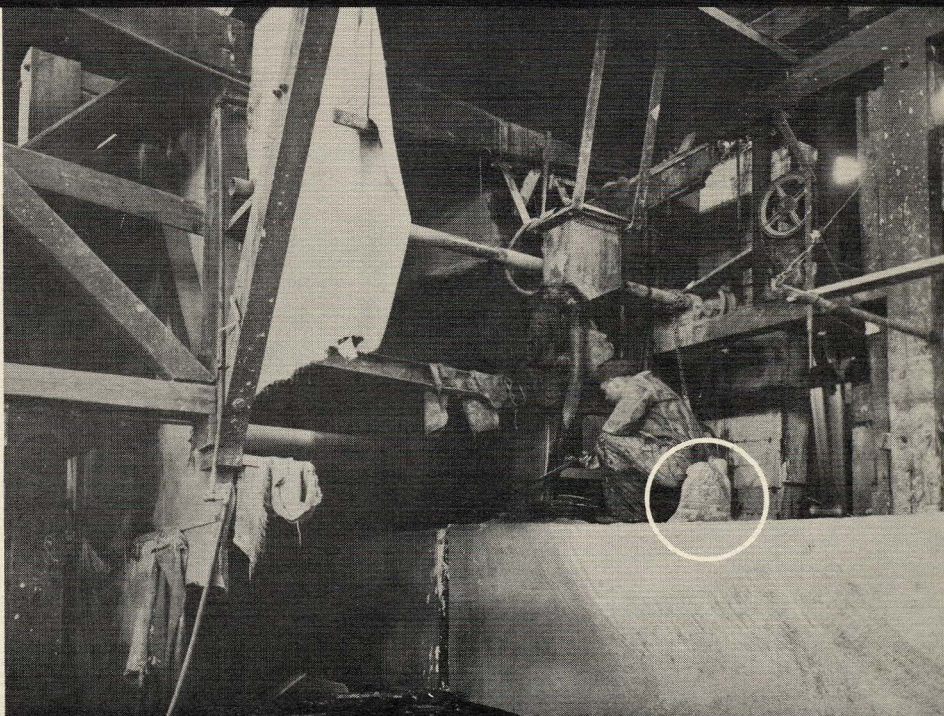
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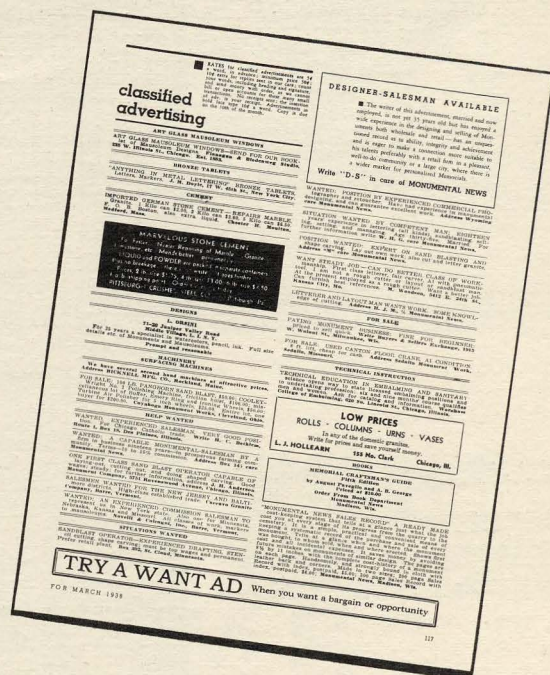
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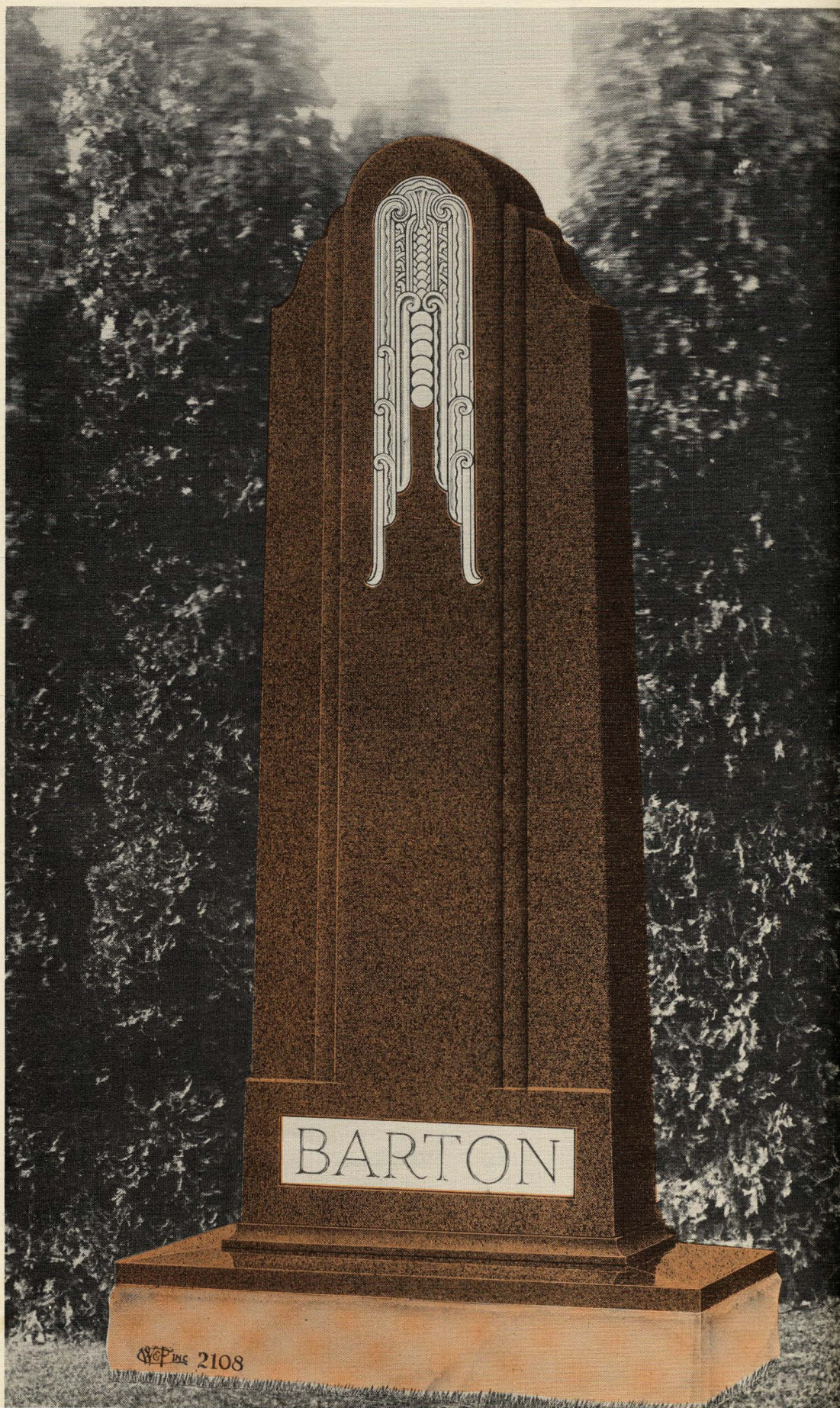
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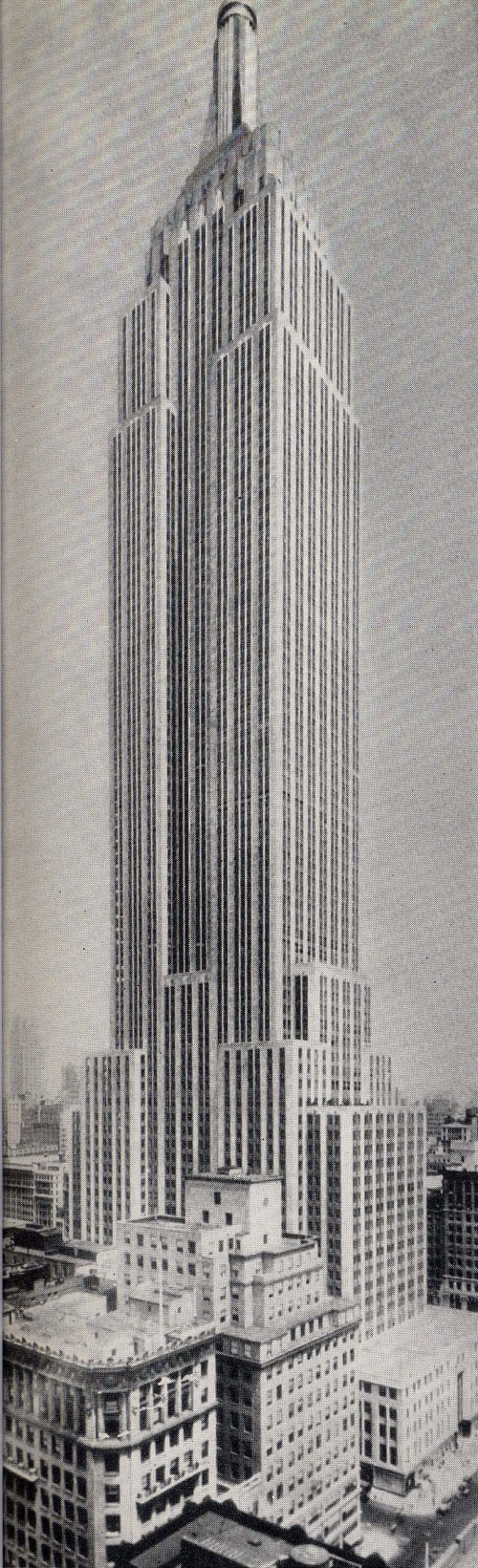
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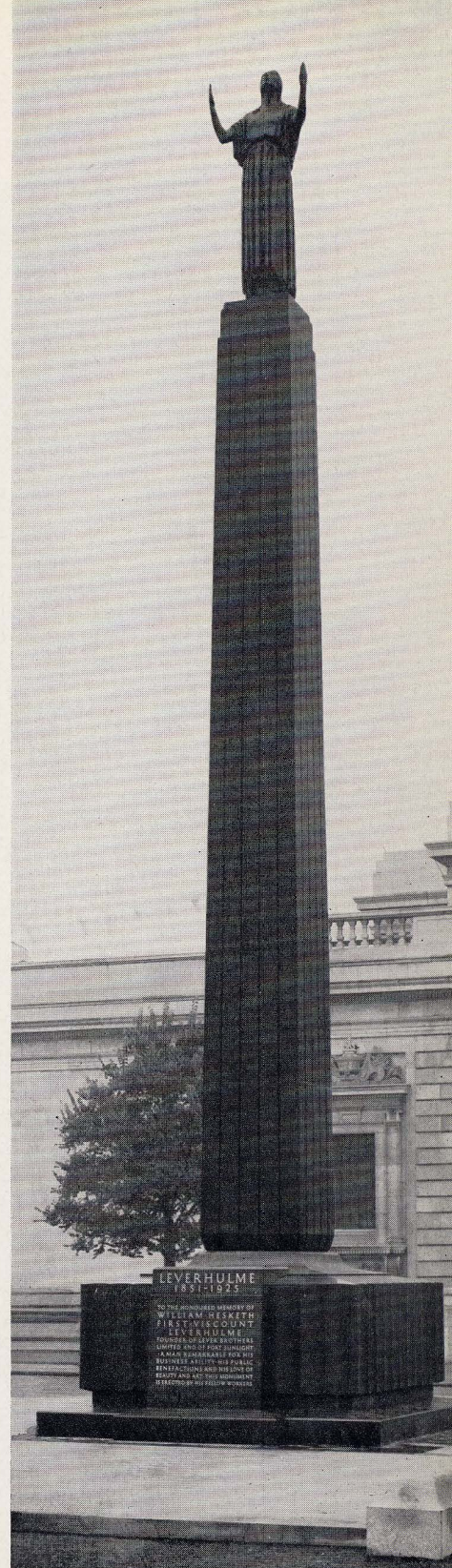


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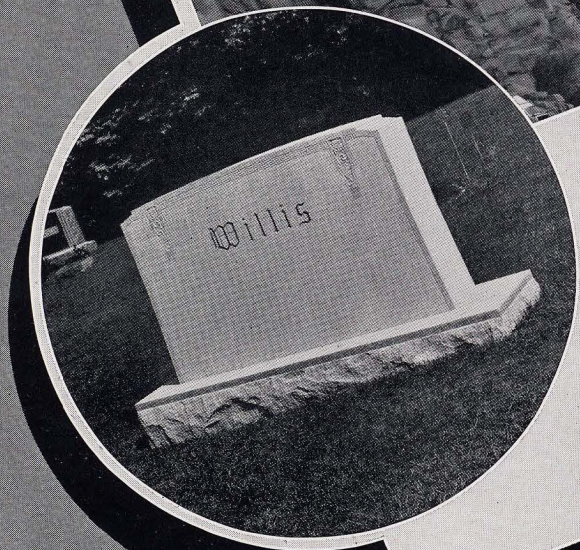


THE LEVERHULME MONUMENT,
LIVERPOOL, ENGLAND

The granite work in AKF granite, Bonaccord G Blueberg.
Executed by Granitwerk Adam Müller, Wirsberg, Bavaria

“FERNSTRÖMS”
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Pirie's SELECT BARRE GRANITE



Pirie's Select Barre Granite quarries have been yielding an ideal memorial granite for more than fifty years, and hundreds of designs have been created by manufacturers to portray all the finest qualities in color, tone and texture of Pirie's Select. Two recent creations are shown on this page. The Willis memorial was manufactured by the E. J. Batchelder Co. and the Bolton memorial is an exclusive design of Buttura & Sons. Inquiries can be sent direct to these manufacturers at Barre.

**BARRE
VERMONT**

MONUMENTAL NEWS



The Monumental News Publishing Company

.. ESTABLISHED 1889 ..

114 SOUTH CARROLL STREET, MADISON, WISCONSIN
B. S. WHITAKER, President



Editorial

■ The 1938 Select-Barre Design Contest for monuments suitable for Dealer Display has been announced. History repeating, hundreds of men and at least a few women, within and without the industry will now be in the ecstasies or agonies of creation—for the cash prizes are substantial, and the rewards other than monetary are not to be undervalued. For the most part the benefits of previous Barre Contests were promotional. The arousal of interest in significant design in moderately priced memorials, stimulating thought by novel and even bizarre contributions, and emphasizing the importance of the designer were dramatically accomplished. Of course this promotional aspect as well as the commercial limitations of many of the contest designs in no way lessens the value of these competitions. Nevertheless, the profits possible in good "old American dollars" can only come when the competing designers realize the importance of creating designs that will sell and can be produced economically by modern tools and methods. This should not be too difficult if the designers will seek new effects by better combinations of accepted ideas rather than in extreme forms. But above every thing else a thorough understanding of modern machines and processes is a requisite to practical success. And this does not start and end with the Sandblast, a knowledge of shape carving and the Stencil Sheet.

DESIGNERS . . . KNOW YOUR TOOLS!

Perhaps the most important of all production machines, and certainly the one most neglected by designers is the Carborundum Saw, particularly the smaller portable and automatic edger now in use. Where monument men have taken the trouble to experiment and keep their wheels properly shaped, flutes, ogees, scotias, beads and pencil edges have been added to the designers' list of economical decoration. Then too, modern finishing developments with crushed steel and other abrasives coupled with the Sandblast and more efficient high speed polishers have lessened the cost of polishing and steeling as well as stippling. New hand Roto-polishers also should be studied.

Another most important method now entering the Industry is the Presto-Cut lettering system which by eliminating hand-cutting of the stencil greatly reduces lettering costs. Obviously this permits more latitude in economical inscriptions and makes longer epitaphs possible. We also believe that when this system is in general use, we will see many more alphabets available opening up a virtually new field of Composition in monuments of lesser cost. Nor is it improbable that this system will be carried into decoration as well as new alphabets.

And so we say Designers—Know Your Tools!

■ RAYS OF SUNSHINE FOR A FORGOTTEN INDUSTRY . . .

Left wing, or slightly "left of center" if you will, KEN magazine, that provocative venture of the publishers of Esquire and Coronet, more than makes up for its earlier allusion to the Frank Lloyd Wright "affaire", with GOLD IN THE GRAVEYARD, an extremely well written expose of the "Bronze Markered 'Democracy in Death' Memorial Park"—Read it in the May fifth issue and pass the good word along with a nose thumb to Readers' Digest. . . . The better type of work going into new cemeteries and new sections of old cemeteries proves that a good example pays and Dealers who set the pace in better design are beginning to reap dividends. . . . No matter what you hear (excepting in your town of course) the Monument business hasn't had Rooseveltitis as bad as elsewhere. . . . We recently met a man whose motto seems to be 'Hew the Markers, let the Monuments fall where they may', anyway his average marker sale for 1937 was close to eighty dollars—and he did it all with the drawing pencil and a little "word magic". . . . Hats off to the man who takes the marker out of the necessary Evil category.

Until next month.

POT-POURRI

SUBSCRIPTION TERMS: United States and Possessions, Mexico and Cuba one year, \$3.00; two years, \$5.00; three years, \$8.00; five years, \$12.00. Canada and other countries, \$3.50 a year. Single copies 50 cents. Published on the twenty-fifth of the month. Copy for advertisements and reading matter should reach us by the tenth of the month.





"THEY HADN'T SEEN WHAT THEY WANTED!"

Another case history on personalizing the family memorial; a story by the Designer-Salesman in which he tells how a young designer solved a problem which had baffled his competitors

(The experiences recounted in these "case histories" are based upon factual incidents but all names and places are fictitious. Certain license is likewise taken with the incidents further to conceal the identity of the memorialist, his client and any other persons involved.)

THE home office had instructed young Rutherford to stop in Ellington on an important lead. Ellington was a long way out of Rutherford's route and it meant that his week end at home was ruined. Moreover, he had a lot of designs to finish up when he got in. The young designer was in a bad frame of mind as he dropped his bags at the hotel. His mood was not improved by the information he soon gathered.

No less than six firms had been contacting the prospect. For several months they had all tried new designs, new approaches and new inducements,—the usual tactics. But the elderly widow, Mrs. Shaw, had "not found exactly what she wanted." Another one of those cases, thought Rutherford, where they "don't know what they want, but they know what they like when they see it!" This was about the tenth case of the kind that old man Parker, the sales-manager, had assigned to the lad in the past few weeks. A three hundred mile trip to find another "dud" where the flock of dealers were stalemated and stumped!

Ever since he had started on the road, Rutherford had tried his best to make friends with local dealers. And, despite the fact that he took much of the costlier work away from many of these firms, the lad had indeed made many friends in the craft. A resourceful designer and a rapid draftsman, he had often made designs for these friends as he waited for a train; since his firm made no effort to enter the moderate cost field. And among these dealer friends was old man Hayden of Ellington who had run a little shop near the cemetery for more than forty years.

"Yes", old man Hayden had said, "I sort of expected you'd be down to see the widow Shaw. God knows everybody *else* has been to see her,—they've come from Boston, New York and even Chicago! But they ain't gotten nowhere yet with the old gal,—nor that daughter of her's from New York. Wouldn't be surprised that she's the one that's messing things up,—her and her city ways an' collige education—"

"What seems to be the matter, price or design?" Rutherford inquired.

"Well, the same old thing" answered the old gentleman, "she's seen so many darn pictures and heard so damn many different suggestions that she probably don't know *where* she's at,—especially with that gal of her's turnin' up her nose at everything. At least that's what the boys tell me when they drop in. Plenty of money there, though."

For several years now, Rutherford had made it a practice to "get a line" on his prospects before he ventured to call or keep an appointment. And so he led the kindly old stone cutter into telling all that he knew about the Shaw family. And in his whimsical and humorous way, the old man went on to tell the story.

Yes, the widow Shaw had plenty of money,—plenty. And the daughter had married well on Park Avenue in New York. Old man Shaw had been sort of a quiet duck all his life, going about his business without mixing much with other folks and minding his own affairs. He was away much of the time, buying lumber land out over the country. In fact, he was said to be the best man in the business on pine. His folks lived well, had everything, even if they didn't make much show. During the latter years of Shaw's life, he had travelled abroad considerably with his wife and daughter, taking things easy. Soon after the daughter married, old man Shaw up and died in California.

Folks in Ellington, continued the venerable craftsman, were not surprised that old man Shaw had left a good estate, but they were surprised a few weeks ago when the figures were printed in the papers. Bill Shaw had left his folks millionaires. Most of it, they thought, was made during the war.

"But", concluded Hayden "they didn't make no splurge when they buried Shaw, and they won't make no splurge when they put up that stone. They buried him on the old family lot and the space he kept for him, his wife and daughter won't take more than a six or seven foot base unless you get right up against other stones on the lot." He paused a moment and then opined, "Of course, young feller, you might sell 'em on one of your high art designs and get a fancy price, but I've got my doubts. Anyhow, son, I wish you luck and you damn well know I'll be glad to help any way I can. Always will remember how you laid out them fool letters old lady Carson wanted!"

Rutherford smiled gratefully and grasped the old man's hand with sincere warmth. "I'll look around a bit before I call on them. My appointment isn't until four. See you later."

At the cemetery he soon saw that Hayden was right. Despite the tip his office had gotten, there would be no costly mausoleum, not even an impressive monument. No, it would be small; and yet, thought Rutherford, it would be rather fun to see if in some way he could break the stalemate in which his competitors found themselves, especially since that big shot Drewry of New York had failed to break the jam of ideas.

It would be useless to call on the Shaws without a single, definite idea, thought Rutherford,—useless until he had an idea or motive for the memorial. Despite the fact that the photographs and sketches he had with him were admittedly different from run of the mine designs, yet by this time the Shaws had doubtless played the game of "kitty" long enough. The game of "kitty" or the "shelling-out" game were Rutherford's terms for the universal practice of shoving photographs in endless procession at a prospect,—“this is a nice one, here is a good one, this is beautiful, that is distinctive”; the monotonous procession of pictures, the stupid sing song of superlatives. No, he would look around a bit and see what more he could find out about Shaw and his family. He could then make a little sketch of the idea at his hotel, or else do a thumb nail sketch in talking with Mrs. Shaw and the daughter.

Rutherford was not long in finding out that old man Shaw had few intimates. He talked with several old clients and to people his client's had suggested. But beyond the dry facts he had gotten from Hayden, there was no information that would give him a clue to some personalized idea for the memorial. Just as he was about to abandon all hope, a thought occurred to him! Why not ask one of Mr. Shaw's competitors for the low down? If there is anyone in the world who knows a lot about you or your business, it's your keenest competitor! He had heard a speech about that once. And what a hunch this idea turned out to be!

A Mr. Elvers in Kensington twelve miles away, Rutherford learned, was probably second to old man Shaw as the largest timber buyer along the coast. This information came from the bank president for whom Rutherford had designed a mausoleum. Obtaining a letter of introduction from the banker, Rutherford hired a car and drove to Kensington.

Fortunately, Mr. Elvers was available. With a trace of misgivings on his countenance, the lumber man received Rutherford politely.

“Mr. Elvers,” Rutherford began, “I've come on a rather unusual mission and I am sure you can help me if you will. I am to confer with the Shaw family at Ellington this afternoon concerning a memorial to Mr. Shaw.” The young man paused a moment and then continued, “I would like to make a little sketch or two before I go to see them. In order to do that intelligently, I need to know a little something about the man,—something that will make the memorial—well—make it more than a pretty piece of stone. As you know, Mr. Shaw lived pretty much to himself, even in his home town, and although I have many clients there who were interested to help me, yet none of them knew or would give me any facts that might help me toward an *idea* for the memorial. Then the thought came to me that one of his competitors—or should I say contemporaries?—might give me some data.”

Briefly, Rutherford explained the idea of the personalized memorial, quoting a typical example or two which would help Mr. Elver's to see what sort of information might help to give the memorial an intimate touch.

“Well, young man,” said Mr. Elvers when Rutherford had finished, “this *is* an unusual mission, and no mistake. I thought at first you'd come over to sell *me* a tombstone! But I think I understand what you are driving at. Never heard of anything like that before. Sounds like it ought to be done more often. Can't see any reason why I shouldn't help you, if I can. Especially, since I was one of the few who really liked old man Shaw.”

“I knew the old gentleman quite well for many years,” continued the prosperous looking timber operator. “Shaw got a reputation for driving hard bargains and a lot of folks naturally didn't like him. But he was honest and, in his rough way, kind. A lot of the people in my line of business hated old Bill, but a lot of that was envy. Guess I was perhaps the only one he considered a friend of his in the business. Bill often outbided me on big deals for timber land—BUT—I later found out that the old man had simply *outsmarted* the rest of us. He knew the value of that timber better than all of us.”

“Yes, Big Bill Shaw not only *knew* pine trees,—he *loved* the pine forests. He and his daughter often camped out in the woods when Bill was out prospecting for new timber. She was a great out-door girl, just like her father, and the old man taught *her* to love the pines and the pine woods. A great pair they were. Understand she's been at home running his affairs since Bill died.”

Pines! Pines, thought Rutherford. Here was the nucleus of a theme, a motive for the memorial. But would there be sentiment enough—

“SAY!” exclaimed Mr. Elvers, “come to think of it Bill Shaw's dying request was that he be buried in a *pine box* and not a casket. Why can't you do something—”

“Mr. Elvers!” Rutherford interrupted, “you've given me the answer! A million thanks, sir! Pines! I will introduce conventionalized pine stems and cones in the decoration,—or maybe a sculptured—but I don't know now. All I know is that you have saved the day for me, sir!”

“Well, it sure looks like you have it, young man” replied Mr. Elvers. “That daughter of his will like it too because the pine forests will always mean her dad and his life, to her and the mother. I wish you luck, lad. And say, come to think of it, my folks have been talking now and then that we should, well, sort of think about this thing for our own lot. Mrs. Elvers and my daughters are in Florida now, but they'll be back in a month or so. The next time you are in these parts, drop in to see us.” He grasped the young designer by the hand and, with a smile on his ruddy face, said: “But don't you go around asking *my* competitors for a 'line' on me! You'd be putting horns on the stone!”

* * *

Today, on the Shaw family plot in the cemetery at Ellington stands a memorial that tells the story of a man, yes, of a family whose lives were directly influenced by that which is perpetuated in the carvings. It is a memorial born of intimate and personal sentiment and associations. The fluent pencil of the young artist developed a design which instantly appealed to widow and daughter alike,—appealed to them emotionally because it touched every phase of their lives with memories and associations. Under the skilful hands of a prominent architectural sculptor the beautiful panel of carving is not merely decoration; it is a story in stone! Yes, it is a simple tablet, no larger than old man Hayden suggested, but who, not excepting the family, would attempt to measure its worth in dollars and cents?

The Future for the Monument Industry

By a DESIGNER-DEALER

SAYS Dale Carnegie, "Don't kick over the bee-hive." Undoubtedly good advice. Because the only inspiration for such action could be the effort to be rid of the bees, and there are more sensible and scientific methods of accomplishment.

The "bee-hive" of our parable is, of course, the park cemetery and the co-operative mausoleum, which have come to be a thorn in our industrial flesh. The only ultimate objective in the "kicking" method of procedure, would be complete destruction of the hive. Misdirected and ineffective as most of our past efforts have proved, it is to be hoped that no producer of monuments is so simple-minded as to imagine that the annihilation of these (to us) annoying institutions is at all possible.

Therefore, ere we stub out our toes and risk more and deeper stings as a result of the "kicking" process, it would be well to re-read *The Life of a Bee*, by Maeterlinck. The book is amazingly interesting and long before we had finished the first chapter, we should have forgotten all about the bothersome bee that started us reading. That alone, would be well worth while, as is any diversion which directs our thought away from things annoying.

Yet from time to time, as we read, some comparisons may be permitted to enter our consciousness—yes, even to enter our conscience. We may become amazed to learn that the bee produces honey and will store it for us in the hive if we but give her a chance. That's why persons rarely "kick over a bee-hive." Yes, that's more often the reason for restraint than the fear of the stinging.

The hive and its contents have a value and may be "sold." Sold in the sense of barter, or *sold* in the modern, colloquial sense. That is, when approached in the way known to bee-keepers, the bees, not only do not sting but actually produce more honey. But, the bee-keeper does not forget that he must leave some of their product for the bees themselves. For the bees have the labor union beaten to a frazzle. When they strike, they vanish. No sit-down for the bee. It's a case of vanish by means of "swarming" elsewhere.

The cemetery has, since the genesis of the monument industry, been the industry's "bee-hive." For centuries it yielded us honey in the form of profits for our labor. The bees were our clients—the "queen bees" the governing boards and superintendents of the cemeteries, whence we took our honey profit.

Now the queen bee, of the hive, is not concerned about the price that the keeper obtains for the product of her subjects, nor if he enters into ruinous competition with other foolish keepers. No more did the cemetery authorities concern themselves with our suicidal price-cutting efforts to get orders.

But as the industry, by resisting restrictions and making God's Acre look like the devil, destroyed the sweet serenity of the old-style cemetery; why the bees just naturally started to "swarm" to the park cemetery,—a sort of new-style hive, where the bees refuse to produce any surplus honey, what-so-ever. Did we not, as a matter of fact, "kick over the bee-hive?"

In our case, the taking of too much honey, meant the taking of too much profit and, ergo, cramming in too much stone. There, again, the Industry's judgment was erratic. Because it might well have been guided by the words of Ruskin: "*That work is highest in the rank of art, upon which thought is lavished and material economized.*" Or as Ernest S. Leland

laconically interpreted it: "*More art and less stone,*" which amounts to the same thing. Of course, Mr. Leland is not as famous as Mr. Ruskin—but he's a young man. The point is, if you do not already grasp it, that the Industry could have made the same profits on smaller and more appropriate designs,—yes, far greater profits.

But the Industry, for the most part, ignored the matter of design—refused to employ capable designers. It was a matter of "How Big" rather than "How Fine" with nearly all those in the Industry. And while the quarry-man is the only one to whom mere volume need mean more profit—he is taking his medicine along with the entire Monument-Producing (*lack of*) Industry.

With very few and notable exceptions, where unusual restrictions have been rigidly enforced, it must be candidly admitted that the most of these park cemeteries are far more attractive than the old-style cemeteries. If they do so impress the monument producer, it can be ascribed only to a warped judgment, inspired by self-interest. Many potential customers of the Industry are impressed with the superior beauty of the park plan—that, indeed, is our complaint. But remember the sage advice of Marshall Field who said: "*The Customer Must Be Right.*" And who could sell you, dear reader, a hoss and buggy?

What to do about it? Well, why not use some of our remaining "honey" for molasses—instead of the vinegar, which we have been pouring on the open sores of the queen bees? It is quite possible that we should find the governing agents of many of these park cemeteries amenable to a plan for setting apart of certain sections of their grounds, in which under reasonable restrictions, the erection of really meritorious monuments might be allowed. The word "artistic" is purposely shunned. Because, in the monument business, everything that the dealer desires to sell, is "artistic." Be nice to the bees and they are more apt to, at least, not sting you.

A case in point occurred a few years ago: A prospect for a mausoleum came to the writer for consultation. "I want to erect a mausoleum," he said, "but I'd hate to spend the money it would cost, and have it stuck in ----- cemetery, amongst all that mess of stone. I'd like to put it in ----- Park cemetery, but they don't allow even monuments there."

It seemed good judgment to avoid obstacles, so we ignored them and began to discuss the functional requirements of the structure. A design was prepared from tentative pencil plans, which met with the client's approval. "But, we don't know where we are going to put it—if we are," he said. I said, "Let me see what I can do!"

The president of the park cemetery was an architect and my friend. I showed him the drawings and invited his criticisms. "Why, I think it's bully. Where are you going to build it?" Still inviting his advice, I said, "That's what my client and I are perplexed about."

"Well, did you have any idea of putting it in ----- Park cemetery?"

"No, though we'd like to be able to, if it were not for your rigid restrictions."

"Do you have any particular location in mind?"

"Exactly, if it were possible. But of course it's not."

(Continued on page 159)

Public Memorials of New Orleans

WITHIN the past 100 years, beginning with the death, while rescuing a child, of a young volunteer fireman on New Year's Day, 1837, New Orleans has erected 25 commemorative memorials and statutes. Scattered throughout the city, some in obscure places, much of their significance and beauty has been ignored. Collectively, however, they make an impressive achievement.

In 1838, when the city first laid plans for giving enduring form in bronze and marble to their inspirations, such scattering was not contemplated. Original plans called for a "hall of fame" to be created along Canal Street, then a tree-shaded thoroughfare. But the boom rush, the distress of the War Between the States, the poverty-stricken days of Reconstruction and the traffic demands of modern days all caused the abandonment of that ambitious idea. Today the most impressive memorials are distributed about the city where the wandering tourist may happen upon them unexpectedly.

Considering New Orleans' position as Queen City of the South, it is not unusual that most of the statutes deal with the War Between the States. Eight memorials commemorate persons or armies of that era.

Most impressive of these and persons the most dominant statuary note of the city is the statue of General Robert E. Lee, standing atop a lofty column at St. Charles and Howard Avenues. Said to be the finest statue of General Lee in existence, the 16½ foot figure clad in full regimentals stands with arms folded gazing into the distance. Constructed at a cost of \$36,474 and dedicated on Washington's Birthday, 1884, the occasion was one for a tremendous demonstration by Northern survivors as well as the numerous Confederate organizations present. The sculptor was Alexander Doyle of New York.

Almost as well known as the Lee Monument is the equestrian statue of General P. G. T. Beauregard at the Esplanade Avenue entrance to City Park. On a large mound, in an impressive setting, the giant bronze figure is a downtown New Orleans landmark. Also the work of Alexander Doyle, it was unveiled in 1915.

Jefferson Davis, first president of the Confederacy, is memorialized in Jefferson Davis Parkway at Canal Street. His memorial is a statue on a pedestal of granite on which is engraved: "His name is enshrined in the hearts of the people for whom he suffered and his deeds are forever wedded to immortality." The monument is 25 feet in height and was designed by Edward Virginius Valentine. It was dedicated in 1911 after an impressive military parade.

Other memorials of that war are the Confederate statue in Greenwood cemetery, where 600 southern soldiers are buried; Dreux monument, celebrating Charles Didier Dreux, first New Orleans volunteer; and others commemorating the Army of Northern Virginia, the Army of Tennessee, and the Grand Army of the Republic, a Union memorial.

Liberty Monument, at the foot of Canal Street, may also be considered in this group, commemorating as it does the rise of the victims of carpetbag injustices during Reconstruction days. It is a plain limestone shaft, 35 feet tall, at the spot where on September 14, 1874, the citizens of New Orleans stood and exchanged shot for shot with the soldiers and police of the oppressive government and drove them in headlong flight. The cornerstone was laid in 1891.

The War of 1812 is commemorated by two of the city's best known memorials, the statue of Andrew Jackson and Chalmette Monument.

One of the most remarkable equestrian statues in the world, the Jackson Monument is located at the center of Jackson Square, the heart of Old New Orleans. Old Hickory laid the cornerstone himself in 1840, but it was not until 1851 that the statue was completed. Clark Mills was the sculptor, and the dedication was the occasion for a tremendous parade and an assembly of 60,000 people. The monument presents Jackson on a rearing horse, raising his hat in salute. On the granite base is inscribed: "The Union Must and Shall Be Preserved", carved by order of General Butler during the Union occupation of the city in 1862.

Chalmette Monument, which commemorates the Battle of New Orleans, January 8, 1815, was 50 years in building. It is located on the site of the battle, and is the result of individual, group, state and federal contributions. The total cost is estimated at \$65,000. It is a marble obelisk, 155 feet high, resting upon a foundation 56 feet square. A spiral staircase leads to an observatory.

There are two World War monuments, one, a 12-foot Corinthian column with carving to symbolize the army, navy, air and marine services, erected in 1921 by the American Legion, and another, a flag pole with granite base in Audubon Park, also erected in 1921. The Municipal Auditorium is also dedicated as a World War memorial.

Six statues celebrate other famous local individuals. Two great philanthropists, Margaret Haugherty and John McDonogh, are memorialized by statues, the former in a small, triangular park at Camp and Prytania Street and the later in Lafayette Square.

Miss Haugherty, orphaned daughter of Irish immigrant parents, was illiterate to the day of her death, but she saved her income as scrubwoman, operator of a daily and owner of a bakery, gave to the needy, and left \$30,000 to different orphanages. Her statue is simply identified as "Margaret". McDonogh, a miserly old man, died and left enough to build 35 public schools, a fact which is celebrated each year on McDonogh day (first Friday in May) when the school children decorate his statue with numberless flowers.

John Audubon, the great ornithologist, is represented in Audubon Park, at the right of the aquarium near the Magazine Street entrance; a statue of Edward Douglas White, famed United States chief justice from Louisiana, stands before the civil district court house; and James Wedell, New Orleans airman and world speed record holder on his death in 1934, is commemorated at the intersection of Canal Boulevard and City Park Avenue.

Irad Ferry, the obscure young fireman to whom the first monument erected in New Orleans is dedicated, is depicted in a monument in Cypress Grove cemetery. The inscription is: "Sacrifice of your life for the safety of others shall not be forgotten by your grateful survivors." There is another Fireman's Memorial in Greenwood cemetery.

Benjamin Franklin is the most honored of other individuals, with two statutes in his honor; one in Lafayette Square and another in the Library. The latter, probably the finest example of marble sculpture in the city, is the work of Hiram Powers and was given to the city because a group of citizens advanced him \$5000 so he could study in Italy. He was to repay the loan with art. The statue arrived in 1871, freight and duty collect.

(Continued on page 156)



The Legal Department

Conducted by A. L. H. STREET

Authority on Cemetery Law and Legal
Editor of the Monumental News

Subscribers are Invited to Submit their Legal Problems for Discussion. Copies of the Legal Editor's Comments Will Be Mailed Free of Charge to Inquiring Subscribers in Advance of Publication

■ Every monument dealer should not only familiarize himself with all the statutes and appellate court decisions of his state specially bearing on his business, but also have at hand for ready reference copies or summaries of these laws and decisions. To assist our readers in this regard, we will publish, from time to time, abstracts of laws and decisions covering the several states, treating each state under a separate heading.

It is suggested that these compilations be clipped and preserved either in a scrap book or pasted on file cards.

Although the material will be of special interest to subscribers doing business in the particular states covered, many readers are apt to find it worth while to preserve all of the installments, as a means of comparing the laws of the different states on identical subjects. Only through careful study of the laws of other states can improved and uniform legislation be brought about.

Question: A widow buried her husband in a Catholic Cemetery. Fearing that she cannot be buried beside him, she wishes to remove the body to another Cemetery (Protestant). What is the law in this matter, has she that right?

Answer: Under the decision of the Minnesota Supreme Court in the case of Sacred Heart of Jesus Church v. Soklowski, 159 Minn. 331, the mere fact that the widow to whom you refer may not be subject to burial in the cemetery where her husband lies will not justify her removal of the body.

Her consent to burial of her husband in a Catholic cemetery, and presumably his desire that he be buried there are weighty considerations that would uphold the Catholic Cemetery or any other interested party in opposing a removal of the body.

The law on this subject will be found in the opinion of the Supreme Court in the case above cited. There a widow was upheld in right to remove her husband's body from one Catholic cemetery to another on the grounds that he desired to be buried in the latter and that she had consented to the burial in the former under assurance that she could later remove the body if she so desired.

Reinterment of Bodies

The Law recognizes that when one dies someone else has a right to select a suitable place of burial, especially where the decedent has left no expression of desire on the point. When husband and wife are living together when one dies, the survivor has the paramount right to select the burial place.

It is commonly but erroneously supposed that this right to select a place of burial carries with it a right to disinter the body from its place of original interment, at will, and reinter it somewhere else. The Law frowns on the disturbance of interments unless there is some good reason for a change of place of burial.

Oftentimes ill-will arising between "in-laws" after an original interment has been made gives rise to an attempt to vent spite by causing a reinterment to be made. Usually the reinterments can be prevented by legal proceedings.

Let us consider an instance pending in one of the north central states. A young married woman's body was interred in a lot owned by her brother several years ago. The husband has since remarried and removed to a distant city, and ill feeling exists between him and his first wife's kinsmen, who live close by where her body now rests. The husband talks of moving the body to another cemetery

near his new place of residence. Can his first wife's people prevent this being done?

If, as seems to have been the case, the husband consented to his first wife's body interred where it now rests, with a view to its permanent repose there, and if nothing has since risen to make the place an unsuitable one, the chances are that almost any court would grant her kinsman an injunction against removal of the remains.

The law reports disclose cases where a surviving spouse has been accorded the right to make a reinterment where all interested parties understood that the original interment was to be temporary only, or where he or she was so overwrought by grief or other condition as to be incapable of giving deliberate assent to the place of original burial, and where circumstances made it just and fair that she be accorded the right to make a reinterment. But there are many court precedents to the effect that where the survivor has given deliberate and voluntary assent to his or her deceased spouse's burial in a suitable place, with a view to permanency, there cannot be a disinterment and burial somewhere else over the objection of the decedent's kinsmen, although they could not have controlled the selection of the original place of interment.

MEMORIALS OF NEW ORLEANS

(Continued from page 154)

A statue of Henry Clay was erected on Canal Street where Royal and St. Charles Street enter it in 1860, but in 1901 traffic demands became so heavy that it was moved to Lafayette Square.

The Washington Artillery Monument stands in Metairie cemetery. Dedicated in 1880, it commemorates the 40th anniversary of that organization. The memory of Simon Bolivar, South American patriot, is celebrated by a granite block and bronze plaque at North Broad and Canal Street, dedicated in 1930 on the 100th anniversary of Bolivar's death.

MONUMENTAL NEWS

REVIEW OF MEMORIAL ART



THE MACHINE AGE IN THE MONUMENTAL INDUSTRY

This Month's cover features an interesting photomontage composed of scenes in the Barre district photographed and arranged by the Barre Design Service.



HAND saws, chisels, crowbars, and drills and wooden wedges swollen by water, block and tackle, hand hammers, axe and pean, hand bush hammers with four, six, ten and twelve knives, straight edge and plumb block, hand polishing bricks, all within the memory of more than one craftsman, were about the only tools of the Monument Industry, and in deference to the past we must admit they were often used with great effectiveness in creating works that still serve as inspirations to Modern Craftsmen.

When we stop to ponder that the history-making Kotten and McCoy pneumatic tools were not introduced until the nineties and that at the turn of the Century the wonderful Jenny Lind Polisher hadn't completely replaced the stationary Carriage Polisher, with which the Stone was moved in the process, $\frac{1}{8}$ inch being about the limit of ironing, using wheels with rope ends for polishing, we should perhaps be thankful we have utilized modern machinery as well as we have.

In the nineties crushed steel astounded the trade, although how to polish without burning the stone was indeed a problem. It is interesting to note that crushed steel for sawing and polishing could only be procured in that day from Mowatt of Aberdeen, Scotland, and most of it was imported into this country by Riley Bowers of R. C. Bowers Granite Co., Montpelier, Vermont, now in their fifty-first year of operation, with Mr. Bowers still in active charge.

The sandblast for all practical purposes is a post-war contemporary development and the modern use of electric furnace abrasives, crushed steel and stencil sheets is even more recent.

High-speed polishers, Carborundum Saws, stationary and portable, Dust collectors, the spacerite System and Presto-Cut lettering are all recent, one at least new. What have been the results of machining an Ancient Industry of Handicraft in so short a time? What are the dangers for the Future, and what changes may we expect within the Industry?

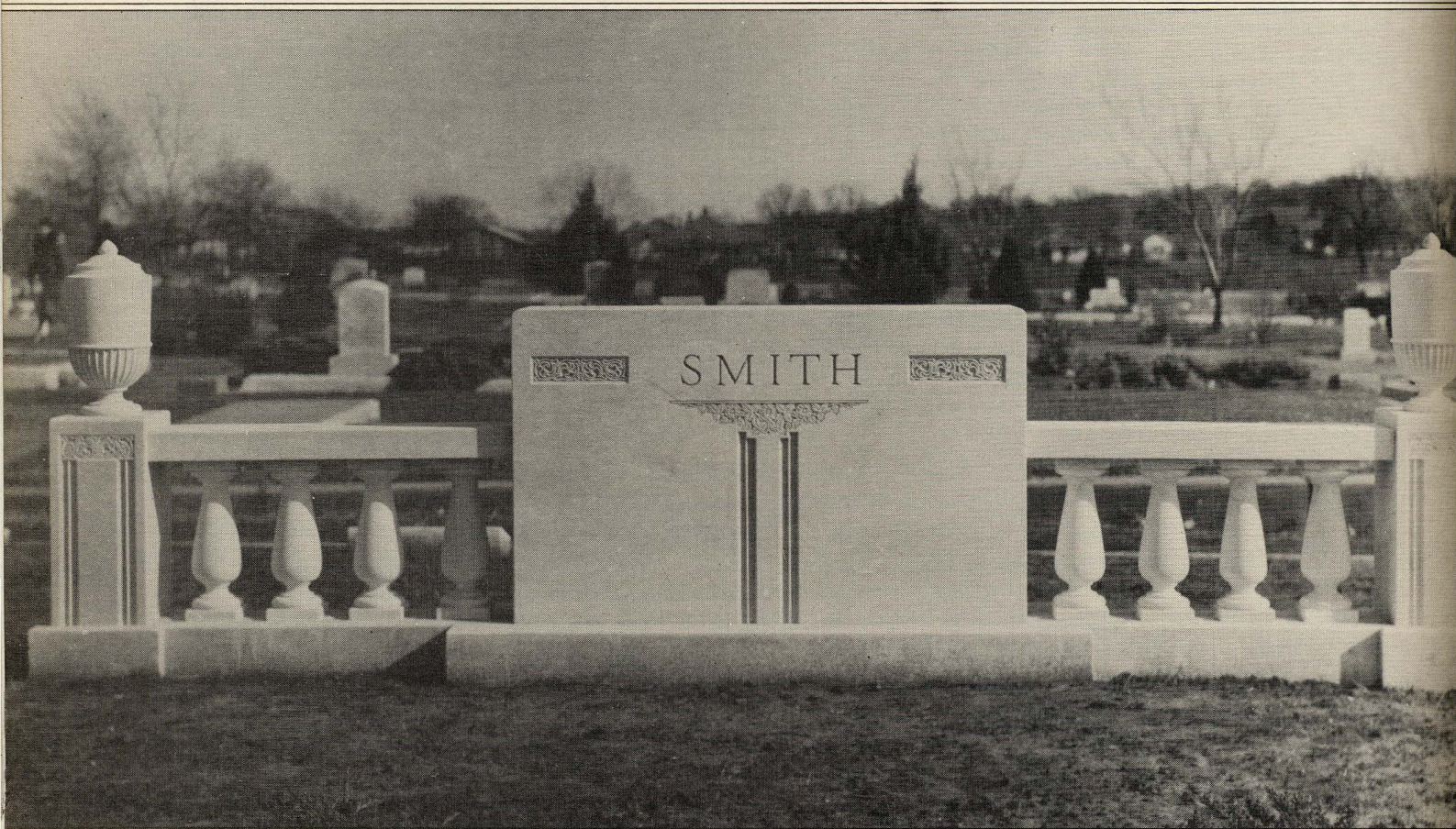
The answers to these questions are of course beyond the scope of this short essay, but they do command everyone's attention. We have built up a fund of Capital goods that can operate efficiently only when busy; thus we see even small dealers manufacturing much of their work because of the high cost of idle overhead. We note a definite decrease in sculptors and carvers with little attention paid to the apprentice problem. We see that manufacturing is tending toward production centers, and that Retailers of today are successful in proportion to their designing and sales abilities rather than manufacturing plants. Does this mean a gradual lessening of retailers in small towns and an expansion of territory for metropolitan dealers? Many visualize a future of Designer-Salesmen as Retailers with virtually all manufacturing done at quarry centers.

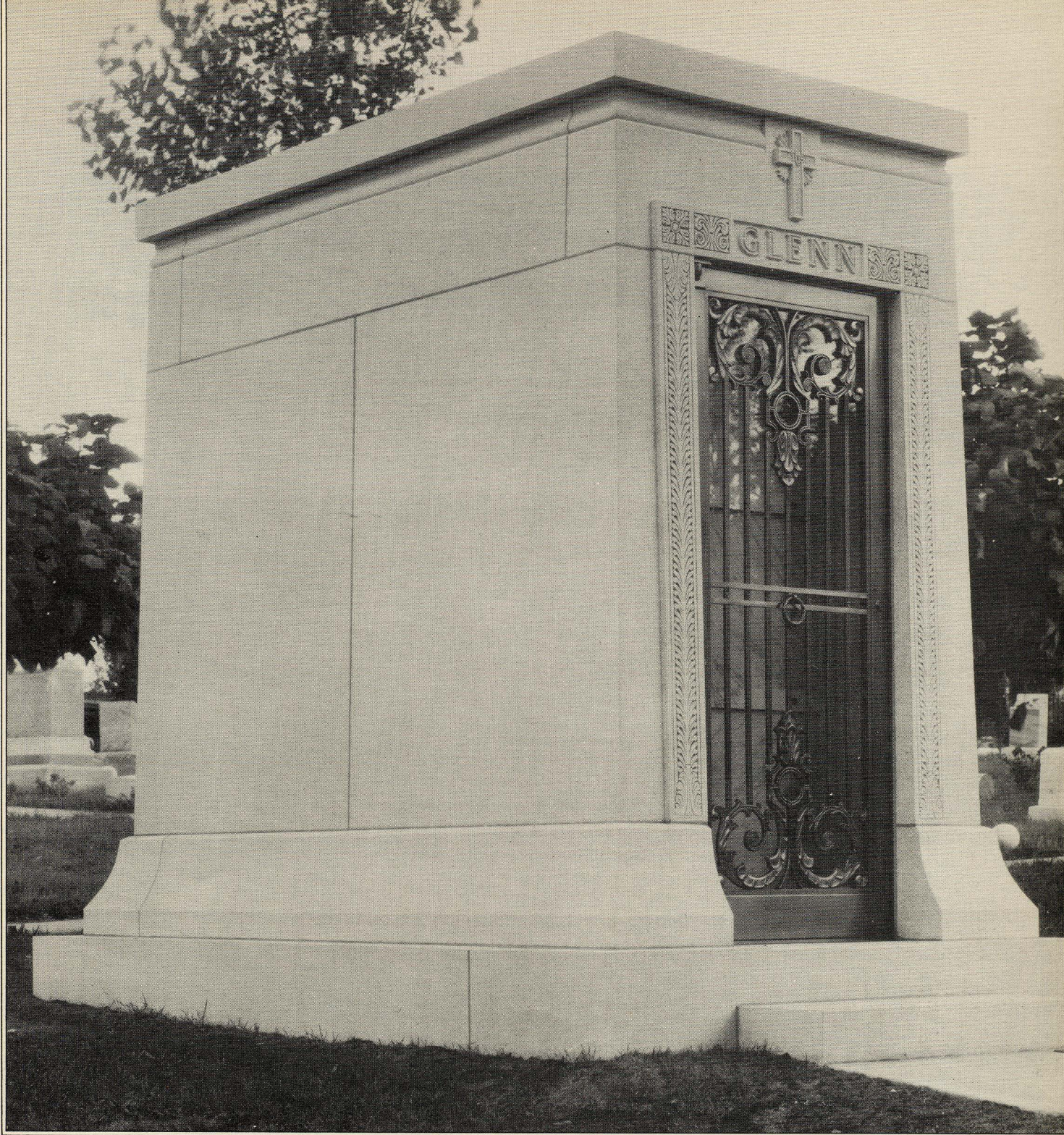
Such contemplations are interesting, but for the moment our great problems are the designing of more appealing memorials suitable for economical low-cost machine-production and improving our selling to take advantage of better production.

*THE SCREEN MEMORIAL
IN THE GARDEN TYPE CEMETERY*

THE somber aspect of the Cemetery has been lessened no little by the landscape architects of the day and this return to garden-type burial grounds of antiquity greatly expands the possibilities of memorial architecture. Screens were common garden architecture with the Greeks but reached their highest development in the Renaissance, when balusters were added this beautiful Form.

This Smith Monument of the screen-balustrade type with urns and pedestals reminiscent of the ancient Roman Altar is indeed a worthy addition to the Park type of Cemetery. This copyrighted design, the work of Roberts Memorials Inc., of Dallas, Texas, was manufactured by the Georgia Marble Co.





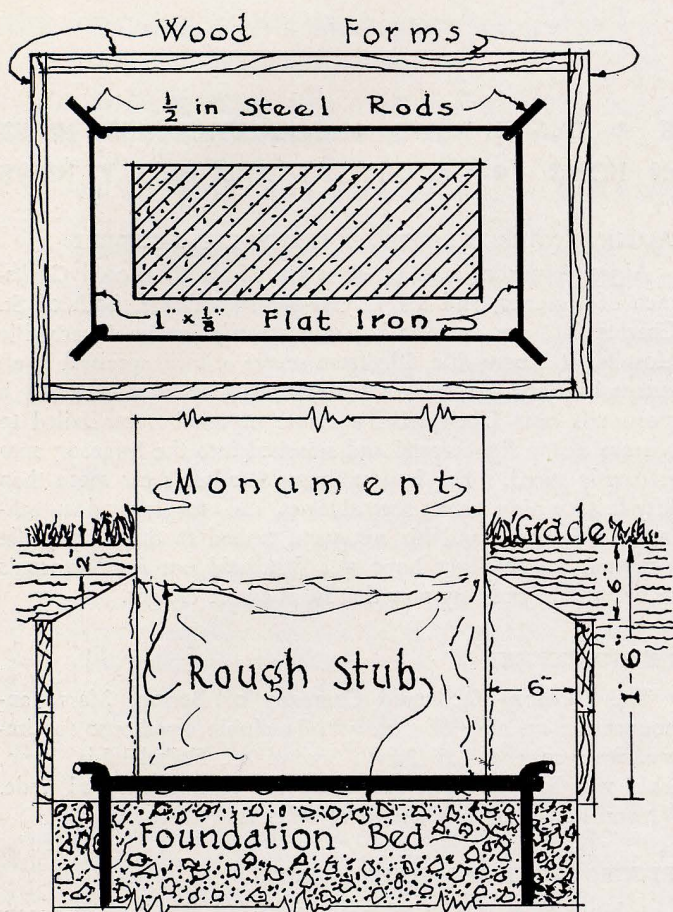
THE SMALLER MAUSOLEUM A NEGLECTED FORM

THE Glenn Building is a fine solution to the problem of designing a Mausoleum for the small family lot and a limited appropriation. One's first impression of this interesting Mausoleum may not do the treatment justice, but closer study will indicate unusual architectural as well as functional merit. There is no vestibule and the door opens directly to the three crypts which may or may not be lettered. In this form an additional crypt is often placed below the floor level. An attractive bronze grille flanked by simple but effective sand carving, the outline Raised Letters and the cross all add to the appeal of this interesting building designed, manufactured and erected by Napolitano Brothers, Inc., of Cincinnati, Ohio. Smith-Barre is the granite.



*THE CELTIC CROSS
AS A TABLET MOTIF*

THE McMann Monument is an interesting study of the Celtic Cross used in a panelled horizontal tablet. Good design has relieved this formal treatment with carving in a lighter vein emphasizing the symbol for Christ. We are often warned (and properly) of square forms. Note how this capable designer has attained a desirable height in the cross at no sacrifice of horizontal feeling in the whole by stepping up the top. W. F. Graham & Son of Pawtucket, R. I., designed and erected this work built of Sullivan's Westerly Granite.



TABLET FOUNDATION

By

ROBERT LAWRENCE COOKE

erection of tablets of the Colonial type, which are sometimes only 3" or 4" thick.

Foundation is built six inches larger on front, back and ends than the horizontal dimensions of the tablet and finished off 1-6 below grade. At each corner three inches in from the edge, $\frac{1}{2}$ inch iron rods are driven into the soft concrete. These rods may be one foot or more in length and should have been previously bent at right angles about two inches from the end, as shown.

We come to the setting of the monolith and if the top of the foundation had been topped off with a thin grout and the bottom bed of the stone accurately "leveled off", there will be need of very little or no "trigging". But first the top of foundation should be drenched and, when the surplus water has absorbed, neat cement (i. e. without any sand) should be freely sifted over the entire surface. Next place the stone in proper position. In the case of very thin Colonial type tablets it should be braced by a board running from the top to the ground.

Wood forms (not absolutely necessary) may be built as shown to the same inside dimensions as the foundation and the space between the forms and the stub of the monument filled in with concrete—the stub should be thoroughly wetted, first. It may be noted that the forms are built to within six inches of grade, from which point the cement should be bevelled up to the stone to a point two inches below grade. The purpose of this is to afford the earth around the stone sufficient body and moisture to sustain the grass.

The 1" x $\frac{1}{8}$ " flat iron really amounts to as little as it costs. But will tend to impress your client and/or the superintendent with your thoroughness in construction. The painting of the rods and flat iron with red lead—to prevent rust—is equally unnecessary, but might be done for the same reason.

The finishing of the stone two inches below grade, however, has a practical purpose. In case the sod shrinks or settles, as it frequently does, the rough stub will not be revealed.

IN THE February issue of Monumental News the A. A. C. S. Bulletin is quoted in the matter of a "suitable foundation" for first award design under the Select-Barre contest: a monolith 2-6 x 1-1 x 8-0, tapering slightly on the four sides.

The writer designed and erected a monolith stele, 2-6 x 0-8 x 7-6, several years ago, the foundation being built to within four inches of grade. It still stands, though it is 38 $\frac{1}{2}$ % less in thickness and only 6% less in height than Mr. Elwell's admirable theme.

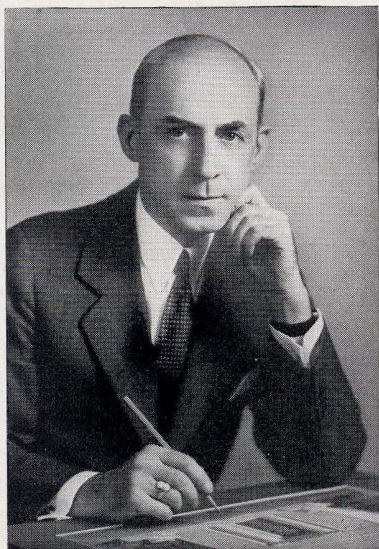
Many years in the monument industry leads me to believe that a well-built foundation of the same horizontal dimensions as the monument is entirely adequate. The widening of the foundation at the bottom, as suggested in the Bulletin's response, seems merely an added useless expense. It was not done in the case of the Empire State building.

However, cemetery superintendents entertain as much variety in the matter of foundations as traffic cops do about traffic. They have one quality in common. You have to do what they say to do—and like it.

If one encounters a superintendent who feels that the foundation built to the dimension of the stone is inadequate, it might be well to have ready a constructive suggestion, such as is illustrated, and which the writer has used frequently in the

Trade News

RECENT WORK • DEALER NEWS • MANUFACTURERS NEWS
ORGANIZATION NEWS • EQUIPMENT AND SUPPLY NEWS



A DISTINGUISHED DESIGNER JOINS JONES BROTHERS STAFF

The very able staff of designers of Jones Brothers Company has been recently augmented by the appointment of Roy A. Elwell, an artist who has reached considerable prominence in the field of memorial design and who recently was honored with first prize in the 1937 Select Barre Contest for a memorial of moderate cost. In addition to this designation, Mr. Elwell also received first place in the contest held in the A.A.C.S. Convention and the M.C.A. Convention. He brings to Jones Brothers a fine record of training and achievement in memorial design.

Roy Elwell is described as having been practically "raised on a tombstone." He was born in the granite city of Aberdeen, Scotland, where his father, L. M. Elwell, represented an American importer for many years. Later, on the family's return to America, Roy Elwell resided in Quincy where he learned shop drawing and studied the cutting of work at several of the granite finishing plants in Quincy and Barre.

While still quite young he began to study design and rendering under the late William A. Richards of Quincy, one of the earliest designers in the memorial industry. Continuing the specialization, Mr. Elwell studied at the Art Institute in Boston, the Department of Architecture of Columbia University, and with the famous artist Carl Kappes of the Museum of Fine Arts of Toledo, Ohio. He is a charter member of the Society of Memorial Designers and Draughtsmen, and was recently listed in "Who's Who in American Art," a directory that selects for its listing only those artists who have earned a position of some prominence in a particular field of creative art.

Commenting on the design which won for Mr. Elwell the leadership in the recent contest, an authority says: "To my way of thinking, the planning and wide offering of such a design will do more to raise the level of beauty in our cemeteries than many schemes yet offered. The memorial on the lot is what must testify to our culture and refinement. The (winning) design is absolute proof that we can have beauty in our cemeteries at no great cost. And any cemetery—any community—any artist—any dealer may be justly proud to associate with the inspiring influence of such sensible beauty."

ALBERT SWANSON INJURED IN MOTOR CAR ACCIDENT

Algert Swanson, assistant secretary of the Memorial Craftsmen of America, and his 12-year-old son, David, both of St. Charles, Ill., are recuperating satisfactorily in the Libertyville Hospital at Libertyville, Ill., from severe injuries received in an automobile accident near Libertyville Friday, April 1. At a crossroads near Libertyville, a driver of another car failed to observe a stop light signal and smashed into the Swanson auto at terrific speed. The impact threw Swanson's car more than fifty feet, turning it over several times, and completely demolishing it. Swanson and his son were rushed to the Libertyville Hospital, where slight hope was first held out for Swanson's recovery. Friends say now that he is out of danger.

ANNOUNCEMENT

The Dawson-Macdonald Company of Boston, Mass., announce the opening of a new Philadelphia warehouse for immediate service at 326 North Second St., Philadelphia, Penn. They will have in stock everything for the monumental trade. Vernon K. Miller is in charge of office and warehouse.

RECORD BLOCK OF MARBLE QUARRIED

A block of marble weighing 80 tons and described by quarry officials as the largest piece ever quarried in North America was lifted recently from its Vermont mountain bed for transportation to Salem, Oregon, where it will become part of a carved group in front of the state capitol.

The block, 20 feet long, 8½ feet wide, and almost six feet high, was taken from the Vermont Marble Company's Imperial quarry in Danby, a mile up the mountain side and more than 900 feet above the railroad in the valley. Special derricks lifted the block to the car on the inclined cable railway, which carried it from the steep mountain side, and an unusually big freight car transported it to the finishing shop in Proctor.

The carved group will require three massive blocks of similar size.

ELECTED BANK PRESIDENT

Waldron Shield, President of The Waldron Shield Co., Inc., at Barre, Vermont, was recently chosen President of the Barre Trust Company of Barre, Vt. A director ever since the bank reorganization, Mr. Shield is conversant with all bank affairs and business conditions as he has also been Mayor of Barre for four terms.

QUINCY AGREEMENT

The following agreement has been signed by the three Quincy branches:

To continue the same rate of wages, \$1.00 per hour, until May 15th, 1938. From May 15, 1938 wages to be \$9.00 for eight hours, this to remain in effect until a settlement is reached in Barre.

All branches must get signed agreements from April 1st, 1938 to April 1st, 1939.

Also, all branches must get this agreement signed or something better, if possible.

THE FUTURE FOR THE MONUMENT INDUSTRY

(Continued from page 154)

The architect-president then unrolled a small scale map of the cemetery and asked whereabouts—if.

I indicated the location, which had been selected so as not to disturb the "park" layout of the cemetery, which had been planned and landscaped by Olmstead, of Brookline.

Following a few moments consideration, the president said, "May I have these plans for a day or so?" Of course he might, though I didn't ask why.

A few days later, I received a letter from him on the cemetery stationery to tell me that with the approval of the landscape architects, the board had seen fit to allow the mausoleum to be erected.

Now, the sad part is telling the whole truth—the depression got under way and the mausoleum did not—that is, not yet. But it shows what can be done along this line—even single-handed. A well-organized, conciliatory effort could be reasonably expected to do far more.

The writer has become personally acquainted with several of these park cemetery men and up to the present writing has never discovered one who grew horns. But that's the way the Industry has been treating them. It is true that among the early organizations of park cemeteries, many were of questionable honesty—some downright frauds. The Monument Industry helped to weed these out and thereby no doubt did more to save the proverbial "sucker-investor" than it did toward preserving its own business interest. But that day has passed and today there are perhaps fewer fraudulent park cemetery promotions than there are crooked persons who mulct the public in the sale of spurious tombstones.

Mean-time, let us not forget that our own fences are badly in need of attention. Run-down cemeteries lacking perpetual care will drive more people to the park cemeteries than we can keep out by opposing them.

RANDOM NOTES

Harry A. Caton, who is proprietor of Caton's Marble Works, at Winfield, Kansas, was until Oct. 1937, also secretary of the Walnut Valley Building and Loan Association. At that date he resigned to devote all his time to his monumental business.

His father, Will B. Caton, is one of the two Civil War survivors in Winfield, was the only one able to attend the Gettysburg Old Soldiers' Reunion. He retired from the monumental business twenty years ago. He is now ninety-one years of age.

Charles Finke has moved his shop from up-town in Wentzville, Missouri, to Route 40 outside. He has built a new shop and is installing new equipment.

The Laignor Memorial Co. of Oklahoma City, Oklahoma, have built a new plant 65 x 32, steel construction, equipped with polishing mill-saw, two sand blasts and a carborundum saw.

The Becco Monument Co. of Spring Grove Avenue in Cincinnati, Ohio are proud of a fine baseball team, "Becco Monuments". They did not lose a game in last years' series, nor so far this year. Plan to enter the Semi-Professional Association this year.

The company is managed by Jack O'Connor, Sr. and Jack Jr., who apply the same "principles of success" to the business.

George A. Tumlin operates the Dallas Marble & Granite Company. It is the oldest firm in Dallas, Texas located across from the Union station.

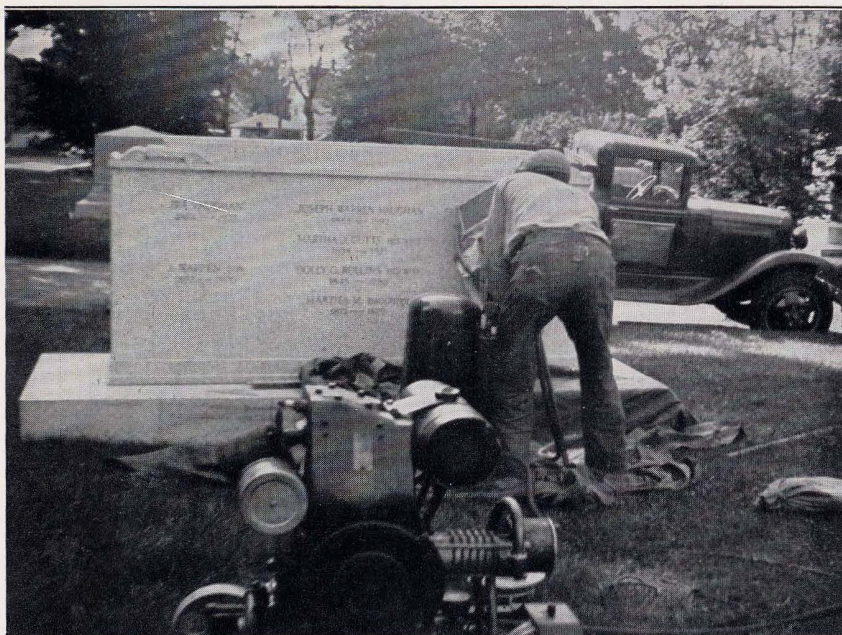
G. D. Green, formerly with Montello Granite Company, of Montello, Wisconsin, is now operating the Memorial Art Studio at Elwood, Indiana.



A STONE ETERNAL MEMORIAL

is a work of art dedicated to those who are dear that their memory may be immortal. Guaranteed by our "Gold Seal Certificate of Quality" you may buy with the assurance of satisfaction.

GEORGIA GRANITE CORPORATION
ELBERTON, GEORGIA



COMPLETE SANDBLAST OUTFIT

Many dealers find this outfit most practical for both sandblast and pneumatic tool work. The model E-12 compressor has ample power to blow inscription letters in 2 to 3 minutes each or it can be slowed down to run a carving tool economically. The model C blast and model S curtain handle either full inscriptions or dates efficiently with a minimum "set-up time".

**BOTH LARGER AND SMALLER
UNITS ARE AVAILABLE**

"Give 'Em Air!"
(Reg. U. S. Pat. Off.)

P.K. LINDSAY COMPANY
Factory 2 210 Broadway EVERETT, MASS.

ROCK OF AGES FIRE

While the design and photographic department of Rock of Ages Corporation in Barre, Vermont, was badly damaged by fire on March 28th, the facilities of the company were not impaired. As the Rock of Ages magazine editor expressed it:—

"The fire interrupted the special design service for only a few hours until the designers could be established in new quarters. Inasmuch as the records concerning the special design service are in the main offices there was no loss of requests on hand and orders will be filled practically on schedule.

The company possesses duplicate files of designs, patterns and enlarged details of all standard designs and has suffered no loss of designs whatsoever. Due to the inflammable nature of the photographic equipment the fire and water damage will cause some interruption in delivery of standard design photographs, but steps have been taken toward immediate replacement of facilities and little inconvenience or delay is expected.

The damage could have been a lot worse. Thank goodness nothing happened to the designers themselves or the men in the photographic studios. They were safely at home. And after all, the designer's ability is not in his equipment, but instead is in his talent, knowledge and experience."

TOMBSTONES AND MORE TAXATION

Over in Lincoln, Nebraska, Secretary of State Harry Swanson received a communication inquiring whether a license was required for the sale of a fluid for cleaning tombstones. This was something entirely novel for Mr. Swanson, who declared:

"The Legislature has licensed almost everything else, but that must be one they haven't heard of yet."

There is a great deal of meaning in this incident. It is humorous to be sure. But it also is indicative of the perplexity which the craze for taxation by public authorities, great and little, has produced among our people.

Our taxing system needs to undergo a drastic reform, so that it will lighten to the utmost our burden of taxation, instead of being a medium for the extraction of every possible cent from the pockets of our citizens.

No American begrudges the payment of reasonable sums for the maintenance of the public service. As conditions are at present, taxation in its manifold forms has far outstripped all

bounds of reason, with consequences of the gravest character to our economic life and well-being as a nation.

If they are permitted to continue, there will be no cause for surprise at finding a tax levied upon a preparation for cleaning tombstones. Indeed the time may not be far distant when our taxing authorities will regard as a personal affront a citizen's financial ability to erect a tombstone!—PHILADELPHIA INQUIRER.

"TEN OUTSTANDING MEMORIALS"

The "ten outstanding memorials" erected during 1937 in Elmwood and Hope Cemeteries, Barre, Vt., are beautifully illustrated and adequately described in a handsomely lithographed brochure issued by E. L. Smith & Co., of Barre. Superintendent Edmund C. Gladding is to be congratulated upon these unusual and artistic designs, which contribute much to his already beautiful Cemeteries. This brochure will be a valued addition to any library of memorial art.

HOTEL SAINT PAUL SELECTED FOR AACS MEET

Hotel Saint Paul has been officially designated as headquarters hostelry for the Fifty-Second Annual Convention of the Association of American Cemetery Superintendents, in Saint Paul, Minnesota, next September 11 to 15 inclusive. The local Convention Committee, of which First Vice-President Paul Daggett is the efficient Chairman, is working industriously and effectively in devising and putting under way plans for what it is predicted will be an outstanding convention, and one of the most notable and successful in the history of the Association, now in its fifty-first year.

ROCK OF AGES PARTY

The annual "sugar party" of employes of the Rock of Ages corporation, Barre, Vermont, was held recently at the Quarry bank hall with more than 300 in attendance. There were representatives present from all of the various plants of the corporation in Barre, Graniteville, Waterbury, Montpelier and Northfield. S. Vaughn Clifford acted as master of ceremonies for the evening.

The program of entertainment was a varied one. A formal singing and dancing program was carried out and that was followed by refreshments of maple syrup, doughnuts, pickles and coffee served at tables set up in one end of the hall. Dancing followed with music by the Ambassador's orchestra.

SILVER BEAVER AWARD

About 1,500 persons attended the third annual Boy Scout circus of Champlain district of the Long Trail council recently in Memorial auditorium at Burlington. About 300 scouts and cub scouts participated.

The principal feature was the presentation of the Silver Beaver award for distinguished service to boyhood to Maurice L. Kelley of Montpelier, president of the Long Trail council. Lyman C. Hunt of Burlington, member of the council, made the presentation speech and introduced Mrs. Kelley who placed the award on her husband.

THE PERFECT TRIBUTE

A very interesting and attractive booklet entitled, "The Perfect Tribute" has been received from the Smith Monument Co., at Houston, Texas, who designed and published it. It contains illustrations and comments on same, their very attractive building and display yard is shown and many points on designing a memorial are discussed.

If you would like a copy, write them at 5455 Fannin St., Houston, Texas.

UNION AGREEMENTS SIGNED

The J. K. Pirie Estate Quarry Company signed a contract with the Quarry Workers International Union, effective until April 1, 1939.

The terms of the new contract are substantially the same as in the present agreement with the important exception that the firm agrees to install dust control equipment to eliminate the silicosis hazard in rock drilling and have it in use on or before June 1, 1939. The equipment must meet the approved standards.

Inspections shall be carried out at the request of the company or the union by the state unit charged with industrial hygiene or the United States public health service and reports of inspection given to all parties concerned.

The agreement provides that all men employed shall be members of branch 12, thus continuing the Pirie quarry as a completely unionized operation. Littlejohn & Milne have also signed an agreement.

CONCORD CUTTERS AND QUARRYMEN ACCEPT

Concord, N. H., April 23 (A.P.)—Daniel Heartquist, president of the local Granite Cutters union, announced acceptance of a compromise proposal from Concord granite manufacturers, ending a walkout begun April 1.

Heartquist said that under a new one-year agreement, the old pay scale of \$1 an hour would be continued, and improved dust prevention devices would be installed in cutting sheds. In addition, both sides were agreed to have a conference October 1, "to determine at that time whether business conditions then warranted a wage increase."

DESIGNER-SALESMAN AVAILABLE

■ The writer of this advertisement, married and now employed, is not yet 35 years old but has enjoyed a wide experience in the designing and selling of Monuments both wholesale and retail—has an unquestioned record as to ability, integrity and achievement and is eager to make a connection more suitable to his talents preferably with a retail firm in a pleasant, well-to-do community or a large city, where there is a wider market for personalized Memorials.

Write "D-S" in care of MONUMENTAL NEWS

OKLAHOMA MONUMENT DEALERS ASSOCIATION

Memorial dealers of Oklahoma held their 18th annual meeting at the Skirvin Hotel, Oklahoma City on March 24 and 25, 1938 with National President Paul Stevenson, Moberly, Mo., as guest of honor.

All business meetings were presided over by Mr. Loyd Elledge, Chickasha, president of the Oklahoma Monument Dealers Association. Reading of reports and round table discussions filled the forenoon session of the first day and in the afternoon Mr. Paul Stevenson gave a talk on the plans of the national association for the year, discussion on the problems confronting dealers throughout the country. A report from Chauncey Austin referring to the many activities carried on through his office, surface burial vaults being of great interest to many dealers at this time.

The annual banquet was held that night and the entertainment was featured with the showing of movies of the Barre and Vermont Marble Co. quarries and plants.

The second day opened with talks by James W. Moffitt, Secretary, Oklahoma Historical Society, explaining the many points of historical interest in the state of Oklahoma that might and should be marked such as the program now under way in Texas. Mr. H. A. Gothold, of the Associated Industries of Oklahoma explained the far reaching law regarding 'Wages and Hours' confronting all business and urged that the dealers of this and other states interest themselves for the protection of their business. A test case will be carried to the Supreme Court, Oklahoma being the first state to enact such a law.

The afternoon was devoted to the election of directors and officers and the awarding of many prizes kindly donated by wholesalers. Sam Madux, Lawton, was elected president; Vernon C. Torrance, Ardmore, vice-president, and R. O. Eaton, Oklahoma City, secretary and treasurer. New members on the Board of Directors: Melvin West, Oklahoma City; H. I. VanNostrand, Tulsa; O. T. McKissick, Oklahoma City, and Walter Gifford, Muskogee. Prizes were won by the following: L. G. West, 1 Roll Stencil, from Granite City Tool Co.; Vernon Torrance, large can Non-Stain Mastic, Vermont Marble Co.; W. K. Morkan, Wewoka, \$5.00 by Oglesby Granite Co.; Jack Pellow, Enid, 1 year subscription to MONUMENTAL NEWS; S. E. Prince, Guthrie, Hickey marker, Roosevelt Granite Co.; Loyd Elledge, Chickasha, 2 grass markers, Mt. Park Granite Co.; Geo. Laingor, Set Designs, Southern Quarrying Co.; F. E. Arnold, El Reno, Set Designs & Case, Memorial Art Studio; Robert Pellow, Enid, \$5.00 in tools, Dallett Co.; W. J. Eaton, Oklahoma City, knife and 12 blades, Reumelin Mfg. Co.; O. T. McKissick, carved sample, Berkeley Granite Co.; a beautiful vase donated by the Georgia Marble Co. was presented to Paul Stevenson at the close of the meeting by the Oklahoma dealers.

Selection of convention delegates and place of next annual meeting will be announced after the first meeting of the board of directors.

ALLEN HEADS ROTARY

J. Cleve Allen, president of Allen Granite Company, former president of the Elberton, Ga., Junior Chamber of Commerce, and one of the many prominent young business executives of Elberton, has been named president of the Elberton Rotary Club.

NEW ENTERPRISE

Ross Horn, formerly with the Georgia Marble Company of Tate, Georgia for many years, has joined the George S. Cain Company, Memorial Dealers at Warren Point, New Jersey. Monumental News and his many friends wish him every deserved success in his new enterprise.

Trade News

THE SWEDISH COLONY IN AMERICA

The Swedish explorers came to America early in the seventeenth century. In 1638 two boats entered Delaware Bay and proceeded up the river to a site near the present city of Wilmington, Delaware. The colony started there, extended eventually into the states of Pennsylvania and New Jersey. Deeply religious they started the Swedish church society and in 1698 built a stone church, that with alterations, still stands. It will be one of the shrines, when thousands meet at Wilmington on June 27, 1938, to celebrate the 300th anniversary of Swedish settlement in America, and 300 years of friendship between the nations of Sweden and America. (The date of landing was April 8, 1638)

The people of Sweden have contributed funds to erect an imposing monument on a two and one-half acre tract of land in Delaware, purchased for that purpose.

The site is being cleared and beautified as a setting for the memorial whose cost will be around \$80,000.

It is expected that the Crown Prince and Princess of Sweden and other high officials will attend the dedication services. In honor of this event thousands of people of Swedish descent plan to attend this 300th anniversary. From Pennsylvania will come many as the settlement there is also three centuries old.



The Crown Prince of Sweden and Governor Earle of Pennsylvania view Memorial erected in Sweden.

We present a view of the unveiling in the autumn of 1937 of a memorial stone with bronze commemoration tablet given to Sweden by the people of Pennsylvania in remembrance of this Swedish settlement.

The Crown Prince of Sweden and Governor Earle of Pennsylvania are shown looking at the stone. The Crown Prince made the speech at the unveiling or dedication of this gift. The memorial stone is Beers Red furnished by Granitaktiebolaget C. A. Kullgrens Enka at Uddevalla, Sweden.

AIR HOSE FOR COMPRESSOR SERVICE WITH OIL-PROOF INNER TUBE

Air drill hose, constructed with an inner tube of G.O.P. (Gas-Oil-Proof) synthetic rubber for use on air compressors and in other service where oil is present in the line, has been per-

fectured by The Manhattan Rubber Mfg. Division of Raybestos-Manhattan, Inc., Passaic, N. J.

Manhattan's Grenadier-G.O.P. Air Drill Hose overcomes the serious disadvantages encountered when oil enters ordinary rubber air hose. Oil as a solvent causes natural rubber to swell and to deteriorate rapidly, while the exclusive G.O.P. synthetic rubber will withstand the effects of oil, yet has all the qualities of ordinary rubber.

Grenadier-G.O.P. Air Drill Hose is well constructed with two or three braids of strong long staple cotton cord. Between these are placed sheets of live rubber which vulcanization forces into the cord, forming one inseparable unit. This construction, with the addition of a heavy abrasion-resisting cover of black rubber, gives Grenadier Hose great strength. The smooth uniform bore of the G.O.P. tube permits a free flow of a large volume of air.

Grenadier Hose is available in all regular sizes from 1/4" to 2".

IN THE SUNNY SOUTHLAND

Richard Ruemelin, Sr., president of the Ruemelin Manufacturing Company of Milwaukee, Wisconsin, and his family spent two winter months in Florida. On one of his many



trips he visited Mobile, Alabama and Pensacola, Florida. The above snapshot was taken by Bernard Washichek, vice-president and manager of the Mobile Monument Company in Mobile, Ala., when they were visiting the Bellingrath Gardens near Mobile.

The Pensacola trip netted Mr. Ruemelin a 400 pound catch of snappers and deep sea beauties.

THE TREASURE IN THE PRIMEVAL ROCK

This is the title of a brochure of great beauty and interest presented by Aktiebolaget A. K. Fernstroms Granitindustrier at Karlshamn, Sweden. A photograph of the founder A. K. Fernstroms, who organized the firm in 1885 is shown—descriptions of granites produced, illustrations of quarries, machinery, etc., of Karlshamn harbor and quarries give an excellent idea of the beautiful granites produced, the meticulous selection of stock and the many resulting uses.

Illustrations of representative contemporary buildings in many capitals of the world where the granites have added an effective decorative element, form an interesting section. Another shows memorials produced in the different materials. Twelve granites are reproduced showing polished and natural state in color photography, giving names of each and other data.

This brochure would be of interest to all architects, manufacturers and dealers in whatever country they may reside.

For **ECONOMY** on **BLASTING** Operations use:

CYCLONE BLAST ABRASIVE

Hard — Sharp — Fast Cutting

ABRASIVE PRODUCTS COMPANY - - - **Lansdowne, Penna.**

AGENTS IN CANADA: RITCHEY SUPPLY CO., TORONTO

MEMORIAL EXTENSION COMMISSION MEETING

A long-range program, designed to eventually open up a larger market for memorials and increase the sale of granite and marble throughout the entire country, was incepted when members of the executive committee of the Memorial Extension Commission, Inc., held an important special meeting at Montpelier, Vt.

Maurice L. Kelley of Barre, president of the commission and chairman of the executive committee, presided over the meeting. Others in attendance at the session were Charles J. Benisch of Brooklyn, N. Y., vice president; Bradford C. Patch of Boston, treasurer; James G. Pirie, Roswell M. Austin of St. Albans, secretary and general manager, and Ralph H. Smith of Graniteville, assistant secretary. Donald Bohmer of the Melrose Granite Company, St. Cloud, Minn., was unable to attend.

With the avowed purpose of eventually embarking on a program of national advertising of the memorial idea, the executive committee of the commission adopted a new program for the purpose of building up the membership of the MEC so that the income will make it possible to embark on a national advertising campaign. In order to achieve this purpose the committee contracted the services of a nationally-known direct-mail advertising firm. A representative of the firm met with the committee and outlined a campaign which will extend over a year's time and which is intended to add many granite and marble producers to the rolls of the Memorial Extension Commission. Definite commitments were made and the direct-mail advertising campaign, which will cover retail dealers and cemetery superintendents as well as producers, and possibly manufacturers and their sales forces, will be started directly.

"The supporters of the MEC and retail dealers throughout the country have, almost to a man, demanded of the commission from time to time that the memorial idea be nationally advertised," President Kelley said this morning. "The finances of the commission have never permitted its officers to put on such a campaign. The members of the executive committee are unanimously in favor of the national advertising idea and the MEC will incept such a program just as soon as the many producers of granite and marble throughout the country unite with the present supporters of the MEC and make available adequate funds for such a program.

"Unprejudiced business research surveys have revealed the fact that memorial sales have not followed the curves of population, individual business income, and volume of general retail sales. These same reports have cited the lack of national advertising as one of the reasons why the memorial industry does not get the volume of sales which it might have. The MEC was designed to carry out a program of national advertising and has the mechanical setup to effect the desired results. The commission will not, however, be able to carry on any such program until the majority of the granite and marble producers throughout the country awoken to the facts which are now confronting them and join the present supporters in this cooperative enterprise."



PORCELAIN PICTURES

Burnt in at high temperature and guaranteed everlasting waterproof.

Special Copper Reinforced Porcelains

Oval No. 2 $3\frac{3}{4} \times 5$ \$4.50

— Also —

Gold-Edge China Ovals

No. 1 $3\frac{3}{4} \times 4\frac{1}{2}$ \$5.50

No. 2 $4\frac{1}{8} \times 5\frac{1}{8}$ 7.00

No. 3 $5\frac{1}{4} \times 6\frac{1}{4}$ 8.00

Bronze and Chromium Frames to fit from \$1.50 to \$2.50

Memorial Portrait Co.

Ralph Flaschner, Pres.

141 East 45th St., New York

Amberg Gray Granite

QUARRIES—AMBERG, WIS.

If you are looking for a dark gray granite showing beautiful contrasts, try our AMBERG GRAY. The stock is clear and sound; can be had in large sizes. Delivery will be made promptly. We have complete polishing and sand blasting equipment. "Wholesale only."

E. A. Mundt Granite Company

Marinette, Wis.

OUR SPECIALTY

SHEAHAN'S MISSOURI RED GRANITE

Sawed, Axed and Polished Slabs
Monuments - Markers - Rolls

Also Other Granites

Wholesale Manufacturers

PICKEL STONE CO.

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CESCO'S *New* No. 92 RESPIRATOR

Approved by U. S. Bureau of Mines

Light. Durable. Compact. Allows full vision and does not interfere with goggles. Over 45 sq. in. filter area. Wear all day in comfort. **\$2.50 ea.**
Order today.

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**Dixie Rose Pink Dixie Mahogany
Dixie Blue-Grey and Dixie Black Granites**

Quarried, Sawed and Manufactured by

MOUNTAIN PARK GRANITE CO.

Mountain Park, Oklahoma

Your inquiries given prompt attention

WHOLESALE MANUFACTURERS OF
Missouri Red Granite
MONUMENTS, MARKERS and ROLLS

Your inquiries given prompt attention

J. P. BOURGOIN & CO., INC., Elmwood, Ill.



Patented

**OWENS LONG LIFE
SAND-BLAST NOZZLE**

It will give as much service
as 200 cast iron nozzles

Price \$9.00 Postpaid in U. S. A. Large Size: 1-8, 3-16, 1-4, 5-16, 3-8
Small Nozzles for Shape Carving \$9 each. Sizes 1-8, 3-32, 1-16, 3-64

Order one today or write for circular

W. B. OWENS, 1516 Pico Blvd., Santa Monica, Calif.

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In all Granites, Marbles and Bronze

Imported Granites and Premiums

Whether your needs be Barre, St. Cloud, or Elberton, any of the imported granites or marbles, you'll find our facilities more than helpful. We also have a complete line of sales premiums which fare proving increasingly beneficial to retailers. Won't you write or further information and samples.

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Exclusive Wholesale Manufacturers of

Missouri Red Granite

— Also All Other Granites —

CENTRAL MONUMENT CO.

3535 Gratiot St., St. Louis, Mo.

Trade News

RANDOM NOTES

J. C. Brewer

Mr. H. J. Van Nostrand, of the Federal Memorial Manufacturing Co. of Tulsa, Oklahoma, served his apprenticeship in Tecamah, Nebraska, with his father in 1882. After his father, C. W. Van Nostrand died, he carried on the business at Tecamah until 1920, when he moved to Clarimore, moving to Tulsa in 1927. He bought the interest of Chenoweth-Gatheridge in 1927.

He has recently remodeled the building, has a beautiful display. Mr. Van Nostrand has created many outstanding designs. In addition to his memorial business he carries a complete line of supplies.

Mr. Meyers of Meyers Monument Works at Okmulgee, Oklahoma, purchased the plant from Gifford of Muskogee, Okla., in 1931. He has recently changed the name from Okmulgee Marble & Granite Works to Meyers Monument Works.

He has just finished remodeling the plant and building a new office, and recently purchased a residence and five acres of land adjoining the plant. He reports business conditions as looking very favorable.

Mr. Holmes of the Tulsa Monument Company has been twenty years in Tulsa. In April 1937 he erected an outstanding display room, the building being of concrete, steel, brick and stone. In the 19 x 96 basement is all machinery and storage,—on the main floor are the offices and conference room.

The Missouri Granite Company at St. Joseph, Missouri, has recently installed new sandblast machinery and a Stone Take-About Saw.

The Carrollton Monument Company of Carrollton, Missouri, was established in 1880 and has been operated by T. A. Vandergrift since 1917. In April 1937 he installed all new equipment, also extensively repaired the building. Intends to remodel show room and paint building this year.

H. W. Cook opened the Sedalia Mont. Works in 1931, at Sedalia, Missouri. Fire caused an entire loss in July, 1937. January 1st, 1938 he built a new shop 22 x 62 of steel and frame construction with all modern equipment, surfacers, polish mill, sand blast, overhead crane, etc. He learned his trade with his father, G. E. Cook at Lamar, Mo.

Mr. J. B. Baird of the Warrensburg Marble & Granite Works at Warrensburg, Missouri, purchased the interest of his partner on June 16, 1937. He has been in the monument business since 1898, first with F. S. Farley, then with Mr. Townsend from 1902 to 1937.

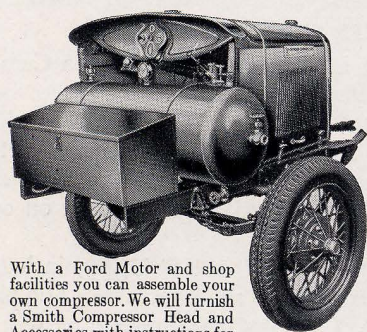
A. K. Kendrick operating the Kendrick Monument Co. at Fayette, Missouri, opened his business there on June 15, 1937. He has an attractive show room three doors from the square, intends to install sand blast and other equipment in the near future.

NEW LOCATION

Williamsville Memorials is now located at 5363 Main St., Williamsville, New York. A fine monumental display is in the front of the office, while the shop is located in a separate building in the rear.

Mr. Anton Contrucci, owner, was formerly associated with the Amherst Memorial Co. of Williamsville.

SAVE MONEY with a highly efficient SMITH AIR COMPRESSOR



With a Ford Motor and shop facilities you can assemble your own compressor. We will furnish a Smith Compressor Head and Accessories with instructions for mounting.

GORDON SMITH & CO., Bowling Green, Ky.

made from FORD Parts

For sand blasting and general use with pneumatic tools, the Smith Compressor replaces cumbersome, inefficient portable compressors on 90% of the jobs. That's why we say, "IT'S IMPORTANT IN THE MONUMENTAL INDUSTRY."

Over 60 cu. ft. a minute capacity. Pressure up to 175 lbs. per square inch. Head equipped with high speed compressor valves; automatic unloading and idling. Address inquiries to Desk J.

DEDO MONUMENT PORTRAITS

Dedo Jadcrest - - - Jadco Fastener



Featuring a QUALITY PRODUCT

DEDO PORTRAITS are creations of real artists and craftsmen. A special copper base insures their strength and over forty years experience guarantees their DURABILITY and PROTECTION. The patented JADCO FASTENER makes them a permanent attachment to monument. DEDO JADCREST lends an often desired privacy to the portrait and is in keeping with the finest memorial traditions.

J. A. DEDOUCH COMPANY

608-610 Harrison St.

Oak Park, Ill.

NEW YORK'S WOODLAWN HAS STRIKE

Woodlawn Cemetery, New York City, has experienced a strike, the first real labor trouble in its seventy-five years of operations. The suspension of work came unannounced, and was regarded by the Cemetery management as being "wholly unjustified." Despite the strike, the Cemetery carried on through six days, did not delay a funeral and had over one-half of its normal force at work each day. Attempted interference with funerals, by agitators and outsiders, is believed to have reacted favorably to the Cemetery's position. The Labor Board then held a hearing, with both sides present. A result of this hearing was the withdrawal of pickets, and the men returned to work and negotiations were resumed. The Cemetery workers' union is said to be very anxious to obtain a contract with Woodlawn which will provide for a "closed shop." It is considered doubtful that the Board of Directors of Woodlawn will agree to such a provision.

"Woodlawn has recognized the union, but has made no distinction with its employes as to union membership or non-membership. We are very anxious to co-operate in every way to bring about a permanently peaceful settlement. But we are in the same position as a great many cemeteries with reduced income both from investments and lot sales," said Superintendent John C. Plumb.—A.A.C.S. BULLETIN.

THE LINDSAY "SILENCER"

You can now obtain Lindsay Portable Compressor Units "silenced" for cemetery work to minimize interference with funeral services. The steel box body of the auto trailer mounting has been nearly doubled in thickness and all seams electrically welded to reduce resonance and rattles. The engines are provided with special mufflers to reduce the exhaust noise so that it is heard no farther away than the hiss of the air escaping from the sandblast nozzle.

These items are now available with no increase in price on all the models recommended for sandblast work. The smaller machines for pneumatic tool work can also be furnished with special engine mufflers for a slight additional charge. This special equipment is not usually required however on the pneumatic tool sizes as the rattle of the tool carries to no greater distance than the engine noise with the standard muffler.

To obtain more detailed information write P. K. Lindsay Company, Everett, Mass.

QUARRY ACCIDENT

A rock slide, following a blast, at the Wells-Lamson quarry in Websterville, Vermont, claimed the lives of two men working in the deep quarry hole. William H. Hamilton, 57, of Lower Websterville, foreman in the hole, was instantly killed, and Earle L. Morse, 30, of Graniteville, died at the Barre city hospital two hours after the accident.

The accident was unusual. Quarrymen had drilled five holes into a big sheet of granite on a slanting side of the quarry. Shortly before 9 o'clock the signal was given men in the quarry to stand clear for the blasting of the section of rock which had been drilled. The blast was set off and a portion of the rock slid down into the hole. Three or four minutes passed and the rock ceased to slide down the ledge. Quarrymen started to return to their stations and Hamilton started out ahead to look over the rock, other quarrymen stating later that he was considering another blast to bring down the remainder of the stone. Morse was walking not far away and Paul Bagalio, another employe was close to Hamilton.

The men had just about reached the area into which some of the stone had fallen after the blast, when about 200 tons of stone remaining on the slanting header suddenly started moving and cascaded down upon them. Bagalio saw the slide start and was in a position where he could scramble up some rock to safety.

Hamilton was unable to get out of the way of the slide and several pieces of stone struck him, killing him instantly. His legs and hips were crushed and he was crushed about the head and body by the slide. Morse, also unable to escape the slide, was pinned by a huge triangular block of granite which landed across the lower part of his body, crushing his legs.

The accident was regarded by old quarrymen as one of the worst which had occurred on "the hill". Operations were suspended for the day at the Wells-Lamson quarry. H. Brandon Jones stated that the cause of the slide which killed the men was not determined. Some vibrations loosened wedging rocks, it was thought, and suddenly started the mass into the hole after it appeared to be completely halted.

EVANS' 5-A DOPE FOR SAND BLASTING

Your Memorial Day Rush Business can be speeded up with Evans' Low Melting Point, Quick Setting 5-A Sand Blast Dope. Write for descriptive folder and prices.

"IT PAYS TO STICK WITH EVANS"

THE COMMERCIAL PASTE CO., Columbus, O.

23 YEARS ON THE MARKET

MESSERLY'S GRANITE CLEANER

2 lbs. make	8 qts.	\$2.50	Parcel Post Prepaid Shipped by Express
10 lbs. make	40 qts.	8.00	
25 lbs. make	100 qts.	18.00	
100 lbs. make	400 qts.	70.00	

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Clean Granite for PROFIT!

With spring at hand, now is the time for you to make real profits in stone cleaning work. The use of Magnus Granite Cleaner will assure you of over 400% profit on all your stone cleaning jobs.

Magnus Granite Cleaner cleans the dirtiest stones quickly, surely and safely—no harm to the stone or to the worker.

Why not order Magnus Granite Cleaner for your spring needs now and be well prepared. Write today for a 10-lb. trial order (\$8.00, money-back guarantee)—or your FREE copy of our new "Stone Cleaning Handbook".

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MAGNUS CLEANERS

No matter what you want,
try a Monumental News
Want Ad to get it. See page
169 in this issue.

Trade News

NORTON COMPANY REPLACES OLD PLANT

A new four-story building is to be erected by Norton Company, Worcester, Massachusetts, size of building 333 feet by 60 feet. It is to replace Plant One, 53 years old, and the old office building. Total floor area will be 100,000 square feet. The floors are designed to carry a live load of 250 pounds per square foot. Demolition of the old buildings will start on or about April 1.

The structure of steel and brick will cost \$263,000, including four stories and basement. The architect is G. Adolph Johnson and the contractor E. J. Cross Company, both of Worcester, Massachusetts.

This is the second step in a renovation and replacement program in which Plant Three was replaced by a new building in 1937.

Editorially in the company's shop newspaper, "The Norton Spirit," the president gives five reasons:

1. "We believe in the American business idea of scrapping old and out-of-date plant and equipment and investing, even at some risk, more of our capital in improved means for economically producing more and better goods. This policy we believe will steady employment, make more jobs, provide greater security and prosperity for all.

2. "Because the new plant as planned will provide improved working conditions, just as the new Plant #3 has provided working conditions vastly superior to the old Truing Room formerly in Plant #2. The new building is designed for heavier loads and will give us an assurance of safety.

"It is our constant aim to make Norton Company a safe, healthful, well-lighted, clean place in which to work. We want to be proud of the working conditions in every part of this large plant.

3. "Because, when business is slack, the rebuilding of Plant #1, which is in a vital position in our production line, can be done with the least possible disturbance to our regular production.

4. "Because, in a time of recession such as this, prices of building materials such as steel, bricks, cement and lumber, are low; and we can build economically.

5. "Because we hope it will furnish employment to some of those whom we have been obliged to lay off.

"The building of this plant at this time proves again our faith in the fundamental soundness of Norton stability and our belief in further prosperity for us all. Having managed our finances so that we are able to do it, we regard it as a patriotic duty for the company to do what it can to meet the unemployment problem and to take a step toward better business."

VANDALISM

F. A. Bloyer of Monticello, Ill., sends us illustrations of vandalism occurring in Lynn Grove Cemetery near Sidney, Ill.

Forty-one tombstones and monuments were broken or defaced, the damage estimated at several thousand dollars. A large reward has been offered by the sheriff for arrest and conviction of the vandals. As Mr. Bloyer stated: "We cannot see why any one would stoop so low as to cause so much damage in a cemetery."

They shall not grow old, as we that are left grow old. Age shall not weary them nor the years condemn, at the going down of the sun in the morning we will remember them.—LAWRENCE BINYON.

The Voice of THE TRADE

DONALD BLAKE SENDS A LETTER

(Continued from page 142)

- | | |
|---|-----------------------|
| 7. Should Federal wage and hour legislation be adopted? | Yes 20.80
No 78.04 |
| 8. Should the Wagner Labor Act be amended | |
| (a) So that a man's right to work could not be interfered with because he is NOT a member of a union? | Yes 91.94
No 5.33 |
| (b) So that there would be a mutuality of responsibility between employer and employe under labor agreements? | Yes 89.62
No 3.69 |
| 9. Should a Federal corporation licensing bill be enacted? | Yes 17.35
No 73.91 |
| 10. Should the Federal Government extend its activities to provide loans for small businesses? | Yes 44.67
No 49.59 |
| 11. Would you favor and support a league of "small" business men organized to express our opinions and to keep us informed of legislation, taxes, etc., affecting our general welfare and progress? | Yes 84.70
No 5.60 |
| 12. Does your business prosper more when "big" business also prospers? | Yes 94.13
No 2.19 |
| 13. Do you believe that recovery would be helped if congress would give all business a long holiday and pass no legislation that would add to business taxes or regulation? | Yes 91.26
No 6.01 |

You will be further interested, I am sure, in learning that these returns came from really small businesses. More than half came from concerns having between 1 and 5 employes. The following table shows the percentage of employers having employes in the various classifications from under 5 to 100 and over:

	Pct. of returns
Under 5 employes -----	51.57
5 to 9 employes -----	25.69
10 to 24 employes -----	11.63
25 to 49 employes -----	6.41
50 to 99 employes -----	1.93
100 and over -----	2.77

These questionnaires are on file in my office at 1000 E. 67th St., Chicago, and I will be glad to have you inspect them. The comments so frequently made on the bottoms of the replies should be of interest to you, as our congressional representative, for they show how the people in your district are thinking. In the ratio of about 10 to 1 these comments call for a cessation of more law making, a reduction of taxes and for congress to take a long vacation.

I would appreciate it very much if you would give this letter your careful attention and let me have your views on same so that I can report back to the little business men who have expressed themselves in these questionnaires. Thanking you for an early response, I am

Yours respectfully,

DONALD P. BLAKE,

Manager, Chas. G. Blake Co.,

Chicago, Ill.

Obituary Record

John H. McCarthy

John H. McCarthy, president and treasurer of the McCarthy Monument Co., at St. Louis, Missouri, died on March 3, 1938.

He was born in 1883. Graduating from Christian Brothers College in 1902, he continued his education at Missouri College of Mines, where he received the Mining Engineer degree in 1905. For the next two years, he was a mining engineer, working in British Columbia. He later entered the memorial field, joining his father, John H. McCarthy, Sr.. At the death of his father in 1916, he became president of the firm.

Mr. McCarthy, by his strong and pleasing personality, his sterling character and loyalty to his friends, associates and religion had acquired a wide circle of influence. His death at the height of his career is deeply regretted by all.

Attilio L. Bardi

Attilio L. Bardi of Proctor, Vermont, aged 66, a master sculptor, died at the Proctor hospital after a long illness.

A native of Carrara, Italy, Bardi had been employed by the Vermont Marble company for the past 43 years. About ten years ago he fashioned the first of his now famous "Last Supper" panels, and since that time he had carved nine others out of white marble. He was a graduate of the Royal Art academy in Carrara.

F. E. Langley

F. E. Langley, publisher, philanthropist and civic leader, died April 30th, 1938 at the Barre City Hospital where he had been a patient since March 25th.

Born on October 6, 1864 at Wilmot, N. H., he came to Barre January, 1897. At the age of 16 he entered the University Press at Cambridge, Mass., to learn the printing trade. At 20 he operated his first newspaper at Methuen, Mass.

In March, 1897 he began publishing the Barre Daily Times and continued as publisher and principal owner until his death.

In 1922 he and his son James purchased and consolidated two papers at Concord, N. H., where they publish the Concord Monitor-Patriot.

He, with F. D. Ladd, D. M. Miles and B. W. Hooker, were the committee which planned and promoted the formation of the corporation and the building of Hotel Barre and Mr. Langley was for many years at the head of that corporation.

He was a trustee of the Aldrich Public library and a director of the Green Mountain Power corporation, the Barre and Chelsea railroad, the Montpelier and Wells River railroad and was foremost in the securing of the Barre-Montpelier airport. He was president of the Barre Trust Co. for many years.

Mr. Langley's hobby was the Barre City hospital, which he helped to establish in 1907, and of which he was a trustee from the beginning to the present day, and for a long period of that time he was president of the board of trustees and chairman of the executive committee.

Mr. Langley was married on October 4, 1892, to Mary B. McLellan of Boston. They have three children, James M. Langley of Concord, N. H., publisher of the Concord Monitor-Patriot; Mrs. Esther L. Newell of Concord, N. H., and Marcia Langley of Hartford, Conn.

He also leaves four grandchildren and one brother, Aubrey T. Langley of Wilmot, N. H.

WEDGE LEAD



Above shows actual size. Order by number.

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Eliminate Competition

Quick, artistic, modestly
priced special design
service to the retail
memorial craftsman.



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Charlotte, N. C.

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George S. Carufel, Sr.

George S. Carufel, Sr., aged 68 years, manager of the Fargo Marble and Granite Works, Fargo, North Dakota, died on January 29, 1938, as the result of being struck by an automobile. He died before reaching the hospital.

Omer Bond

Omer Bond, Elberton granite dealer, was killed on February 26th, near Colbert, Georgia, when the automobile he was driving was overturned on a sharp curve, turning over several times and being totally demolished. Mr. Bond was connected with the Modern Granite Company of Elberton, Ga.

Ernesto P. Malnati

Ernesto P. Malnati, sculptor for Comolli & Co., died at the Deaconess Hospital in Boston, in February, having been ill for several months. Born at Brenno, Useria, Italy in 1880 he came to Barre about 40 years ago to follow the trade of carver and sculptor. Had been employed in several plants and recently by Comolli & Co. He carved many outstanding memorials, worked on Metropolitan Life and the Public Library of New York City. He was a member of the Eagles, Red Men and G. C. I. A. He is survived by his widow, his mother in Italy, a son, a daughter, two brothers and two sisters, a grandson and two granddaughters.

George J. Hoyt

George J. Hoyt died at DeLand, Florida, April 22, 1938, aged 76 years.

Mr. Hoyt was born in Prospect, Me., September 17, 1861. He learned his trade at Bardwell Company, coming to Barre in 1894. He was first employed by the Harrison Granite Co.

After working for a time he and Willis A. Lebourveau formed a partnership in the Barre granite industry under the name of Hoyt & Lebourveau company, with Mr. Hoyt as president of the corporation. Later he was associated with Alexander Milne in a business under the name of Hoyt & Milne. He continued in the granite business here for 22 years, after which he and Mrs. Hoyt moved to DeLand, largely on account of the condition of Mrs. Hoyt's health, following the death of their only son, Dr. Francis Russell Hoyt, who became a captain in the World war and who died in Bristol, England, on Dec. 18, 1918.

Mr. Hoyt's wife was Margaret Russell, and they were married in Vinal Haven, Me., on June 30, 1889. Mrs. Hoyt died in DeLand in August of 1933.

George Gray Barnard

George Grey Barnard, famed sculptor, died of heart disease, April 24, 1938, aged 74 years. Barnard, who studied at the Chicago Art Institute became famous before he was 25 years old.

Barnard, whose statue of Lincoln as a homely, earth-sprung man caused a controversy when it was unveiled in Cincinnati twenty-one years ago, would have seen his collection of Gothic art opened to the public in a new building at the Cloisters in Fort Tyron park had he lived until next May 10. This collection was given to the Metropolitan Museum of Art by John D. Rockefeller Jr., who bought it from Barnard several years ago.

Surviving Mr. Barnard are his widow, Edna Monroe Barnard; two daughters, Miss Vivia Barnard and Mrs. Barbara MacGregor, both of Waterford, Conn., and a son, Monroe Barnard, who lived with him.

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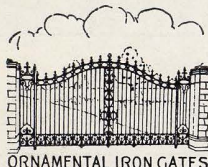
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- *Smith, Whitcomb & Cook Company, Barre, Vermont
- *R. C. Bowers Granite Co., Montpelier, Vermont

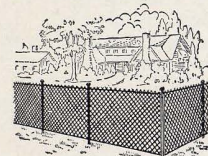
There is Always a Market for STEWART PRODUCTS



ORNAMENTAL
IRON FENCE



ORNAMENTAL IRON GATES



CHAINLINK
LAWN FENCE

Monument dealers should investigate the exceptionally liberal sales plan offered by Stewart. In every season of the year you will find a market for Stewart Iron and Chain Link Wire Fence and Entrance Gates, Ornamental Iron Settees and Chairs, Bronze Tablets, Grave Markers, Steel Folding Chairs and other products. You make no investment—you carry no stock. Sell from Stewart literature. Write for full details today. This places you under no obligation whatever.

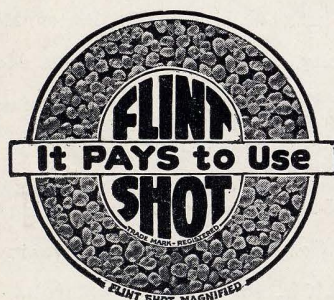
Stewart FENCES

Fully illustrated catalogs showing typical installation and exclusive constructional features are available upon request.

The Stewart Iron Works Co., Inc.

523 Stewart Block, CINCINNATI, OHIO

"World's Greatest Fence Builders Since 1886"



Use FLINT SHOT

for

MONUMENTAL SANDBLASTING UP-TO-DATE

Send for Our Booklet

Mined and Shipped Only by

The Ottawa Silica Co.
Ottawa, Illinois

Here

We need to make the public conscious of the individual-memory-individual-monument idea before the need for a memorial becomes immediate.—ROSCOE ELLARD, of the University of Missouri faculty.

Wise Guys with "figgers and per cent mailing" say women buy directly or indirectly between sixty and eighty per cent of all Memorials, but the Industry selling policies take little note of the vagaries of the feminine psychology.

This doesn't mean that the Salesman of the Future has to be a Gigolo, a Confidence man or a Gable, but he's got to take off his overall, throw away his chewing tobacco, tuck in his shirt and buy a few shrubs for his display room.

Organization is a vitally important thing in any industry, but organization of numbers only is of no value unless the organization has a definite purpose and it is quite evident to us that the purpose of any organization within the retail or wholesale branches of the memorial industry is to sell memorials to the public.—ALEXANDER PARK, Vice-President of the Georgia Granite Corporation.

and

Our experience proves the old adage that you are never licked in any business until you admit it yourself. But it does require constant effort, constant improvement all along the line in any business. Nearly every business has merits which, if properly presented to the public, can turn apparent failure into success.—JOHN H. GANZER, Vice-President The Coolerator Co., Duluth, Minn.

"Know your customers" is sound advice for us as well. Find out as much you can about the memorialized and his family before your first call.

"Advertising is the least expensive method of selling a good product."—CHARLES COOLIDGE PARLIN of Curtis Publishing Company.

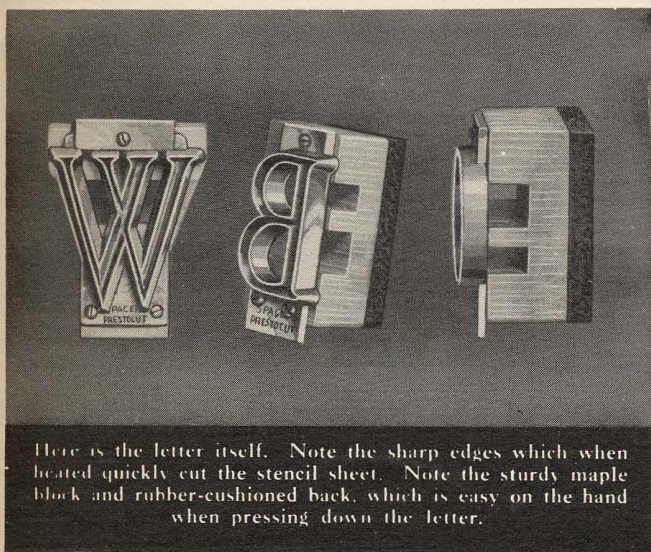
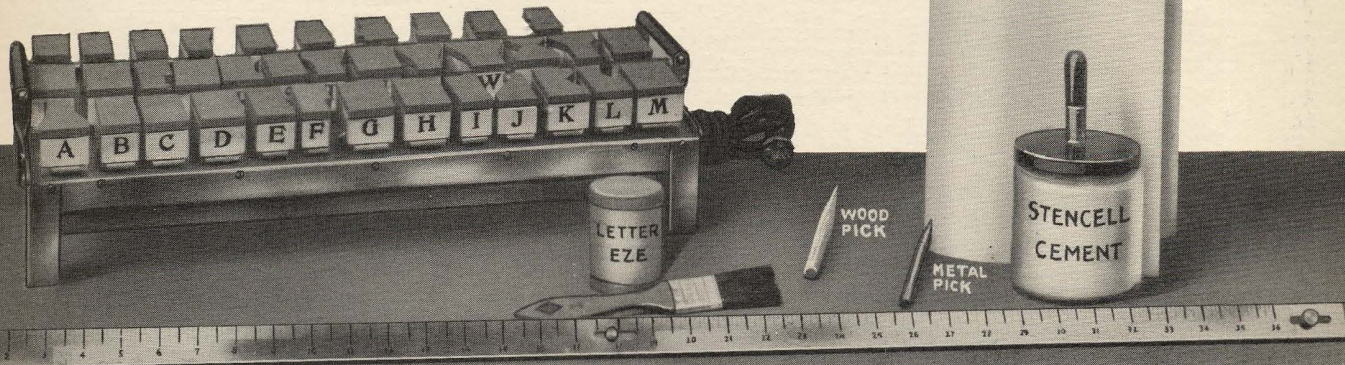
To bring a kit of hundreds of design to the prospect isn't selling—it's more apt to be confusing. Remember the wealthy stay-at-home widow, who spent three years looking over travel books and finally in desperation died in her own bed.

The majority of business men undoubtedly believe in advertising. Although some fail to put this belief in practical form, it is there just the same. They are all anxious to get business and they believe that advertising properly done will bring business. They know that persistent legitimate advertising will, sooner or later, lead to increased sales. Yet there are many business firms who are constantly losing good orders and contracts because they fail to advertise.—THE BUILDING TIMES, London, England.

There

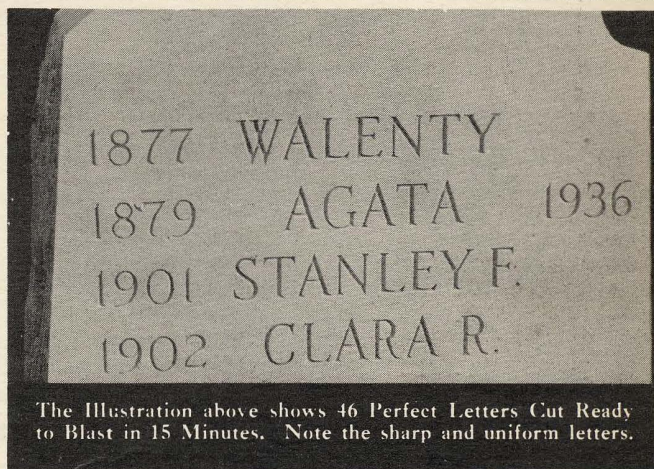
PRESTO

- THE HEATED LETTER CUTS THE STENCIL
- ELIMINATES HANDCUT STENCILS
- AS SIMPLE AS A B C
- FOOLPROOF AND GUARANTEED



The Sensation of The Cleveland Convention is now available for your Spring Business. The Presto-Cut System is simplicity itself. The letters illustrated are placed on the thermostat-controlled electric heater. Each letter is cut into our specially backed **Super-Stencell** with a very little hand pressure. This sheet costs no more than other stencil and **must be used for free replacement of letters.** The cut-out piece of stencil is instantly removed with the pick. Perfect letters are cut with absolutely no variation. Lay-outs are made either with our special **Straight-Edge** or your Spacerite Outfit, in which case the letters are matched over the transfer.

Order promptly for Early Shipment!



The Illustration above shows 46 Perfect Letters Cut Ready to Blast in 15 Minutes. Note the sharp and uniform letters.

PRICE LIST for *New Presto-Cut System*

MODIFIED ROMAN STYLE

1" PRESTO-CUT ALPHABET . . .	\$22.00	1" SET OF PRESTO-CUT NUMERALS	\$10.00
1½" " " " . . .	24.00	1½" " " " " " " " " " " "	12.00
1¾" " " " " . . .	26.00	1¾" " " " " " " " " " " "	14.00
1¾" " " " " . . .	28.00	1¾" " " " " " " " " " " "	16.00
2" " " " " . . .	30.00		
ELECTRIC HEATER COMPLETE (advise current)			\$35.00
STRAIGHT EDGE WITH SLIDE RULE			4.00
CAN OF LETTER EEZE POWDER50
ROLL SUPERSTENCELL—24½" x 10 yds.			11.00
STENCELL CEMENT—GALLON			2.50

UNLIMITED AND UNCONDITIONAL GUARANTEE OF REPLACEMENT

The manufacturer of this Presto-Cut System hereby guarantees to replace at any time without charge any Presto-Cut metal letter damaged from any cause whatsoever, provided the letter was used only with SUPER-STENCELL, which has been specially developed for use with Presto-Cut.

Remove the damaged Presto-Cut letter from its die and return to the manufacturer and a new letter to replace it will be sent you immediately without charge.

The use of Presto-Cut letters with any other stencil voids this guarantee.

JELLOW BROS., Manufacturers.

DAWSON-MACDONALD CO. 178 Purchase Street, BOSTON
BRANCH OFFICES: BARRE, VT.—17 W. 60th St., NEW YORK CITY—4635 W. FULTON ST., CHICAGO
590 Anchor St., PHILA., PA.—4000 York St., DENVER, COLO.—393 Fourth St. N. E., ATLANTA, GA.

SCOTCH AND SWEDE, BARRE, QUINCY, CONCORD AND WESTERLY GRANITE

GRANITE POLISHING SUPPLIES,
CARBORUNDUM GRAINS AND
BRICKS, IRON SAND, CRUSHED
STEEL, PUTTY POWDER, ETC.

R. C. BOWERS GRANITE CO.
MONTPELIER, VT.

124 Union St., Aberdeen, Scotland

Quarries: Barre, Vt.

R

"We wouldn't be without our LANE AUTOMATIC EDGER" says

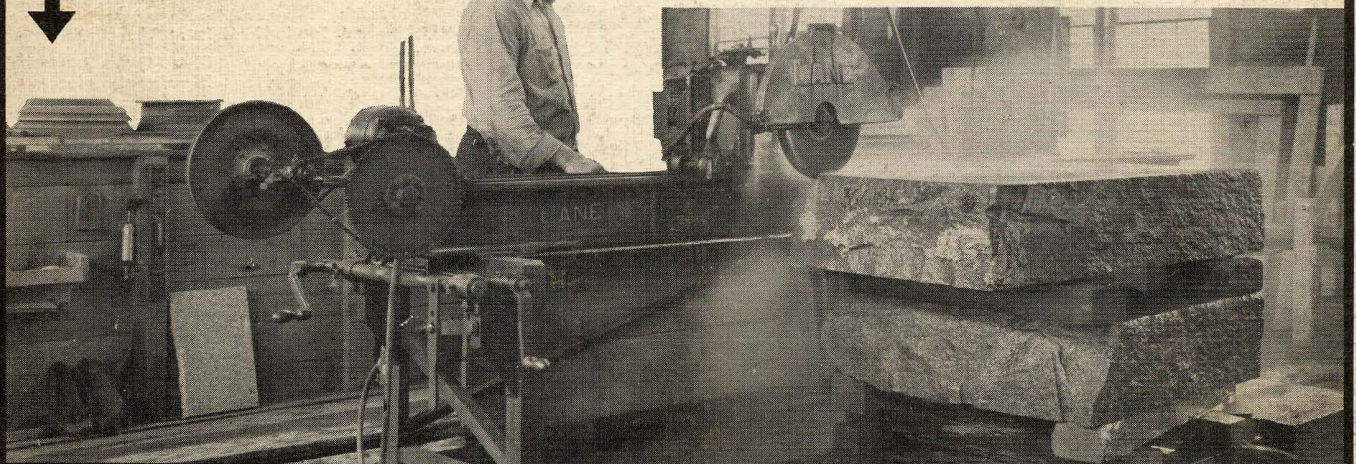
The Waldron Shield Co. of BARRE.

Read what Supt. W. A. Moir says:

NOTE: THE MOLDING WHEELS
IN REGULAR USE FOR SCOTIAS,
CHECKS, FLUTES, GROOVES,
OGEES, BEADS, ETC.



"For more than a year our Lane Automatic using the Lane 7 1-2 h. p. portable Edger has been in daily use giving no trouble and wonderful performance. We cut checks, washes, scotias, ogees and many other cuts in what we're sure is the fastest, most economical manner. We get 20 ft. an hour with 18 in. wheel . . . more with smaller wheels. This Lane machine is the last word in 100% performance. It's a great production machine."



LANE MANUFACTURING COMPANY

Established 1857

MONTPELIER



VERMONT