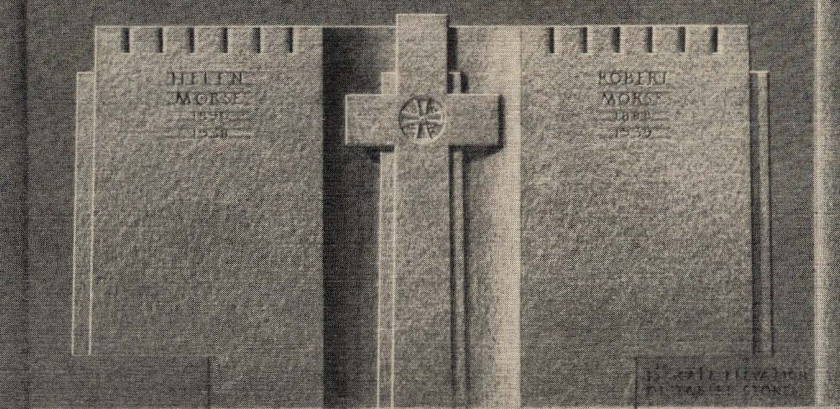
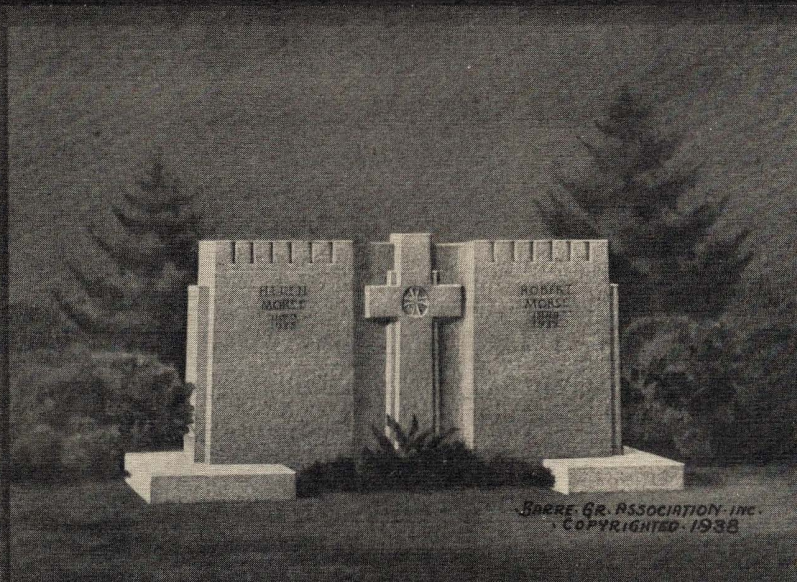
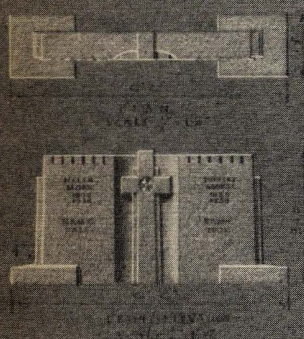


MONUMENTAL News

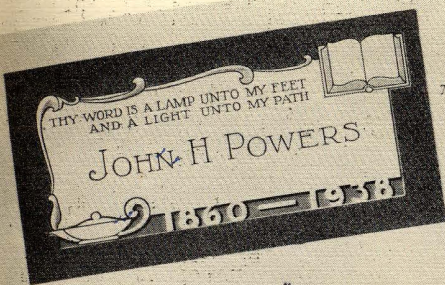
GRANITE
MARBLE

STONE-BRONZE
SCULPTURE

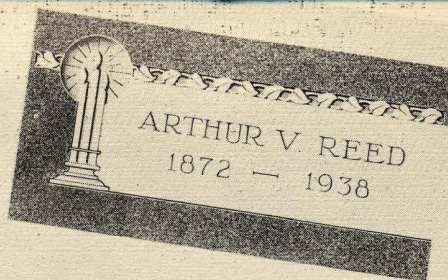


THIS DESIGN PERMITTATES THE
WHERE A MINIMUM OF CARVING
IS DESIRED. CHAPED SAND-BUS
IS SUPERIOR BECAUSE OF SHAR-
NESS OF LINE AND EFFECTIVENESS
OF MODELING

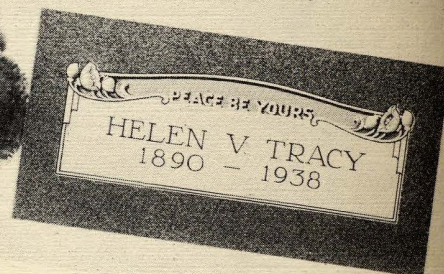
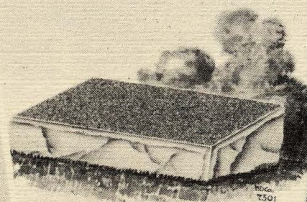
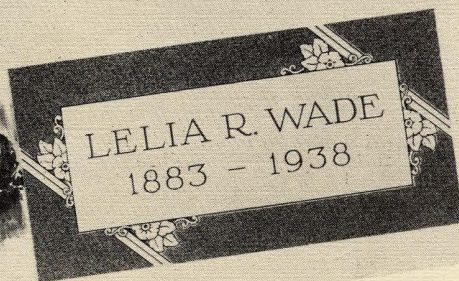
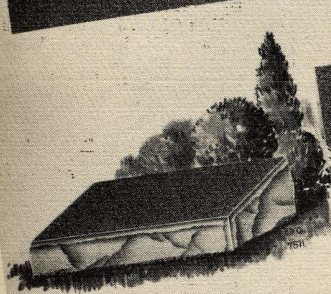
A Select Barre Granite Memorial Of Moderate Cost



THE LAMP IS THE SYMBOL OF THE WORD OF GOD
THE ROSE IS THE SYMBOL OF LOVE



THREE CANDLES THE SYMBOL OF TRINITY
POPPIES ARE THE SYMBOL OF SLEEP



"Ten Million Dollars in Markers" says MONUMENTAL NEWS

A RECENT Monumental News Editorial stated that "it is not unlikely that our industry is losing up to ten millions of dollars a year by failing to appreciate the sales possibilities in Markers of better design."

We have no idea whether or not this estimate is well-founded, but we do know that our clients have shown a ready appreciation and realized better profits from our line of Marker designs, eight of which are here illustrated. These Markers are priced only slightly higher than the usual competitive product, but their consumer appeal is vastly greater and price resistance is appreciably lower.

Write for information on these and many other appealing Marker creations, designed to increase your profits, and write for a representative's call to see our New 1939 Designs ready for display, January 15th.

REPRESENTATIVES

GEORGE W. CARY, Zanesville, Ohio
ARNE BISHOP, Valley Stream, L. I., N. Y.

ARTHUR BISHOP, Hempstead, L. I., N. Y.
J. W. FLETCHER, St. Louis, Missouri

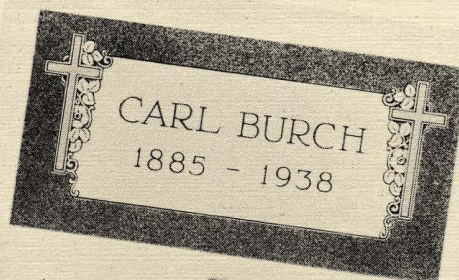
GEORGE R. BOOTH, Manchester, Connecticut
LOUIS C. ROEMER, Attica, Indiana

USLE & PEROJO GRANITE COMPANY

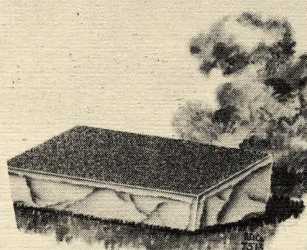
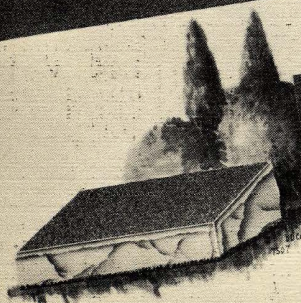
BARRE VERMONT



THE ROSE IS THE SYMBOL OF LOVE
THE SUN IS THE SYMBOL OF GOD



THE ROSE IS THE SYMBOL OF LOVE
THE RISING GLORY IS THE SYMBOL OF GOD



Important Announcements

TO THE TRADE PRESS:

"The Executive Committee of the Memorial Craftsmen of America wish to announce the resignation of Mr. Chauncey G. Austin as Executive Secretary and Mr. Algert Swanson as Assistant Secretary, and the appointment of Mr. Alex Park as Executive Secretary of this Association.



Mr. Austin has been retained by the Memorial Craftsmen of America as counsel.

Both gentlemen have served the Association efficiently and we regret their leaving us. However, in the selection of Mr. Park we feel that we have secured a capable executive and one who has a complete knowledge of the monumental industry throughout the producing, manufacturing, and retailing branches. Mr. Park needs no introduction to the industry having for many years travelled in every section of the United States in a retail and later in a wholesale capacity."

1939 STATE MEETING SCHEDULE

MARYLAND, DELAWARE, AND DISTRICT OF COLUMBIA: Emerson Hotel, Baltimore, Mon. and Tues., Jan. 9 and 10.

PENNSYLVANIA: Penn Harris Hotel, Harrisburg, Wed. and Thurs., Jan. 11 and 12.

MICHIGAN: Hotel Olds, Lansing, Mon. and Tues., Jan. 23 and 24.

MASSACHUSETTS, RHODE ISLAND, AND MAINE: Hotel Kenmore, Boston, Thurs. and Fri., Jan. 26 and 27.

WISCONSIN: Plankinton Hotel, Milwaukee, Wed., Thurs., and Fri., Feb. 1, 2, 3.

MINNESOTA AND DAKOTAS: Breen Hotel, St. Cloud, Tues. and Wed., Feb. 7 and 8.

ILLINOIS: LaSalle Hotel, Chicago, Fri. and Sat., Feb. 9 and 10.

INDIANA: Indianapolis Athletic Club, Indianapolis, Tues., Feb. 14.

IOWA: Kirkwood Hotel, Des Moines, Thurs. and Fri., Feb. 16 and 17.

NEBRASKA: Elks Hotel, Omaha, Mon. and Tues., Feb. 20 and 21.

MISSOURI: Tiger Hotel, Columbia, Thurs. and Fri., Feb. 23 and 24.

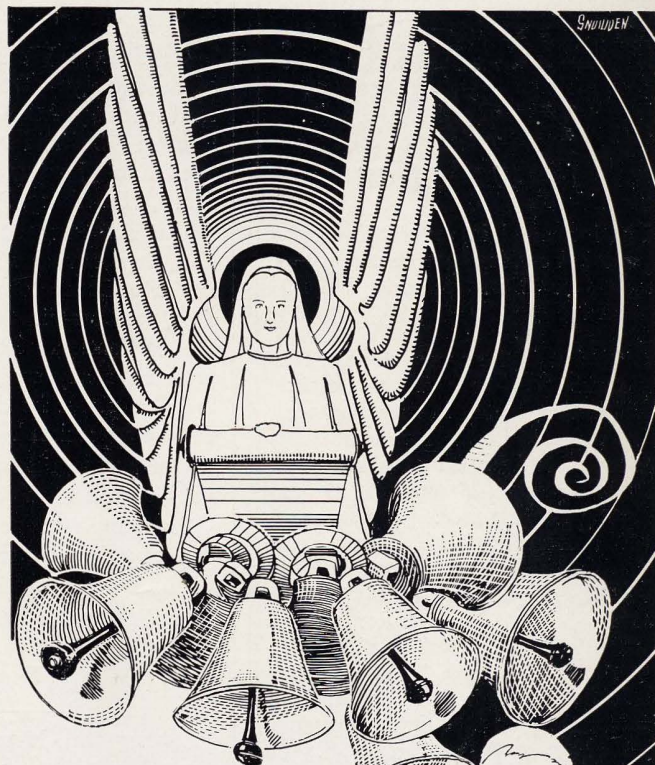
OKLAHOMA: No city and hotel specified. Mon. and Tues., Feb. 27 and 28.

OHIO: Gibson Hotel, Cincinnati, Thurs. and Fri., March 2 and 3.

NEW YORK: Tentative Date: Tues. and Wed., Jan. 17 and 18 or Mon. Jan. 16. Tentative Place: Byrne Bros. Office Building, Kingston, N. Y.

Vol. 50, No. 12
December, 1938

Entered as second Class Matter May 15, 1921, at the Post Office at Madison, Wis., under Act of March 3, 1879. Published monthly by The Monumental News Publishing Co., 114 South Carroll Street, Madison, Wis. Subscription \$3.00 a Year. Canada and Foreign \$3.50.



JOY

When the carollers resound the message, "Joy to the World," inside of everyone there is a tingle of pride, a feeling of joy . . . to think, through generations the spirit of this message has lived to come to us at Christmas time ringing true and as beautiful as when it found its birth. We pause and think . . . will our memory live as has this message?

Everyone may realize their hopes of having their memory live . . . you may bring to them the joy that comes from this satisfaction . . . by giving to them the beauty that will remain beautiful through the ages . . . a Stone Eternal Memorial.

Stone Eternal memorials must satisfy you so that you may satisfy them. Make your next order Stone Eternal.

Georgia Granite Corporation
Elberton, Georgia



FOR SALE:

Yesterday's Newspaper

Not interested in yesterday's newspaper? Very few people are, yet—what are YOU offering YOUR public?

Sentiment is the corner-stone of the memorial industry. To create real and lasting beauty in remembrance, stone should be used as a medium for expressing sentiment—not as a cold commercial product at so much per cubic foot. The successful memorialist, with a real love for his work and a full realization of his responsibility to his client, sells sentiment,—the dealer whose principal sales appeal is his claim that he can furnish "a bigger job for less money" sells stone and bemoans the fact that the monument business is "going to the dogs".

The buying public is beauty and style conscious. It demands and pays for new thoughts and new ideas. Perhaps this is best exemplified in the constant changes in automobile designing. Have YOU, as a builder of memorials, kept pace with the public's demand for new appeals and greater memorial values? Do you wonder that there is small demand for yesterday's newspaper?

Lithichrome Pictorials are new. They combine both the eye and the heart appeal. Lithichromy makes it possible to personalize even the humblest memorial at small cost. Dr. Preston Bradley, after viewing the Lithichrome display at the recent Chicago convention, stated that he considered Lithichromy one of the most interesting and appealing developments in the memorial industry ever brought to his attention.

Lithichrome Pictorials make the selling of sentiment, rather than cubic feet of stone, both easy and profitable for you. We invite inquiries from the better memorial dealers throughout the country.

**C. E. CLEVELAND
LITHICHROME CO.**

SALINA, KANSAS

De Wayne Nelson, Sales Manager

Letters to the EDITOR

Gentlemen: We are taking this means of advising you that the thirty-first annual meeting of the above named association will be held on the eleventh and twelfth of January at the Penn-Harris Hotel, Harrisburg, Pa.

Our monthly publication, the Curtain Call, has carried such information and the two issues to come, prior to that time, will contain the salient features of the convention. If you or your trade press have any suggestions or criticisms to offer, please be doubly sure that they will be appreciated.

Our program is not yet definitely fixed and hence it is subject to change.

Thanking you for any cooperation you may or may not care to give, we are

Very cordially yours,

PENNSYLVANIA ASSOCIATION,

M. C. of A., Inc.,

Wm. P. Eisenbrown, *Secretary*.

MONUMENTAL NEWS:

Dear Sirs: During the last number of years we are wondering if there has been any attempt anywhere to deal with local situations as regards labor on the basis of the trend of the times in relation to the keen competition for lesser priced goods.

Labor always seems interested only in all the traffic will bear that it would be refreshing to have a spirit of cooperative understanding shown by the Unions by, in some way, encouraging an understanding of the problems of selling memorials to the public under present conditions.

The employer who seeks to employ only the best of workmanship and keep a standard is under a severe handicap when he is met with continuing competition that almost amounts to extinction of margins after paying wages that are arbitrarily set in locations where Union employment is more generally possible on account of larger markets, etc.

The Union although giving freedom of action to local branches does not in any way encourage locals to meet varying conditions which policy becomes a means of strangling the organization of the craftsmen where competition in a small market forces prices below the point where the employer of Union labor there can keep his business on the proper footing of fitness to carry on.

There is room for research along this line that might prove helpful eventually.

B. C. MONT. WORKS, LTD.,

Vancouver, B. C.

Select "F/C" BLACK



FOR MEMORIALS
OF
BEAUTY
WORKMANSHIP
AND
DURABILITY

FRENCH CREEK
GRANITE CO.
ST. PETERS, PA.

IMPORTERS OF ITALIAN MARBLE STATUARY

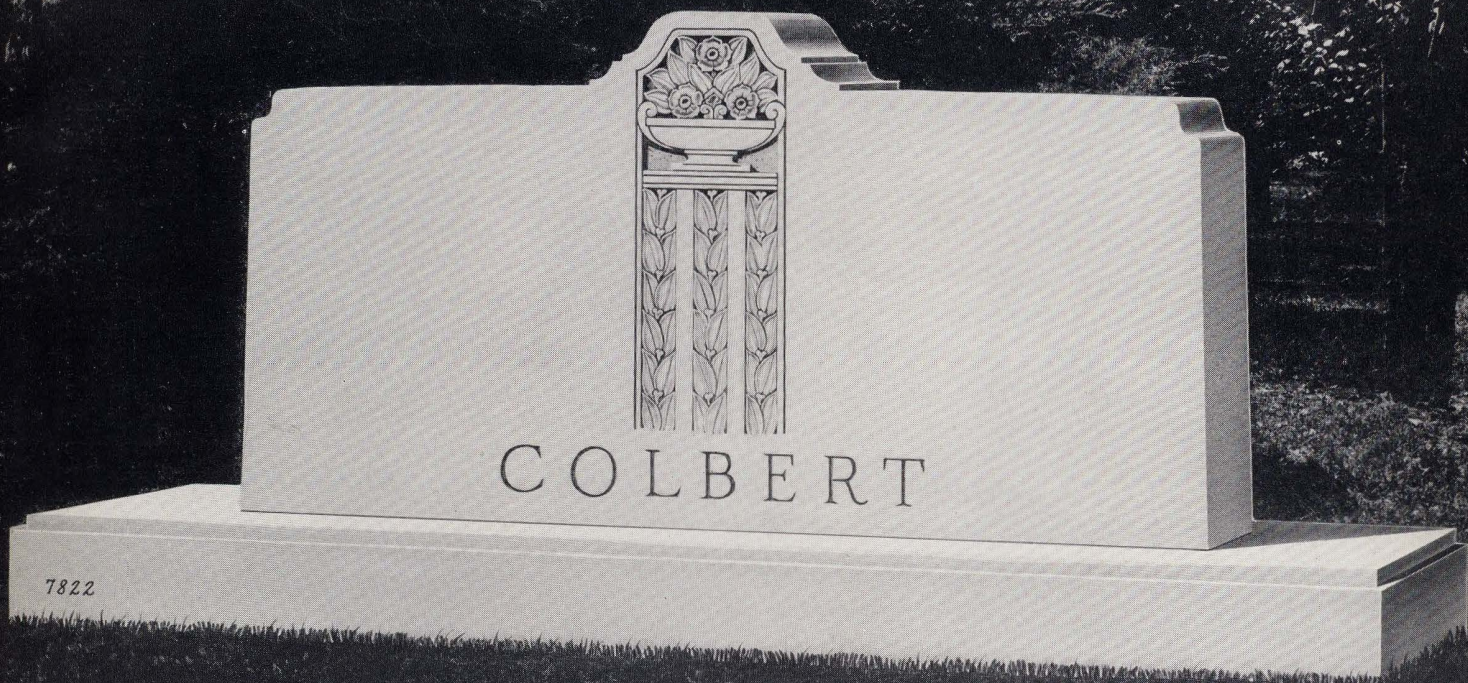


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LARGE
SELECTION
IN STOCK
at all times
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Write for
Descriptive Folder

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

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



Sizes and prices on this new design sent on request

FOR ALMOST HALF A CENTURY

. . many of the best Dealers of America have been our customers. To them the value of our service and the quality of our workmanship is well known.

- Our Monuments in beautiful Georgia Marble will grace your showroom and make money for you too.
- Send us your inquiries and orders. They will be appreciated.

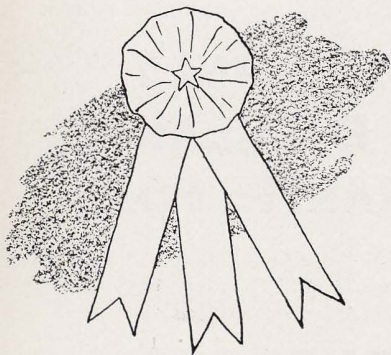
THE GEORGIA MARBLE FINISHING WORKS

"Builders of Fine Monuments"

CANTON GEORGIA

A R K B L U E ★ D A R K P I M

The annual meeting will be held late in January (see page 512). Annual dues of \$5.00 should be sent to Lyman Whitcomb, Secretary, 221 Columbus Ave., Boston, Mass.



CARBORUNDUM HELPS WIN A BLUE RIBBON

Part of the credit for winning this blue ribbon at the National Convention of Memorial Craftsmen of America should go to Carborundum. Why? Because Carborundum Brand Silicon Carbide Resinoid Moulding Wheels were used to give smoothly finished, accurately cut moulds. Carborundum Brand edging and slotting wheels gave the monument sharp, clean-cut arrises. And lastly, Carborundum Brand "Blastite" was used to give added effectiveness to the design over the arch because of its sharp, clean cutting qualities.

If you haven't tried Carborundum Brand Products in your shop, it will pay you to investigate. Send for a free copy of Carborundum Products for the Stone Trade.



*Photo Courtesy
Stanze Monument Co., Inc., St. Louis*



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)

**EVERY
ARCHITECT
"ON THE TOP"**



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

MONUMENTAL AND BUILDING PURPOSES

Svenska Granitindustri Aktiebolaget

FOUNDED 1896

KARLSHAMN, Sweden

Opportunity . . .

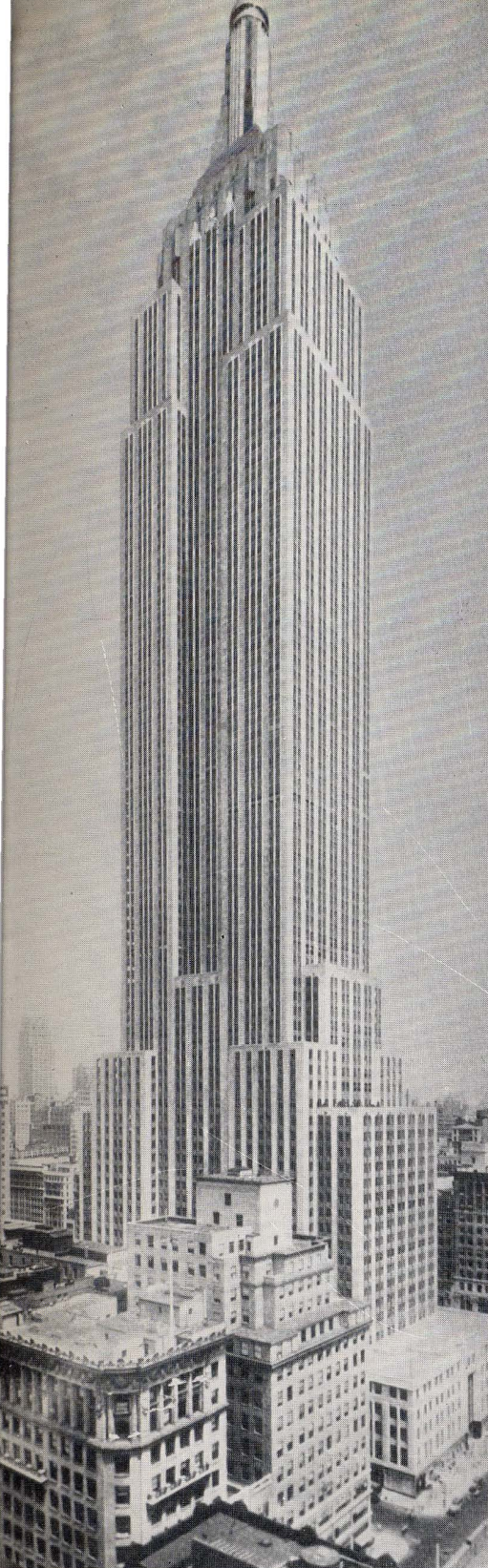
Available to a limited group of students who are ambitious to obtain a thorough training as memorial designers.

Short courses and mail courses have value but they do not finish a student in a manner to guarantee him a sustaining professional income.

Fundamental problems retarding progress in our retail field today can be more successfully overcome by training and returning to that field a large group of capable and modern young artists than by any other method.

Complete information available until this year's enrollment is closed.

BLISS DESIGN CO., Rockford, Ill.



EMPIRE STATE BUILDING, NEW YORK CITY
The lower part of the facade is covered with polished black AKF granite.
Architects: Shreve, Lamb & Harmon.
Contractors for the granite work: Haskel & Sons, Inc., Brooklyn.

ALL OVER THE WORLD

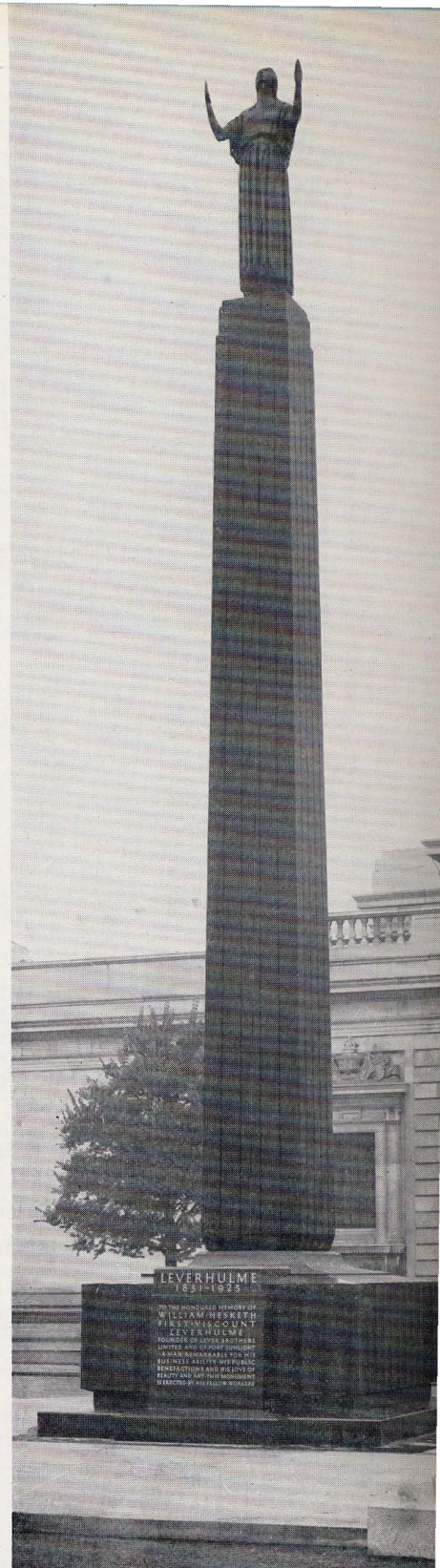


IS USED WHERE
HIGH GRADE GRANITE
IS REQUIRED

**BUILDINGS,
MONUMENTS,
SCULPTURAL WORKS**

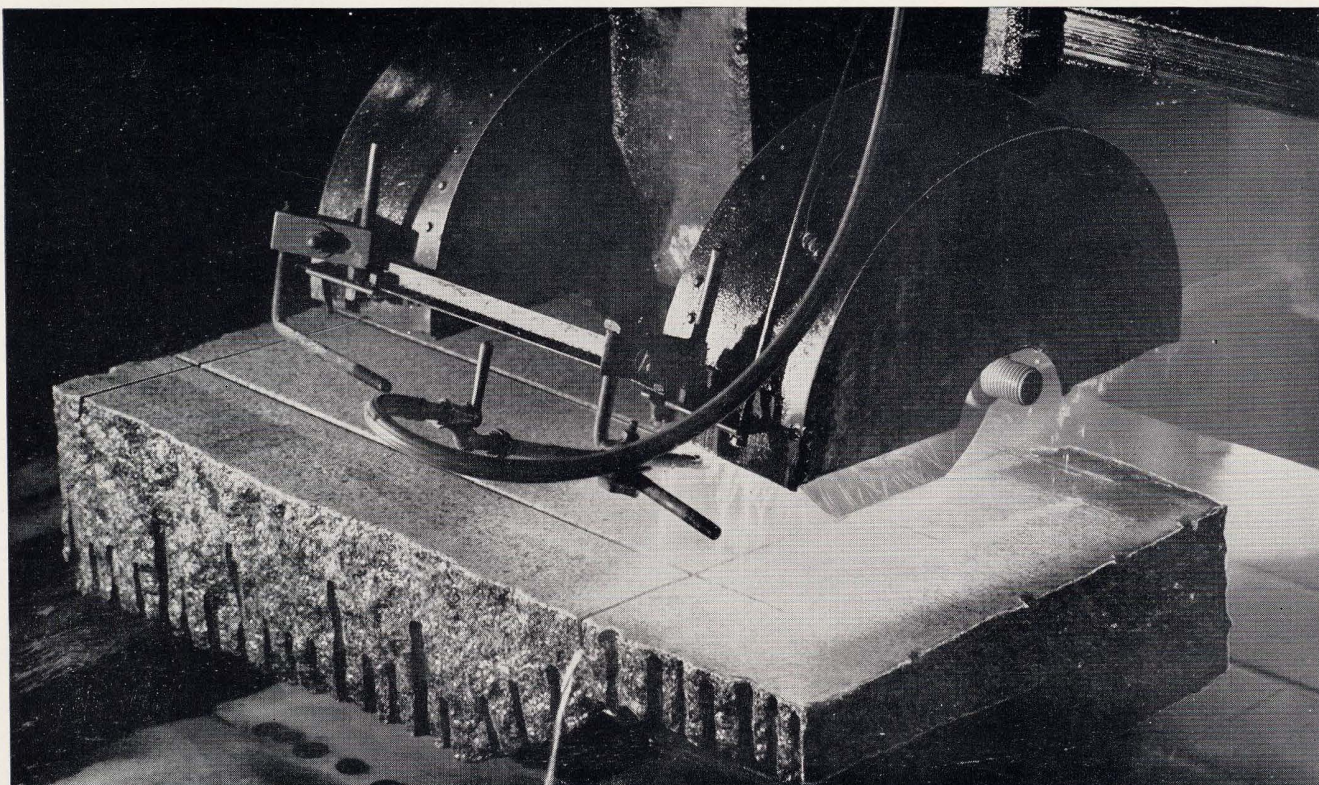
EBONY BLACK AKF
BONACCORD BLACK AKF/LGA
BONACCORD BLUEBERG AKF
NEW GREEN AKF
RED GRANITES AKF
LABRADORS.

WRITE OR CABLE:



THE LEVERHULME MONUMENT,
LIVERPOOL, ENGLAND
The granite work in AKF granite, Bonaccord Blueberg.
Executed by Granitwerk Adam Müller, Wirsberg, Ba

“FERNSTRÖMS”
Karlshamn, Sweden



CRYSTOLON ABRASIVE . . . RESINOID BOND . . .

A Combination That Reduces Granite Working Costs

HARD, sharp Crystolon abrasive, made in Norton Company's own electric furnace plant, is the abrading element. The resinoid bond gives a strong wheel (equal to the most severe granite cutting jobs) yet a wheel with pore space between the grains to give fast, cool grinding action.

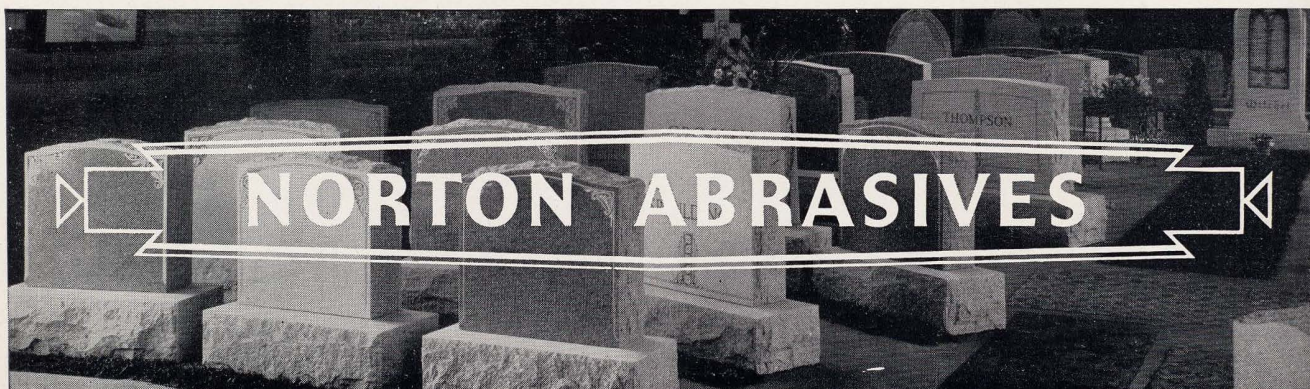
A taper to the wheel prevents binding in even the deepest cuts.

Try the Norton resinoid wheel in your shop. We're confident that you will like it.

NORTON COMPANY, WORCESTER, MASS.

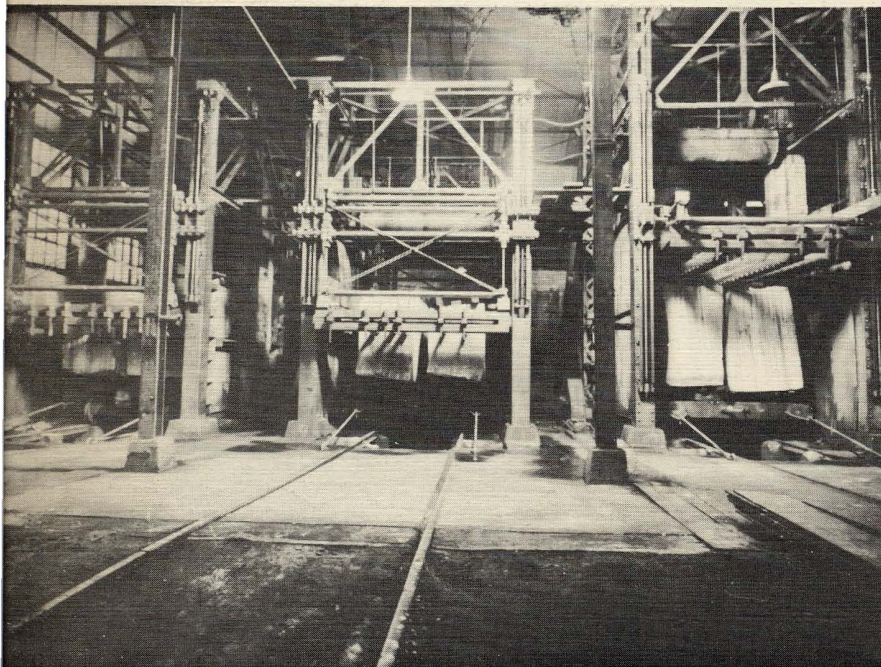
New York	Chicago	Detroit	Philadelphia	Pittsburgh
Hartford	Cleveland	Hamilton, Ont.	London	Paris
	Wesseling, Germany		Corsico, Italy	

W-682



GRANITE MEN KNOW . . . SAMSON CAN "TAKE IT"

Gang Saw Performance is the True Test of Shot



EXPERIENCE has proven that the true test of shot is its ability to "take" over and over the gruelling, grinding pressure of each downward stroke of the saw blades.

Year upon year of satisfactory performance from bag after bag of SAMSON STEEL SHOT has proven to Granite men that SAMSON is the shot for economical, consistent performance for every type of sawing.

You need shot that has proven its ability to "take it." Insist on Samson Steel Shot.

FREE — *Write for your 16-page Booklet*

"Steel Abrasives as Used in the Stone Industry"

PITTSBURGH CRUSHED STEEL CO.
PITTSBURGH, PA.



STEEL SHOT AND GRIT CO.
BOSTON, MASS

Gray Rock **MEMORIALS** *Never Fail to* **SATISFY**

WHETHER your requirements be Rough Stock, Markers, Polished, Sawed or Steeled Slabs,—Finished Memorials in Domestic or Foreign Granites, you can depend upon our service.

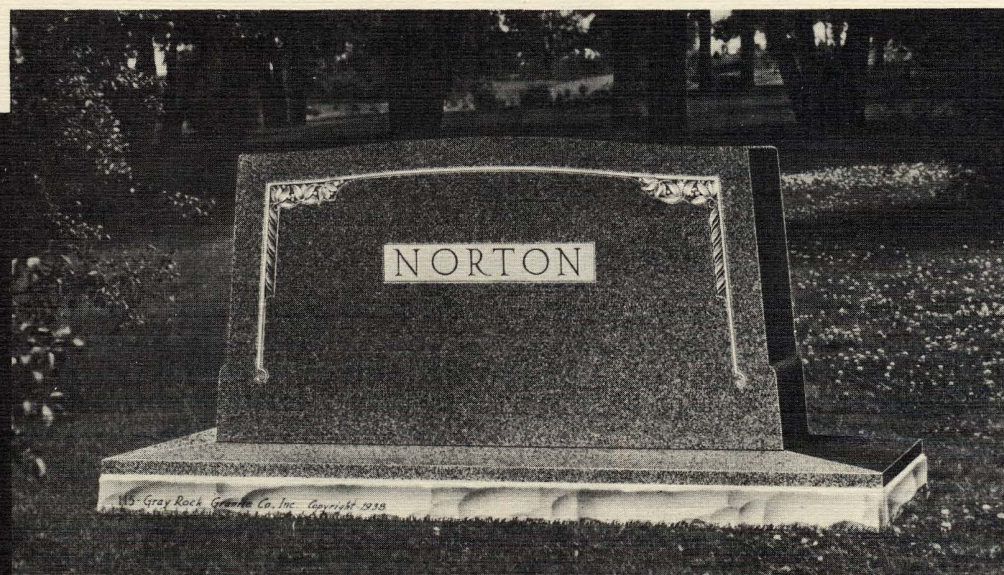
The **Norton Design** illustrated is one of our latest copyrighted memorials that is sure to bring results. Write us for quotations, or a representative's call.

GRAY ROCK GRANITE WORKS • QUINCY, MASS.

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Featuring
QUINCY GRANITES
BALMORAL RED
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PREMIER PINK
BEERS RED
WESTERLY
PINK WESTERLY
ROSE RED
PETERHEAD SCOTCH
RED SWEDE
BLUE PEARL
EMERALD PEARL



Write Today

FOR OUR

MONEY SAVING

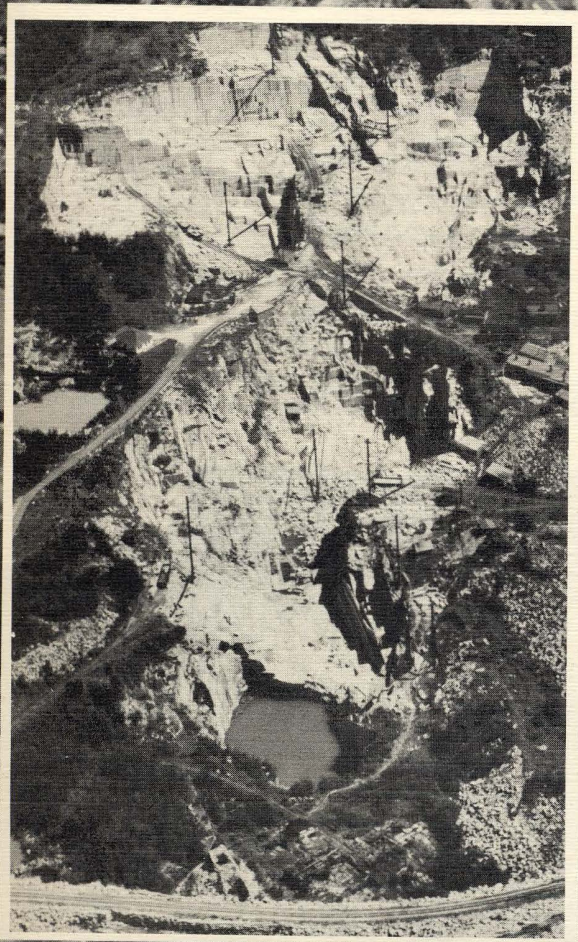
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Now Ready

FOR MAIL

When writing your **BARRE MAN**
Specify **SMITH-BARRE GR**
from the "HEART of the HILL"

**E. L. SMITH
QUARRIES**





PHOTOGRAPH BY AERIAL EXPLORATIONS, INC., N. Y. C.

This aerial photograph illustrates "Barre Hill" and its five renowned quarries: The J. K. Pirie, The Wells-Lamson, The Wetmore & Morse, The Rock of Ages, and The E. L. Smith . . . whose granites have made Barre, "The Memorial Center of the World." The E. L. Smith & Co. properties are indicated in the Heart.

. . . and Insist Upon This

SMITH-BARRE CERTIFICATE of GUARANTEE

SMITH-BARRE GRANITE

This Certifies that the granite delivered with this Certificate

to _____ of _____ has

been thoroughly examined at the quarries by an authorized inspector of E. L. Smith & Co.; that it is genuine Select SMITH-BARRE Granite; that it was without noticeable defect when it left our quarries; and that we as quarries guarantee that the material conforms to the specifications of the manufacturer's order, and hereby guarantee to replace any defects develop therein.

Signed: E. L. SMITH & CO., Quarriers

By _____

_____ further guarantees to his customer

that the material in the memorial delivered with this Certificate is the genuine Select SMITH-BARRE Granite for which the foregoing guarantee of E. L. Smith & Co. was issued, and hereby attests to the legibility of the lettering and the proper erection of the memorial; and agrees to replace, free of all expense to the purchaser (herein only), any part or parts of said Select SMITH-BARRE Granite memorial which may be found defective in finish or lettering.

Signed _____

By _____

R 9930

SMITH
BARRE
BARRE

FROM the quarry to customer, everyone has something to do with the Smith-Barre certificate of guarantee:

An Official of Smith-Barre certifies the quarry record.

The Manufacturer guarantees the quality of workmanship.

A Smith-Barre Inspector certifies an examination of the finished memorial.

The Memorial Craftsman guarantees the faithful consummation of his contract.

The Customer appends his signature to acknowledge delivery and completion.

The Customer mails an attached coupon to Smith-Barre, retaining the certificate.

Smith-Barre upon receiving the coupon mails an engraved acknowledgment to the customer.



E. L. SMITH & CO.

QUARRIERS OF SMITH-BARRE GRANITE

"Medium of the Masters"

BARRE, VERMONT

CROWLEY
HAUSER

DESIGNED AND ERECTED BY PEACOCK MEMORIAL STUDIOS OF NEW YORK CITY

COLLABORATION *between* MEMORIALIST *and* MANUFACTURER



SAN-TEX FINISH
is an exclusive
Marr & Gordon
process for the
beautifying of Barre
Granite.



Mastercraft

Memorials

MARR & GORDON
INCORPORATED
BARRE VERMONT

IT is but natural that the greater share of praise for this beautiful Crowley Hauser Exedra should be accorded the Peacock Memorial Studios. This is but one example of the creative ability of this fine firm, whose contributions to Memorial Art are indeed legion. Yet it must not be overlooked that the finest of craftsmanship was required to bring forth the full Beauty of this Design. We believe we can take justifiable pride in the fact that the Peacock Studio entrusts us with much of their most exacting work as do a large number of other outstanding retail firms.

The carving on this monument is a typical example of our sand blast work, which our clients say is unsurpassed. It is interesting to note that SAN-TEX FINISH was specified in this order. More and more of our clients are insisting on this beautiful surfacing treatment.

SUPPLIES FOR EVERY MEMORIAL NEED

"The Centrally Located Supply House"

ABRASIVES

Steel Shot Crushed Steel Sandblast Abrasive

CLEARVIEW EQUIPMENT & MFG. CO.

3000 Chouteau Ave., St. Louis, Mo.

Manufacturers of

Clearview Stencil Knife
Sculpture Pencil - Shaping Pencil
Perfect Circle Stencil Knife
Double Line Straight Edge
Shot Abrasive Cleaner

Distributors for

Glue Composition
(Sheet and Brick)
Sandblast Nozzles
Sandblast Equipment
Supplies of Every Kind



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

BOOKKEEPING SYSTEM

● Especially designed for your business. Comprises ten specially *ruled* and *printed* forms. Bound in heavy binder 11x17. Easy to keep . . . shows you everything. No matter what your present method may be, it will pay you to investigate.

SELLS for price of good hickey marker.
WORTH the price of family monument.

D. D. LENNER & CO.

511 Aqueduct St.

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Special Designs prepared from your sketches

Scale Drawings — Full size details

Individual—Family Monuments—Mausoleums



ROBERT L. COOKE

234 Worthington St.

Springfield, Mass.

The Alberga Granite Export Ltd. o/y

Uusikaupunki, Finland

supplies promptly a FIRST CLASS FINNISH BALMORAL RED Granite, fine and gross-grained, for Memorials, Monuments and Building purposes.

Owners of quarries, stone saw, polishing and cutting factory.

Please ask for samples, stock-list and prices.

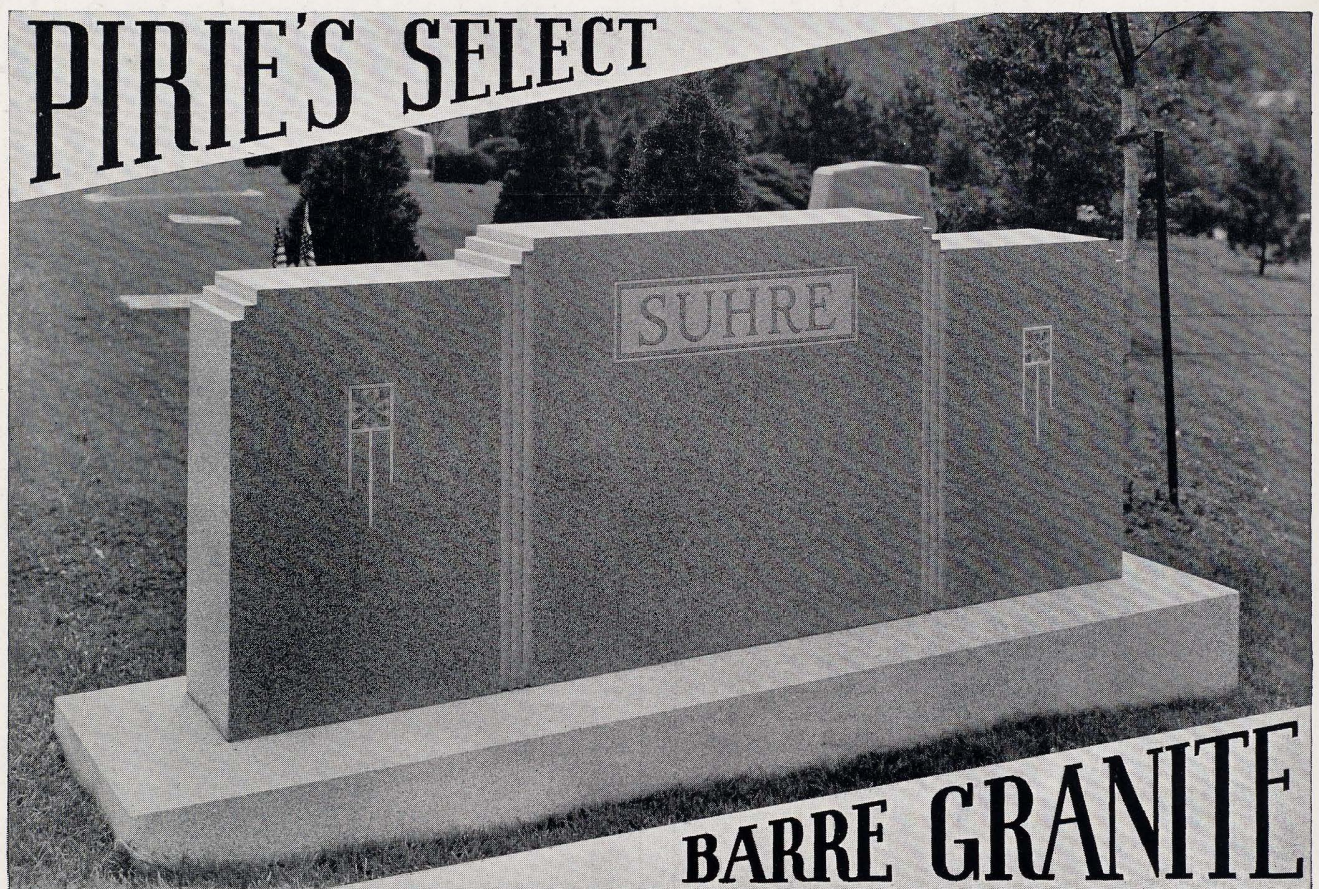
For *ECONOMY* on *BLASTING* Operations use:

CYCLONE BLAST ABRASIVE

Hard — Sharp — Fast Cutting

ABRASIVE PRODUCTS COMPANY - - - Lansdowne, Penna.

AGENTS IN CANADA: RITCHEY SUPPLY CO., TORONTO



Spring Grove Cemetery, Clifford Runyan superintendent, is one of the most beautiful cemeteries in Ohio, and the Suhre memorial will always remain as one of the many tributes which help to enhance its charm. The Suhre memorial is glossed on two sides with the new Buttura high speed polisher, the ornamentation and flutes are steel carved and the balance of the die as well as the base are 12 cut axed work.

THE Suhre memorial was erected in Cincinnati's beautiful Spring Grove Cemetery in memory of Louis C. Suhre one of the owners and founders of the Bonded Granite Co. Manufactured by Buttura & Sons of Barre, Vermont, the workmanship merits the approval of the most critical eye, and the beauty of Pirie's Select Barre Granite lends the requirements so essential to a tribute erected to provide everlasting remembrance. Buttura & Sons are proud of the fact that the Suhre family has congratulated the manufacturers not only for the high quality of workmanship, but also for the granite selected and the beauty of its high gloss finish.

J. K. Pirie Estate - Barre, Vermont

MONUMENTAL NEWS



The Monumental News Publishing Company

.. ESTABLISHED 1889 ..

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



Editorial

Vol. 50, No. 12
December, 1938

A Guest Editor on "Order Taking and Selling"

THE Professional Editor is of a strange breed; sometimes he is the Haranguing Evangelist, never quite certain himself whether contributions or converts please him most; sometimes he's the Preacher, who divinely blind to his own improvidence, can tell others how to live their lives; sometimes he's just a plain Meddler like the boy with a stick and a hornet's nest. But every editor has this common trait—a great love for his mail bag, whether the correspondence be damning or flattering. He may bemoan the time "wasted" in reading and replying, but give him a week without a letter and solitary confinement though dangerous is recommended. Now and then a letter arrives that lightens the Red Ink of the previous month to a pale pink. The following contribution to our "Letters to the Editor" columns jumps a few pages into the Editorial Chair:

"TO THE EDITOR:

November 4th, 1938.

I am writing you for publication or not, as you choose, a true story of an "Order Taking" Father and a Selling Son, because in no small way your pages, particularly the "Designer-Salesman" articles inspired my son and the sale involved was based on a MONUMENTAL NEWS cover of a year or so ago featuring the *Stewart Monument* with the pierced panel.

They say that "an old dog can't be taught new tricks," but the truth is—he won't be if he can help it. In this case, however, a father's pride in his son won out, and I cheerfully admit that maybe there is something to this business of "appealing to the emotions" (now you've got me talking like my boy) and that my old principle of "the largest stock of monuments in the state" may not be 100% O.K. Anyway here's the story.

In our city lives a man of considerable means, a very quiet and retiring man, although a generous contributor to all civic and charitable causes. In fact that's how I first met him when we built a Y.M.C.A. building here and I was on the finance committee. He gave \$5,000 and insisted upon it being anonymous. His wife died last summer, and in a few weeks, he came to see about a monument, bringing his son and daughter. We talked for a while and then drove out to the cemetery to see the lot, which I hoped would be large and in the new section. I found it to be a 4-grave lot among small monuments. I went down from Mausoleum to Exedra in my mind and we returned to the office. I showed them photograph after photograph of exedras, etc., until he finally said, "we saw a stone we liked in front," and he got up and we went outside. The monument they liked was along usual lines and ran about \$400. Soon I was about to take the order, when my son interrupted with "Mr. Parkins, I've been thinking about your family memorial for some time and I believe I have an idea that may appeal to you. Would you mind waiting a few days for me to draw up a sketch of a memorial about the same size as the one you liked, which I believe you'll prefer." Mr. Parkins didn't mind at all and I nearly had a stroke at seeing \$400 go out the window. When they left I said a few words about "raising a fool," etc., and asked him what the devil was the idea?

My son said, "Mrs. Parkins was a soloist at the 1st Congregational Church for years, her daughter now plays the organ there. Her son John was leader of the glee club in college. I understand that Mr. Parkins guaranteed that series of concerts last year sponsored by the Woman's Club. Aren't we missing the boat?" Anyway we didn't because my boy drew a sketch of an upright monument featuring a lyre in a pierced panel something like the "Stewart" monument, an appropriate epitaph, and considerable carving in mouldings.

The end of the story was a \$1600 monument, and I don't know whether this, the pleasure it gave the Parkins, or the kick I get out of having a son like mine pleased me the most."

Yours truly,

"The Old Dog."

EDITOR'S NOTE: This letter wins a binder for MONUMENTAL NEWS for the "Old Dog," and any other contributions of this nature published on "Order Taking and Selling" will be given either a binder or a year's extended subscription.



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PAUL
STEVENSON
President

The Annual Convention of the Memorial Craftsmen of America, Inc.

THE thirty-third annual convention of the Memorial Craftsmen of America, Inc., met at the Stevens hotel, on November 29, 30, December 1, 2, 1938. This convention, held without the attraction of an exhibit, brought together a far larger attendance than was expected, and though it started on a pessimistic note, it ended in a harmony of hopeful optimism for the M. C. A. President Paul Stevenson of Moberly, Missouri, presided at all sessions.

Called to order Tuesday, November 29, the invocation was pronounced by Mr. A. E. Snyder of Pittsburgh, Pennsylvania. J. E. Osborne, convention secretary, because of illness, was unable to be present. The president's address followed. He said in part:

"I want to talk to you about things that are pertaining to our industry. The thoughts expressed in this talk are those of our Executive Committee, and I trust that you will take them in the spirit that they are given, and that you will give them your serious consideration.

In moves to strengthen, organize, and modernize the monument industry, your Executive Committee has acted in all sincerity. We have honestly endeavored to do the things that we believed, after careful study and counsel with experts, would be for the best interests of the retail branch of our business.

As we conclude another year of activities, we should pause to analyze our industrial picture which is our business. We must consider together the problems that confront us—we must suggest a possible solution.

To do this, we have corresponded with many of the state or district officers of the State Associations, affiliated with the Memorial Craftsmen of America, Inc. We have talked, personally, with many retailers. We have counseled with quarriers and manufacturers. We have tried our very best to obtain information that might be valuable to us in suggesting a plan of procedure at this Convention, not for next year, but for now.

It has been most interesting to receive the many ideas from various parts of the country from representatives of the different branches of our industry, namely the quarrying, the manufacturing, and the retailing branch. The most interesting response from all of those, is the positive suggestion and conviction that we must have an organization of the entire industry, especially a complete organization of the retailing branch.

Unfortunately, most unfortunately, each branch seems to discount the importance of the other. This is so apparent that it is useless for me to mention it, but nevertheless, it is true. There are those in the retail branch that consider it a breach of faith that we should consider the advice or assistance of the manufacturer. Then, there are those in the manufacturing districts that think, we, as retailers, cannot muster intelligence enough to consider the task of suggesting a plan for the industry. When all of us get down to earth and cease this bickering and conclude that we are parts of an industry that is trying to compete with other well-organized industries, for a part of the public's dollar, the sooner we shall accomplish the thing we are trying to do. The thing we are trying to achieve is an organized industry that will have funds and an organization that will plan wisely for its success so that it will become secure in the highly competitive field of the nation's business, today.

After considerable thought, your committee concluded that we needed the type of program that will follow during this Convention. Let all of us give it our serious consideration and lend our aid with constructive thought so that we may leave with a well-worked-out plan. Let us do this in the spirit of co-ordination." * * *

"There is no question but what we have seen a great improvement in many of our individual establishments. We have observed the improved displays. We have advanced in the matter of design, symbolism,—we have suggested and brought back certain ideas that give monuments a real historical value. . . . All of these things are mighty fine, but of what value are they if we do not create a general public acceptance of the memorial idea. A public acceptance, brought about by planned concerted effort. . . . If we are to continue in business we must have a complete organization of the entire industry. To have this complete organization, we must have a thorough organization of the retailing branch of it. So build our industry that we will have a group that is sound, business like and productive."

Secretary Chauncey G. Austin in his annual report, commented upon the changes that come in a year, in external conditions and also the internal structure of business, and new problems demanding new methods of attack.

"Principles that have been deeply imbedded in our traditional policies are being subjected as never before to the clamor of expediency, and the pressure of formidable difficulties. * * * Events of the past year, so far as this association is concerned, would seem to indicate that although the pressure of government, labor and unethical competition is growing stronger, the great majority of retail dealers selfishly rely on a courageous and loyal minority to protect their interests. * * * It is high time the various branches of memorial industry center their efforts in trying to agree, instead of magnifying the reasons for disagreeing, to adjust their respective differences instead of aggravating them, to consider how well off we are as well as how badly off we are." * * * He described the plan of action as suggested by the executive committee, discussed the Wage and Hour law—the hazards and risks; that your national association is assembling all data necessary to safeguard and assist its members, in the execution of the law. The carpet bagger, the surface burial vault, the associate memberships proposed were all elaborated upon. He closed with this remark:

"It hardly needs to be argued that our business demands that the National Association should be preserved and strengthened. Don't be deceived by the idea that the National Association does nothing for the retail dealer, in reality it performs the same services as those furnished by the larger trade associations of the United States. The founders of this National Association and their successors in its management have had the forbearance to withstand much criticism and disparagement; they were imbued with the fortitude to maintain the credit and dignity of the Association—and they possessed the necessary ability to perpetuate its existence. We may also point with pride to the patience and indomitable will of the members that the existence be preserved. This has been accomplished by the energetic efforts of a comparatively few whose unselfish interest in the welfare of the industry were prompted by lofty ideals and a will to see the Association succeed."

After committees were appointed the morning session adjourned.



**CHESTER P.
SMITH**
Vice-
President



E. H. WUNDERLICH
Treasurer

**C. G.
AUSTIN**
Executive
Secretary



Tuesday Afternoon

Dr. Preston Bradley, preacher, lecturer, radio commentator, and a well remembered speaker at a former convention, delivered an inspiring address at the afternoon session entitled, "The Art of Remembering".

(To be printed in January issue of MONUMENTAL NEWS.)

The suggested plan for the industry was read (printed on page 399 of the November issue of MONUMENTAL NEWS).

Mr. H. C. Schwartz of Lebanon, Ohio wished to know what became of the mandate formulated and ratified at the Cleveland convention and presented to the M. E. C., referring to retail dealer representation in the M. E. C.

Answer: "This proposition was presented at every state and district meeting, adopted unanimously by each, then given to the executive committee of the M. E. C."

Speh, Afton, Missouri, desired to know fully of the Ohio plan.

Mr. Schwartz answered: "The substance of that resolution is just this,—that instead of the old form of membership of the M. E. C., that it be altered to take in an equal number of retail dealer representatives to equal the combined number of quarriers and manufacturers."

Mr. H. W. Gould (Des Moines, Iowa) felt the mandate and present industry planning commission duplicated each other, and that both were not needed.

C. C. Faehnle, Columbus, Ohio, discussed virtues and weakness of plan.

Mr. B. Winer (Rochelle Park, N. J.) asked for elucidation of aims and policies.

President Stevenson: "It seems we have combined in one group the quarriers, the manufacturers and the retailers, and there has been no coordination between those groups that I know of, to bring about a standard of policies that would advance the monument industry and eliminate a lot of bickering. The retailers are accused of being manufacturers and the manufacturers have been accused of being manufacturer-retailers. And the quarry men have been accused of selling rough stock to retail-manufacturers, and it has demoralized the retail field."

Mr. Winer proposed discussing the purposes of a coordinating program and policy.

Mr. Moore (Louisville, Ky.) wished to know how a commission would be organized, how would representatives of each branch select their representatives, etc.

President Stevenson speaking for the retailers only said their representatives would be elected by the membership of the

M. C. A. That details for other branches were not worked out, that no organized group of quarriers or manufacturers had been contacted, but individuals had been consulted, and 250 letters had been sent out to quarriers and manufacturers throughout the United States,—only about 5 replies were received.

Mr. Winer thought the clause "A field staff working among members of the industry to improve conditions generally and to advance sales services and create a better market for memorials" was the real thing of importance mentioned in the plan. He also wished to know the real aim and purpose of the M. C. A. today. Pres. Stevenson briefly traced the M. C. A. from its organization 34 years ago to the present—its main aim being protecting the interest of the retail dealer. V. E. Peterson (Salina, Kansas), spoke in favor of state and national retail dealer organization.

J. R. Bloom (Omaha, Nebraska), requested information as to membership, financial condition, and activities of the M. C. A.

Answer: "We have 200 paid up members, and feeling the necessity to raise the M. C. A. to a position of power, proposed the new plan." Mr. Benisch was asked by Mr. Baxter (Trenton, New Jersey), to tell why the Benisch plan was proposed, the forerunner of the M. E. C. He traced it from its inception to the present, told of its accomplishments, and that only lack of financial support had prevented launching the national advertising planned. A general discussion of the M. E. C. followed. Leonard H. Braun (Lansing, Michigan), summed it all with these words:

"There has been a great deal of discussion here this afternoon, and I think under the present situation the whole argument is that every single man in the industry whether he be a quarrier, a manufacturer or a retailer, wants to see something done—something that will make this industry a better vocation in which to earn a living. We are all inspired with a certain amount of idealism because the craft which we represent in our community is an honorable one. However there is not a man who is not engaged in it for a potential profit. And the greatest profit which can come from our craft to each of us as individuals will come through cooperation, through a friendly spirit, and through a lot of hard work. Get the manufacturers, the quarriers and the retailers together, get them to talking. Let us sit down with them and find out what they will do, how we can cooperate. They make the things we sell. They take it out of the ground, and they fabricate it—you and I sell it. . . . If we can only get everyone to express themselves we can arrive at a solution that will be acceptable to every one and then we can really go to town."

The State Representatives held a well attended banquet on Tuesday evening.



MAURICE L. KELLEY
President
of the
Memorial
Extension
Commission

Wednesday Morning

The Ohio plan was again explained and discussed, and it was voted to again present it to the M. E. C. at the meeting Wednesday afternoon.

Mr. A. L. Greene, Sioux Falls, South Dakota, discussed collection of money for the M. E. C.—and Ohio plan.

A. E. Snyder, Pittsburgh, Pennsylvania, spoke on the Industrial Planning Commission plan for the M. C. A., urging the retail dealers to join the association, and urging fellow dealers to join and build up the industry.

Donald P. Blake, Chicago, Illinois, told of lack of cooperation and feeling of distrust between different branches, and of the work of the M. E. C., speaking as a director of that body, he said: "You have to start at the source of this industry, your smallest unit, and work out from there. I am for a united industry organization." Aims and activities of the M. E. C. were discussed with Mr. Blake.

Henry McCarthy, St. Louis, Missouri, was appointed to fill the M. C. A. vacancy caused by the death of John L. Loyd on the M. E. C. Board.

Wednesday Afternoon

The annual meeting of the Supporters of the Memorial Extension Commission, Inc., was held at the Hotel Stevens, Wednesday, November 30, 1938.

Present at the meeting were the following representatives of Supporters, namely:

Liberty Granite Co., St. Cloud, Minn., by Frank N. Yogerst.
Melrose Granite Co., St. Cloud, Minn., by Donald J. Bohmer.
North Star Granite Corp., St. Cloud, Minn., by John Campbell.
Royal Granite Co., St. Cloud, Minn., by Carl A. Molin.
Carolina Pink Granite Co. and Harris Granite Quarries, Salisbury, N. C., by John Batchelder.
Cook, Watkins & Patch, Barre, Vt., by Bradford C. Patch.
Jones Brothers Dark Quarry, Barre, Vt., by Proxy, Maurice L. Kelley.
J. K. Pirie Estate, Barre, Vt., by Proxy, Athol R. Bell.
Rock of Ages Corp., Barre, Vt., by Athol R. Bell.
E. L. Smith & Co., Barre, Vt., by Proxy, John P. Davis.
Wells-Lamson Quarry Co., Barre, Vt., by Maurice L. Kelley.

Wetmore & Morse Granite Co., Barre, Vt., by John P. Davis.
Vermont Marble Co., Proctor, Vt., by Wm. J. Salladin.
Anderson Bros. & Johnson Co., Wausau, Wis., by Chas. W. Johnson.

Dealer Corporate members present, were:

Charles J. Benisch, Brooklyn, N. Y.
F. C. Fredrickson, Chicago, Ill.
Lucian Schlinggen, Madison, Wis.
Donald P. Blake, Chicago, Ill.
Harry P. McCarthy, St. Louis, Mo.

As guests of the Supporters, there were also present in the meeting, the following persons, namely:

Hoyt S. Holton, Lloyd Bros. Co., Toledo, O., Retail Dealer.
Oscar Eurich, Lloyd Bros. Co., Detroit, Mich., Retail Dealer.
Roy Bloom, J. F. Bloom & Co., Omaha, Neb., Retail Dealer.
S. H. Swanson, Washington M. & Cut Stone Co., Spokane, Wash., Retail Dealer and Producer.
George I. Laingor, Oklahoma City, Okla., Retail Dealer.
Chas. W. Schwartz, Lebanon, O., Retail Dealer.
Frank L. Pugh, Burr & Pugh, Oshkosh, Wis., Retail Dealer.
C. R. Potthast, Norfolk, Neb., Retail Dealer.
Adolph Lorenzon, St. Louis, Mo., Retail Dealer.
V. E. Peterson, Memorial Art Co., Salina, Kans., Retail Dealer.
Leonard H. Braun, Yunker Memorials, Lansing, Mich., Retail Dealer.
Algert Swanson, St. Charles, Ill., Retail Dealer.
Walter J. Semlow, Rock of Ages Corp., Barre, Vt., Producer.
A. T. Howe, Chicago, Ill., Vermont Marble Co., Proctor, Vt., Producer.
Jerome Veronisi, Chioldi Granite Co., Barre, Vt., Manufacturer.
James Stewart, Marr & Gordon, Inc., Barre, Vt., Manufacturer.
William Adams, Manufacturer's Representative.
Homer Bliss, Rockford, Ill., Designer.
The Trade Press.

Also present were the following managers of departments, namely:

C. G. Austin, General Counsel, Chicago, Ill.
Roswell M. Austin, Secretary and Manager, St. Albans, Vt.

President Maurice L. Kelley in the Chair.

President Kelley made an oral report to the meeting of the general activities of the M.E.C. throughout the year 1938, reporting particularly on the membership drive engaged in by the officers.

President Kelley next called upon Treasurer Bradford C. Patch to make a report upon the financial standing of the M.E.C.

Mr. Patch confined his report to the ten-month audit of the finances of the M.E.C. as shown by the statement of A. Tuttle Patterson, Public Accountant, which covered the period from January 1, 1938 to November 1, 1938. The audit showed that the income of the Commission during that period amounted to \$33,852.57; that the expenditures were \$25,973.09; that the amount carried over into the reserve fund was \$7,879.48; that the total Net Worth of the M.E.C. is \$62,679.37.

Mr. Patch recited in detail the departmental expenditures, and listed the securities owned by the M.E.C. which it holds in its reserve fund.

Whereupon, it was moved, seconded and unanimously voted that the Report of the Treasurer should be accepted and placed on file. The Report was thereupon placed on file with the Secretary and Manager.

The President then called upon the Secretary and Manager for a report. The report was made orally, touching briefly upon the points which would be more fully reported on the next day to the whole convention, which served to bring out the highlights of the Commission's work, during the year 1938. It covered Publicity, Publications, Aid to Dealers, Cemetery Cooperation and work in Protection of the Field of Sales of Memorials.

The Chair then announced that the next order of business was the designation of Corporate Members to the Memorial Extension Commission, Inc. He informed the meeting that a vacancy existed in the quarrier group by reason of the expiration of the term of James G. Pirie, of Barre, Vt.; that two vacancies existed in the manufacturer group by reason of the expiration of the term of John E. Ramsey of Salisbury, N. C., and by reason of a previous vote of the Supporters to leave one vacancy within that group.

Whereupon, Mr. Charles J. Benisch moved that Mr. James G. Pirie and Mr. John E. Ramsey, be elected each for a term of five years, to succeed himself in the group in which each had previously been a member.

This motion was duly seconded and unanimously carried.

Mr. Donald J. Bohmer thereupon nominated Mr. William J. Salladin, of the Vermont Marble Co., Proctor, Vt., to fill the vacancy existing in the manufacturer group for a term to expire in 1941.

This nomination was duly seconded and Mr. Salladin was unanimously elected to fill such vacancy.

The Chair thereupon announced that though there were two vacancies in the retail dealer group (Mr. Lloyd's vacancy being temporarily filled during this meeting by Mr. Harry P. McCarthy of St. Louis, Mo.) one caused by the death of Mr. John H. Lloyd and the other by the expiration of the term of Mr. Fred C. Fredrickson, yet the Memorial Craftsmen of America, Inc., had not yet designated the retail dealers to fill these vacancies.

The corporate membership of the Memorial Extension Commission, Inc., for the ensuing year, therefore, is as follows:

QUARRIER GROUP

James G. Pirie.....	Term Expires 1943
Charles W. Johnson	Term Expires 1942
Donald W. Smith.....	Term Expires 1941
Athel R. Bell.....	Term Expires 1940
Marshall J. England.....	Term Expires 1939

MANUFACTURER GROUP

John E. Ramsey.....	Term Expires 1943
William F. Noble.....	Term Expires 1942
William J. Salladin.....	Term Expires 1941
Bradford C. Patch.....	Term Expires 1940
Donald J. Bohmer.....	Term Expires 1939

RETAIL DEALER GROUP

Harry P. McCarthy.....	Term Expires 1943
Hoyt S. Hoyton.....	Term Expires 1942
Lucian Schlimgen.....	Term Expires 1941
Charles J. Benisch.....	Term Expires 1940
Donald P. Blake.....	Term Expires 1939

ASSOCIATE MEMBERS

Lyman W. Whitcomb, American Granite Association, Boston, Mass.
T. Tracy Lawson, The Barre Granite Association, Barre, Vt.

Thereupon, President Kelley threw the meeting open for general discussion with the invitation to all guests in the meeting to enter into the discussions.

Mr. Blake inquired as to what reasons had been advanced by quarriers who had been approached to become Supporters of the M.E.C., why they would not join. Both President Kelley and Manager Austin gave answers to this question.

Whereupon President Kelley instructed the Secretary to read a communication from the Supporters of the M.E.C., from the Barre district, as follows:

"STATEMENT OF THE BARRE SUPPORTERS OF THE MEMORIAL EXTENSION COMMISSION

"The Barre granite industry has been represented among the supporters since the founding of the Commission. In 1931, when the method of financing the organization was determined

on the basis of 10 cents per cubic foot, three of the six Barre quarrying companies immediately began contributing. They were joined by the three remaining Barre quarriers in 1934, when the basis was reduced to five cents per cubic foot.

"It is important to remember that the prospect of nationally advertising the memorial idea was the principal incentive for Barre's participation from the outset. The depression, coupled with the difficulty of obtaining additional producer support, caused a recurring postponement of the advertising program.

"Meanwhile, however, the Commission was engaged in promoting better relationships with the old-line cemeteries, in encouraging helpful legislative programs, in defending the monumental industry from the attacks of speculative non-monument cemeteries and community mausoleums. The Commission also contributed substantially to the Memorial Craftsmen of America and was active in other enterprises not listed above.

"It should be borne in mind that during those years Barre's objective in supporting the Commission—national advertising of the memorial idea—was not being attained. Nevertheless, Barre was furnishing the major part of the money for the alternative activities of the Commission, but the benefits which resulted from the Commission's work were constantly shared on equal terms by the non-supporting producers of granite and marble throughout the United States.

"The inequity of this situation was patiently borne throughout the first seven years of the Commission's existence. Toward the end of 1937 the Commission was advised that unless the major granite and marble producers of the country should sign as supporters of the Commission it would then become definitely apparent that the M.E.C. could not reach its main objective on the scale contemplated at its inception, and therefore the Barre support would be withdrawn. Again in August of this year this stand was emphasized to the Executive Committee of the M.E.C. It was then decided by the M.E.C. Executive Committee to make a final drive for the additional memberships.

"Despite a large volume of dealer letters of appeal, addressed to various non-supporting quarriers, and notwithstanding an energetic direct mail campaign, and aggressive personal contact, involving long conferences and laborious travel on the part of the officers, the required support has not been obtained.

"Before confirming their decision to withdraw their support, the Barre quarriers gave serious thought to the future. They came to the conclusion that a Barre program promoting the memorial idea nationally would bring to the retail trade throughout the country a stimulus which the Memorial Extension Commission, through lack of support, had been unable to include in its achievements.

"In at last coming to this decision the Barre quarriers were mindful of the large share of the M.E.C. financing which Barre had borne since the Commission was launched. A glance at the record shows that in 1931, the first year of the Commission's existence, Barre's support was 60% of the total, and in the succeeding years as follows:

"In 1932 sixty-three per cent of the total; in 1933 fifty-four per cent of the total; in 1934 eighty-two per cent of the total; in 1935 seventy-six per cent of the whole; in 1936 seventy-eight per cent of the whole; in 1937 eighty-four per cent, and in 1938 eighty-three per cent of the whole.

"It may be easier to grasp the significance of these figures if it is added that throughout the eight years of the Commission's existence Barre's annual remittance to the treasury has averaged seventy-four per cent of all the money paid in to

what was launched as a national organization of granite and marble producers. In dollars and cents this amounts to \$211,374 of the \$286,144 received by the Commission.

"In view of the foregoing, the Barre supporters will discontinue as of December 1, the financial support heretofore accorded the Commission, although it is their desire that the organization be continued until such time as its surplus—less nominal dissolution expense—has been prudently expended in activities such as the Commission has carried on in recent years. As time goes on the Barre supporters hope to keep the trade closely informed as to Barre's plans to advertising the memorial idea, and they are confident that through a concentration of Barre's resources, benefits not possible or practicable under the M.E.C. will accrue to the trade at large."

Following the reading of this communication, there was a general discussion of the future possibilities of the M.E.C., or of some other industry organization, engaged in by Messrs. Donald P. Blake, Hoyt S. Holton, Roy Bloom, John Batchelder, A. R. Bell, and V. E. Peterson.

Whereupon, Mr. Donald P. Blake moved that the Chair appoint a general committee, not as M.E.C. representatives, but as representatives of the industry at large, to confer with producers present in the Convention not now supporters of the M.E.C., to see if they would be willing to meet with those producers who have been supporters of the M.E.C. in some common effort as an industry organization, and if so, upon what terms.

This motion was duly seconded and passed. Whereupon, after consideration, President Kelley appointed, as members of such committee, the following persons:

Messrs. A. R. Bell and John P. Davis, from the Barre District.
Messrs. D. J. Bohmer and Frank Yogerst, from the St. Cloud District.
Mr. C. W. Johnson, from the Wausau District.
Mr. John Batchelder, from the Carolina District.
Messrs. W. J. Salladin and C. P. McDevitt from the Marble District.
Messrs. D. P. Blake, C. J. Benisch and Harry P. McCarthy to represent the retail dealers.

Mr. Donald P. Blake moved that the meeting take a recess until the following day to reconvene upon the call of the Chair, to give the committee, just appointed, time to effect such a meeting as was contemplated by the motion, and report back to meeting of the Supporters.

This motion was duly seconded and voted upon, whereupon the meeting recessed, to be reconvened at the call of the Chair upon Thursday, December 1.

Following the forenoon session of the Convention of the M. C. of A., on Thursday, December 1, and upon announcement from President Stevenson, at the request of President Kelley, the Supporters were reconvened, and, upon roll call a majority of the Supporters were found to be present.

President Kelley called upon Mr. Donald P. Blake to report for the special committee, appointed on the previous day.

Mr. Blake reported that the Committee had been successful in getting the producers from the South and from the Northwest, who were present at the Convention, to meet with the Committee, and, although no specific agreements were arrived at, nevertheless the producers from the South indicated that they were attempting to bring about an organization in their district; that if they were successful, they would notify President Kelley, and be willing to continue conversations looking to an industry organization; that they thought they would be ready for such a meeting on or about February 22, 1939.

There being no further business, on motion duly made and seconded, the meeting adjourned.

The annual meeting of the Corporate Members of the Memorial Extension Commission, Inc.

FROM THE QUARRIER GROUP

James G. Pirie by Proxy to A. R. Bell.
Charles W. Johnson.
Donald W. Smith by Proxy to John P. Davis.
Athol R. Bell.
Marshall J. England by Proxy to M. L. Kelley.

FROM THE MANUFACTURER GROUP

John E. Ramsey by Proxy to John Batchelder.
William J. Salladin.
Bradford C. Patch.
Donald J. Bohmer.

FROM THE RETAIL DEALER GROUP

Fred C. Fredrickson.
Harry P. McCarthy (for John H. Lloyd, deceased).
Lucian Schlimgen.
Charles J. Benisch.
Donald P. Blake.

The meeting of the corporate members was called to order by President Maurice L. Kelley.

The Chair announced that the election of the members of the Board of Directors was next in order.

Whereupon, Mr. Charles W. Johnson moved that the present members of the Board of Directors be elected to succeed themselves as members of the Board for the ensuing year. This motion was duly seconded, and unanimously carried.

President Kelley thereupon declared elected for the ensuing year as members of the Board of Directors:

REPRESENTING GRANITE

A. R. Bell, D. J. Bohmer, M. J. England.

REPRESENTING MARBLE

John E. Ramsey, B. C. Patch.

REPRESENTING RETAIL DEALERS

Chas. J. Benisch, Lucian Schlimgen.

Mr. Donald P. Blake announced that he had been officially delegated by the Memorial Craftsmen of America, Inc., to present the Corporate Body of the M.E.C. a request to amend the Constitution and By-Laws of the M.E.C. in such a way as to change the representation so that Retail Dealers would have fifty per cent membership in the Corporate Body, on the Board of Directors, and on the Executive Committee.

A study of the Constitution and By-Laws revealed the fact that a motion to amend at this meeting, without previous notice, was not in order.

Whereupon, Mr. Blake moved, that the suggestion be referred to the Board of Directors with instructions to incorporate the question in the call for next meeting of the Corporate Body with proper notices. This motion was seconded by Mr. McCarthy, and unanimously adopted.

Mr. John P. Davis moved the adoption of the following resolution:

WHEREAS, The majority of the supporters of the M.E.C. have signified their intent to cease to be contributors of the five cents per cubic foot from and after December 1, 1938;

Now, therefore, be it resolved, That it is the sense of the Corporate Members of the Memorial Extension Commission, Inc., that the affairs of the Commission from this date forward shall be conducted in a manner looking forward to a dissolution of the corporation, when the funds of the Commission (except such as may be needed to pay the expenses of dissolution proceedings) have been expended in carrying out its program.

(Continued on page 507)

The National Convention

(Continued from page 506)

And, be it further resolved, That the Board of Directors and Executive Committee shall adopt as a program one similar to that which has been carried on by the M.E.C. in the past, rather than for a campaign of national advertising.

This motion was duly seconded, and after discussion, was adopted with one dissenting vote, that of Mr. Donald P. Blake.

There being no further business, on motion, duly seconded, the meeting recessed until the following day, to convene immediately following the adjourned meeting of the Supporters.

On Thursday, December 1, the meeting was resumed immediately following the adjourned meeting of Supporters and, upon duly made and seconded motion, adjourned sine die.

The newly elected Board of Directors met at the Hotel Stevens, in the city of Chicago, Ill., on Wednesday, November 30, 1938, immediately following the meeting of the Corporate Members of the Memorial Extension Commission, Inc.

Present: Messrs. Bell, Bohmer, Patch, Benisch, and Schlimgen.

Mr. Kelley was in the Chair.

Mr. Bell moved that the present officers and members of the Executive Committee be re-elected to serve in like capacity during the ensuing year. Whereupon, representation was made that Mr. James G. Pirie desired to be relieved from his duties on the Executive Committee, due to ill health. Mr. Lucian Schlimgen thereupon moved to amend Mr. Bell's motion, by nominating Mr. William J. Salladin in place of Mr. Pirie on the Executive Committee. This motion to amend was duly seconded and adopted.

Whereupon Mr. Bell moved that the Secretary be instructed to cast one vote for the re-election of officers and members of the Executive Committee (as the nominations were amended). This motion was duly seconded and unanimously adopted.

The Secretary thereupon cast the ballot and declared elected the following officers for the ensuing year:

President—Maurice L. Kelley, Barre, Vt.

Vice-President—Charles J. Benisch, Brooklyn, N. Y.

Treasurer—Bradford C. Patch, Boston, Mass.

Asst. Treasurer—Charles P. McDevitt, Pittsford, Vt.

Executive Committee—M. L. Kelley, Barre, Vt.; C. J. Benisch, Brooklyn, N. Y.; B. C. Patch, Boston, Mass.; D. J. Bohmer, St. Cloud, Minn.; W. J. Salladin, Proctor, Vt.

Whereupon Mr. Bell moved that the gratitude of all the members and supporters of the M.E.C. be extended to Mr. James G. Pirie, for his services and counsel on the Executive Committee. This motion was duly seconded and unanimously adopted.

Mr. Patch moved that the election of Secretary and Manager and of General Counsel be delegated to the Executive Committee, and that during the interim the present incumbents continue in office. This motion was duly seconded and unanimously carried.

The subject matter of the delegation to the Board of Directors by the Corporate Body, of the motion of Donald P. Blake to amend the Constitution and By-Laws, was taken up, and upon motion duly made and seconded, it was voted to submit the question to the next meeting of the Corporate members under proper notices.

Whereupon, the meeting of the Board of Directors was adjourned.

Wednesday Evening

The banquet was held Wednesday evening, President Stevenson presiding. He introduced Mr. "Dusty" Thurman Miller, journalist, after dinner speaker and general "good-fellow", who entertained with words of wit and wisdom. Dancing followed the banquet.

Thursday Morning

Mr. Roswell Austin, secretary of the Memorial Extension Commission, gave his annual report, using the distributed printed summary as a foundation for his detailed and interesting report.

Donald P. Blake, as M. C. A. representative, reported on the Ohio resolution submitted to the M. E. C., and on the question of organizing the entire industry, he said in part:

"It is very difficult to know just where to start. You have heard Ros Austin tell you that the Memorial Extension Division has lost all of its support with the withdrawal of the Barre district, and in the light of their letter of withdrawal, you can readily understand and appreciate what they are doing. I do not think anybody who thinks the matter over can blame them. Aside from that, it does bring up the question of an organization for the Industry. As a result of this meeting yesterday and a discussion of the meeting to the supporters of the M. E. C. and the corporate meeting of the M. E. C., it seemed to be the general feeling that the industry needs an organization and in some way, somehow it will have one.

It was also the general feeling that to perfect an organization that is going to function properly the first essential would be to organize the source, that is at the quarrying centers. We of course know that the Barre district is well organized. We are equally well informed that every other quarrying district in the country is completely disorganized. One of the most encouraging things that has come out of this convention was announced yesterday afternoon informally, to the effect that the Southern Quarriers have at last gotten together and formed an organization of their own. And it has a strong enough nucleus that it is hoped when they return to the Elberton district that the entire Southern Elberton district, at least, will be organized on a strong and solid basis as the Barre district is organized today. It is hoped that the Northwest can also get together in their quarrying districts and form another organization for the Northwest quarriers. With this in mind a meeting was called yesterday, to which were invited all of the quarriers whom we knew were attending the Convention. At that meeting we had twelve quarriers representing the three major quarrying districts of the country. There were also present a number of retail dealers and a number of manufacturers. It was an excellent meeting with a round table discussion of the problems and the needs of the industry, looking at things in the light of existing conditions, appreciating the status and probable future of the Memorial Craftsmen of America and the Memorial Extension Commission.

After a general discussion every one left the room with the exception of the quarriers. I believe this is the first time in the history of the industry that the quarriers from all the centers, with the possible exception of the N.R.A. days, sat around the same table and discussed the problems of the industry from the industry's standpoint, instead of a local personal or a selfish standpoint. A report from that meeting indicates that the quarriers do now recognize the importance and the necessity of their organizing themselves so that we will have a foundation to build on for the entire industry. A committee of the quarriers is going to meet sometime prior to February 22. I believe that date was fixed and the quarriers have selected Maurice Kelley as mediator, to contact the various groups and keep them informed as to the progress of the different districts, and to call the meeting when all groups are ready to get together some time prior to February 22.

That, Gentlemen, is probably the most encouraging news that I can have the pleasure of giving to you, and I think it portends a wonderful development for this industry, and something which has been needed for so many years.

It is unfortunate that we have to witness the passing of the Memorial Extension Commission as the Memorial Extension Commission. . . . That work must go on, therefore, any and all help and

cooperation that the retail dealer can give to this program of reorganization of the industry, starting at the source, is not only necessary, but it is going to be vital to the future of our industry."

A. L. Swanson, St. Charles, Illinois, spoke on the need and aims of state and national retail dealer associations. He said that they are both needed, and in order to be effective must have memberships enough to finance their work, that they must support and supplement the work of all other branches, so that the entire industry can be successful and prosperous.

Many other speakers discussed the work of and need for the Memorial Extension Commission or some like organization to continue. Herbert C. Eales, Fall River, Massachusetts, summarized the feeling as follows:

"I think that this is the happiest session we have had so far. The quarriers definitely have decided to do something. Don't you think it is time that we dealers stopped passing the buck and stopped asking somebody else to do something for us? The quarriers are ready now to go to work. Let us stop criticizing and plan what we can do as retailers to cooperate with the quarriers. Let us see if we can't plan to increase our national membership and to do all we can to cooperate, right now, from this minute, so that we can go away from this convention feeling that we as dealers are satisfied that we have straightened out our own back yard and are ready now to go to work with them to help the whole monument industry."

Mr. Alex Park:

"I want to say first of all, I think out of this Convention will come a harmony which has long been needed in the industry. Mr. Eales expressed the thought that harmony was needed. I think you might add that a little horse sense and harmony would be a good combination. I think out of this thing will come those two elements which are vitally necessary if we are going any place in this memorial industry."

Thursday Afternoon

The address of the afternoon was given by Roscoe Ellard, editor of the Memorial Bulletin, the Columbia Daily Missourian, published by the School of Journalism of the University of Missouri, journalism lecturer, acting Dean of Journalism, newspaper editorial staff writer and lecturer "par excellence". (See January 1939)

Mr. McLarty of Toronto, Canada, invited the Memorial Craftsmen to meet in Toronto in 1939, telling of the many advantages in so doing.

Members of the different state and district associations then spoke briefly:

A. R. Baxter, New Jersey; H. C. Eales, Massachusetts; J. F. Sullivan, Rhode Island; C. G. Faehnle, Ohio; C. P. Smith, Ohio; A. E. Snyder, Pennsylvania; E. L. Johns, Michigan; A. L. Greene, South Dakota; A. L. Swanson, Illinois; Mr. Shafer, Indiana; R. W. Gould, Iowa; G. I. Laingor, Oklahoma, and A. Cody, Kansas.

Friday Morning

On Friday morning was held the business meeting, after a brief open forum. Mr. Speth, St. Louis, Mo., spoke on activities of the Catholic Laymen Cemetery Society. Mr. McCarthy's "child", to secure cooperation of layman, parish and priest in beautifying and consecrating their cemeteries.

Mr. Alex Park asked to speak on this work said:

It has been my good fortune in the last year to have covered every state in the Union with the exception of three. The monument industry in many of the states is practically a thing of the past. Much as we regret to accept that as a fact, it is a fact nevertheless. We friendly souls in St. Louis have worked enthusiastically for three or four years on this Catholic Laymen's Society. I am not a Catholic, I am a Mason, but because of my long time interest in the building of memorials and because of my extraordinary friendship for Harry

McCarthy and Ernest Speh, I have taken it upon myself to do a great deal of missionary work with the hopes of building memorials in Catholic cemeteries.

The same thing can be done in Protestant cemeteries. My contention is that the memorial industry must inculcate in the minds of the public the desire for a monument. That is the fundamental thing. Unless we inculcate in the minds of the public the desire for memorials, all of the other work is useless,—some of the instances of our activity in this Catholic Laymen's Association have been the remodeling of one large cemetery at a cost of around eighteen thousand dollars, the building of at least eight fine memorials, centrally placed in Catholic cemeteries, and the creation of memorial interest in the able laymen who previous to our activity took no interest whatever in the memorial business. I am thoroughly convinced that unless we builders of monuments do something to create a desire in the minds and hearts of the public for memorials, there will be fewer derricks erected in the cemeteries of the United States. The job for the retail memorial industry and for each community and all you boys who sell monuments at retail is to inculcate that desire for memorials in the hearts and minds of the public in some manner. One way of doing this is through the Catholic Laymen's Cemetery Society. As a matter of fact, if we do not preserve their desire for a monument one of our largest fields of endeavor is gone. . . . The two greatest outlets we have today are the Catholic cemeteries and the Jewish cemeteries. We may as well make up our minds to that fact. The deeper we look into this thing the more we find it necessary to do active work with these two groups."

Mr. Curl of Kansas, E. S. Jones, Michigan and Mr. Rosenbloom, Missouri, commented on cooperation with the cemeteries.

Mr. T. Tracey Lawson gave the list of prize winners and honorable mention winners in the Barre design contest:

1st—Robert B. Marshall, Sunnyside, L. I.

2nd—Bradley Ballbeck, Omaha, Neb.

3rd—John Jamison, Cleveland, Ohio.

Honorable Mention—Alfred Comi, Barre; Henry A. Hebel, Harrington Park, N. J.

Of interest, nine designs were selected by the B. G. A., the A. C. C. S. and the M. C. A.

Three appeared in all three groups at two different times, not in the same order, it does however show a similarity in design trend of the three distinct groups.

Mr. Lawson spoke briefly on the design contest, because of duplication in voting the 27 prize designs became 18 designs as nine were selected in all three ballots, two designs placed in one of the first three in all contests. He thanked the association of craftsmen for their fine cooperation.

At the following business meeting reports and resolutions were read and adopted. The Associate Membership plan was explained by Mr. C. G. Austin, its advantages and method of working. He reported 35 applications to date.

The final results of these meetings and agreements was that the M. C. of A. voted to table the proposed "Industrial Plan" and in its place appoint a committee of retailers to co-operate with the quarriers and manufacturers to work out a constructive program of finances, and economic planning which would result in a complete coordination of the entire industry that would work towards the mutual benefit of all concerned.

The following officers were elected for 1939: President, Paul Stevenson; Vice-president, Chester P. Smith; Treasurer, Arthur G. Wunderlich; Convention Secretary, Ben Winer.

Henry Holton of Toledo, Ohio, was appointed to fill the vacancy caused by the death of John Lloyd on the M. E. C. Board, and Harry McCarthy to fill second vacancy.

The Board of Directors elected are: Chester P. Smith, R. M. Milligan, A. L. Green, George M. Sunday, Vernon B. Curl and Herbert Eales.

A few expressions of thanks and optimism, and an invitation to the New York World's Fair, preceded adjournment.

THE SOUTHERN BANQUET



B. F. Coggins and his associates of the Georgia Granite Corporation of Elberton, Georgia, invited all attending the M. C. A. Convention to be guests of his organization at a grand banquet on Thursday evening. Over 320 people ac-

cepted the cordial invitation. After dinner speeches from guests representing all sections of the country added to the feeling of "good fellowship" and all voted it a delightful example of true "Southern Hospitality".

Wage and Hour Law

The Fair Labor Standards Act of 1938 was approved June 25, 1938 and quoting the caption is "to provide for the establishment of fair labor standards in employments in and affecting *interstate commerce*, and for other purposes."

The provisions of this new law, effecting the relationship between employer and employee is of general interest to all. Moreover, it is quite likely that state laws will be enacted in many states, patterned after the Federal Act which, if done, will apply to employees engaged in *intra-state commerce*. For this reason certain sections of the Federal Act are quoted below:

MINIMUM WAGES

"Sec. (6) (a) Every employer shall pay to each of his employees who is engaged in commerce or in the production of goods for commerce wages at the following rates:

(1) During the first year from the effective date of this section, not less than 25 cents an hour.

(2) During the next six years from such date not less than 30 cents an hour.

(3) After the expiration of seven years from such date not less than 40 cents an hour, or the rate (not less than 30 cents an hour) prescribed in the applicable order of the Administrator issued under Section 8, whichever is lower, and

(4) At any time after the effective date of this section, not less than the rate (not in excess of 40 cents an hour) prescribed in the applicable order of the Administrator issued under Section 8.

(b) This section shall take effect upon the expiration of one hundred and twenty days from the date of enactment of this Act."

MAXIMUM HOURS

"Sec. 7 (a) No employer, shall, except as otherwise provided in this section, employ any of his employees who is engaged in commerce or in the production of goods for commerce—

(1) For a workweek longer than forty-four hours during the first year from the effective date of this section.

(2) For a workweek longer than forty-two hours during the second from such date, or

(3) For a workweek longer than forty hours after the expiration of the second year from such date, unless such employee receives compensation for his employment in excess of the hours above specified at a rate not less than one and one-half times the regular rate at which he is employed.

(b) No employer shall be deemed to have violated subsection (a) by employing any employee for a workweek in excess of that specified in such subsection without paying the compensation for overtime employment prescribed therein if such employee is so employed—

(1) In pursuance of an agreement, made as a result of collective bargaining by representatives of employees certified as bona fide by the National Labor Relations Board, which provides that no employee shall be employed more than one thousand hours during any period of twenty-six consecutive weeks.

(2) On an annual basis in pursuance of an agreement his employer, made as a result of collective bargaining by representatives of employees certified as bona fide by the National Labor Relations Board, which provides that the employee shall not be employed more than two thousand hours during any period of fifty-two consecutive weeks, or

(3) For a period or periods of not more than fourteen workweeks in the aggregate in any calendar year in an industry found by the Administrator to be of a seasonal nature, and if such employee receives compensation for employment in excess of 12 hours in any workday, or for employment in excess of 56 hours in any workweek, as the case may be, at a rate not less than one and one-half times the regular rate at which he is employed."

Trade News

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

BARRE GRANITE ASSOCIATION ELECTED DIRECTORS

Wendelin J. Beck and John M. Gibb of Barre and Robert J. Sheridan of Montpelier, Vt., were elected directors of the Barre Granite Association, Inc., at the annual meeting held in Quarry Bank hall, Barre, Vt. They will serve for three-year terms. The chairman will be elected by the board later.

Gibb and John C. Watt were elected as the manufacturers' representatives on the advertising committee for the promotion of Barre granite. Watt gave the report of the design contest committee, of which he is chairman, and Heber G. England, chairman, gave a report for the traffic committee. England told of the effect of the increase in freight rates. Maurice L. Kelley spoke on general conditions in the memorial field.

T. Tracy Lawson, in his report as general manager and executive secretary, reviewed the year's activities, and told of his attendance at the meeting of the American Association of Cemetery Superintendents in St. Paul, Minn., in September, and at the meeting of the Memorial Craftsmen of America in New York in November. He reported on the new promotional venture to advertise Barre granite, and urged continued cooperation in the work of the organization.

Matthew W. O'Hagan, chairman of the board of directors, presided both at the business meeting in Barre and at the banquet later held at the Pavilion hotel in Montpelier, which was attended by 150 members.

At the banquet, Mayor Birney L. Hall of Montpelier extended a cordial greeting to an industry which is the industrial life of the community and whose prosperity is the prosperity of the city.

Introduced as the "fighting mayor of Barre", John A. Gordon expressed the hope that the association will continue to function in the future as it has in the past and wished it the best of luck. The principal speaker was Dr. William Stanley Sims of New York City, a professional entertainer, who was introduced as Erich von Austerlitz of Austria. Speaking with a German accent, Sims delighted his audience with a succession of witty and appropriate stories.

BARRE GRANITE PICKS ADVERTISING AGENT

Plans for the \$100,000 Barre granite advertising program recently announced are rapidly taking shape. A committee of four, representing the quarriers and manufacturers, has been elected and announcement was made that the committee had lost no time to contracting with an agency and authorizing the earliest possible appearance of Barre granite advertising in national magazines.

The Barre Quarriers Co-op., Inc., having designated James G. Pirie and John P. Davis, the Barre Granite Association completed the committee by electing John C. Watt and John M. Gibb. Determined to lose no time in putting the advertising fund to work, the committee has met frequently and after scrutinizing a number of attractive programs prepared by various New England and New York agencies the members decided unanimously to retain the services of the H. B. Humphrey company.

Servicing the account as the personal representative of the agency is J. L. Watkins, who has been identified with several of the most effectively merchandised products in the national advertising field, among them the Parke-Davis drug line, Bayer Aspirin, and Chase & Sanborn's dated coffee. Barre granite will share the limelight with other nationally known products, for the Humphrey agency has a background of clients which includes Clicquot Club, Kellogg's breakfast foods, Oldsmobile, Pontiac, B. V. D., Dupont, Lux flakes, and R. C. A. Victor, among others.

As a nucleus for a list of magazines which the committee hopes to expand in later months of the spring, the following periodicals will carry Barre granite advertising in February numbers: The Saturday Evening Post, Fortune, Good Housekeeping, and Country Gentleman. In the pages of these publications the advertisements will emphasize Barre-made memorials, the memorial idea, and the superior qualities of the material which has made the name Barre synonymous with the highest grade of public and private memorials.

RETURN FROM CRUISE

Mr. and Mrs. C. T. Perkinson, in the company of Mr. and Mrs. W. W. Howell of the Poughkeepsie Rural Cemetery have just returned from a cruise to Bermuda. They left on the Monarch of Bermuda on December 23rd returning to New York on the Queen of Bermuda December 29th. Mr. Perkinson is the former president of the A. A. C. S. and vice-president and general manager of Mount Hope cemetery, New York.

NEW JERSEY STATE CONVENTION

The 27th annual state convention of the Memorial Craftsmen of New Jersey was held at the Ritz-Carlton Hotel, Atlantic City on Dec. 8 and 9, 1938, with about 100 in attendance.

Presided over by President Ben Winer it was an educational, progressive convention from A to Z.

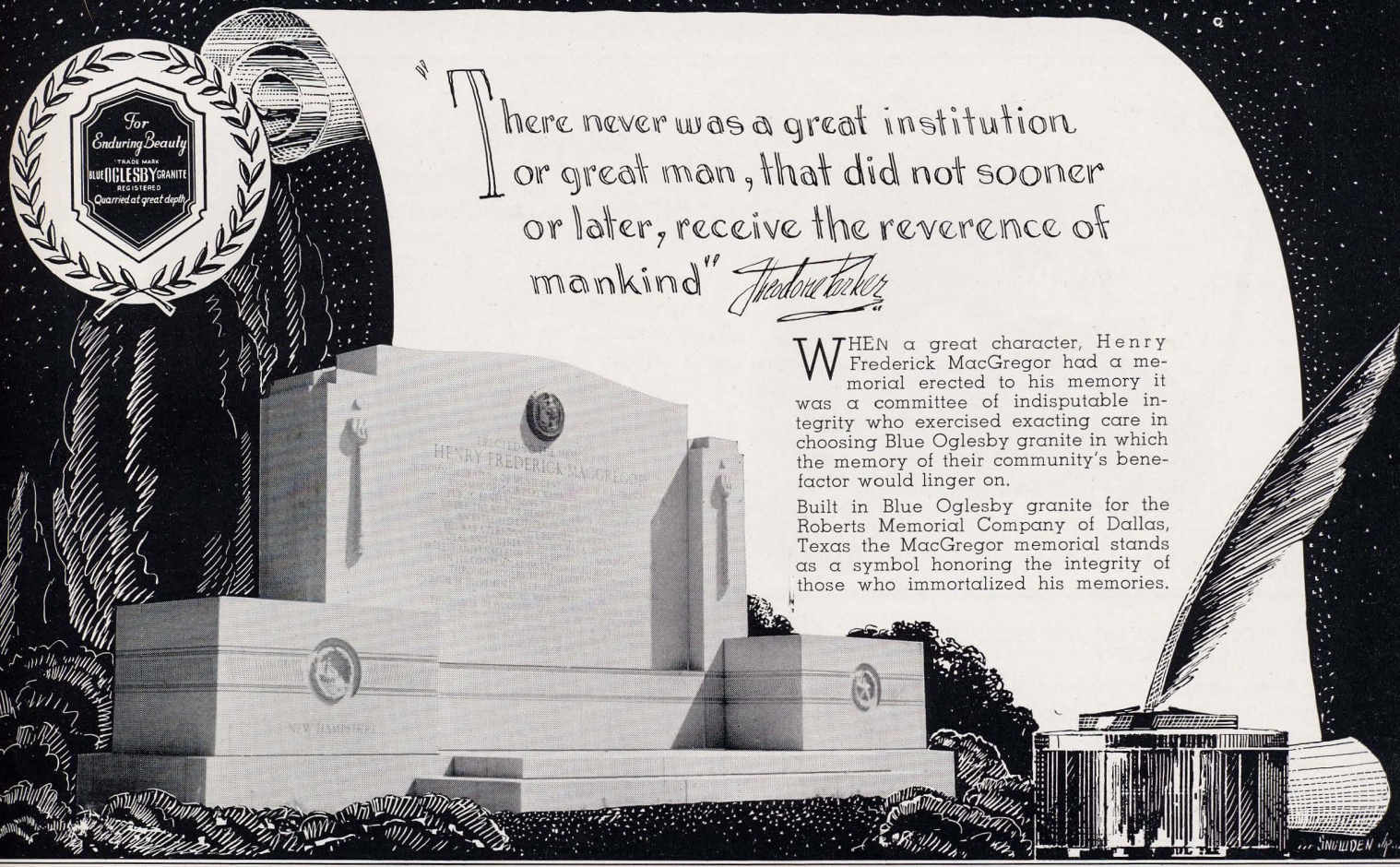
Thomas Nash of Montclair gave the report of the Cemetery contact committee, showing results accomplished by cooperation. President Winer reported on the National Convention in Chicago. Lamont W. Calder led the Round Table. Secretary C. B. Hammell reported committee accomplishments.

At 6:30 a cocktail party was held in the Palm Room, followed by the annual banquet held in the main dining room. Thomas Nash acted as toastmaster.

On Friday, an open forum was held before the business meeting, where officers were elected as follows:

President, Lamont W. Calder, Montclair; vice-president, Dan Ardiloni, Long Branch; secretary, Wm. Pulford, Livingston; treasurer, C. B. Hammell, Pleasantville. Executive committee, Peter Malnati, Arlington.

The retail dealers of New Jersey also held a design show, awarding prizes. First and second to the firms displaying best types of memorials erected during the year.



There never was a great institution
or great man, that did not sooner
or later, receive the reverence of
mankind" *Theodore Parker*

WHEN a great character, Henry Frederick MacGregor had a memorial erected to his memory it was a committee of indisputable integrity who exercised exacting care in choosing Blue Oglesby granite in which the memory of their community's benefactor would linger on.

Built in Blue Oglesby granite for the Roberts Memorial Company of Dallas, Texas the MacGregor memorial stands as a symbol honoring the integrity of those who immortalized his memories.

OGLESBY GRANITE QUARRIERS OF ELBERTON, GEORGIA... U.S.A.

CREDIT SERVICE FORMED AT ELBERTON, GEORGIA

The Southern Marble & Granite Credit Service is a new organization recently established by some of the leading granite concerns in Elberton and Atlanta. The purpose of the organization is to keep a more accurate check on delinquent accounts within the industry and the avoiding of poor credit risks.

All business will be confidential in its nature, and of interest only to the marble and granite manufacturers and quarriers. It is hoped, they announce, that a 100% representation of southern quarriers and manufacturers can be secured, to facilitate full information.

The present membership includes: The Georgia Granite Corporation, Oglesby Granite Quarriers, Southern Quarrying Company, Beaver Dam Granite Company, Allen Granite Company, National Granite Company of Georgia, Lincoln Granite Company, Central Granite Company, Dixie Granite Company, Elberton City Quarries, Harmony Blue Granite Company, Southeastern Granite Company, Comolli Granite Company, Empire Granite Company, Victory Granite Company of Elberton, Georgia, Berkley Granite Corporation, Atlanta, and Columbia Marble Company, Marble, North Carolina.

McNEEL OFFICES MOVED

The Atlanta offices of the McNeel Marble Company were recently moved from 258 Peachtree Street to 1308-10 Citizens' and Southern Bank building.

The Atlanta display rooms have been discontinued for the far larger and more complete display rooms at Marietta, Georgia, where the main plant, display rooms and offices of the company are located.

SOUTHERN NEWS

The Consolidated Granite Company at Columbia, S. C., are wholesale manufacturers. They report no labor troubles, and at present they are installing a new air compressor.

The Florence Memorial Company at Florence, S. C., have a very fine office and display, with a wide variety in memorials.

J. H. Niggel is operating the Columbia Stone Works at Columbia, S. C. They have a fine display in their retail shop.

The Sumter Marble and Granite Works which has been in business in Sumter, S. C., for the past twenty-nine years is being operated by Miss Nelle Commander, since the death of her father in July, 1937. Miss Commander has been connected with her father in his business for the past twelve years. This firm has recently added to their sales force Mr. John D. McCollm of Huntington, W. Va., who has been connected with the Georgia Marble Finishing Works for the past several years.

Howard Monument Company at Elizabeth, Ky., have recently installed a new sandblast and cemetery sandblast. The owner has just completed his own family memorial.

The Richardson Marble and Granite Works owned by R. C. Richardson, opened a new shop at Sumter, No. Carolina.

Cole Willard Stone Company of Raleigh, No. Carolina, are operating a wholesale yard west of Raleigh on Hillsboro Road. They have all the equipment needed to do fine finishing work.

Mr. Cobb, who operates Wilson Marble and Granite Works at Wilson, No. Carolina, reports business as much better than in 1937. Mr. Cobb has been in business at Wilson for thirty years.

E. McLamb, McLamb Monument Company, Goldsboro, No. Carolina, has increased his shop space by 50% with a new addition. He also has installed a stone-take-about saw.



Happy New Year!

Both your outside sandblast and pneumatic tool work can be done efficiently and economically with this new Model ES-12 Lindsay Portable Compressor. The spring steel chassis eliminates vibration and larger wheels make it easy to pull over rough ground. Either pneumatic tires or light weight steel wheels can be furnished.

Larger and smaller units are also available.

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

P. K. LINDSAY COMPANY

210 Broadway, Everett, Mass.

GRANITE INDUSTRY OF NEW ENGLAND ANNUAL CONVENTION

Announcement is made of the third annual exhibition and convention sponsored by the granite industry of New England to be held at the Hotel Kenmore in Boston on January 26th and 27th. George T. Hutchings is president of the Eastern Memorial Associates which is sponsoring this convention.

Assisting him on the committee are Charles A. Berry, Lyman W. Whitcomb, Edward T. Dornan representing Maine; Homer C. Lowe, New Hampshire; John R. Temple, Vermont; Ernest S. Tutten, Massachusetts; Frank M. Graham, Rhode Island, and Lydia R. Kuehn of Connecticut.

This will be the biggest and best New England retail monument dealers' gathering from every point of view; from exhibits, subjects discussed and, of utmost importance—attendance. It will also be groupings of finest examples of memorial art and photography from files of leading memorial craftsmen in New England and elsewhere.

William T. Frary, 53 Devonshire Street, Boston, has been appointed General Manager of the Convention. He is well qualified to make this the most important New England granite meeting because of his experience as Director of the National Fisheries Convention and other large exhibits.

Active committees are now at work on exhibits, publicity, the educational program, entertainment, and banquet. Mayor Tobin and Governor-elect Saltonstall are expected to attend.

DUN AND BRADSTREET QUESTIONNAIRE

Taxes! Taxes! Every business man is talking about his tax problem. Yet no one actually knows the present tax burden on trade or industry. It is well known that the tax load on business has grown heavier in recent years, that taxes frequently absorb a large part of potential profits. Nevertheless, business men do not know which industries carry the heaviest burden; whether taxes bear most heavily on small, medium or large concerns; or how much tax is federal, how much state and local.

A nation-wide survey now being made by Dun and Bradstreet, Inc., will yield answers to these questions in addition to continuing last year's Survey of Business Trends—estimates of 1938 sales volume in various trades and industries, and inventory investment at the close of the year. Is business forging ahead, holding its own or slipping backwards? Have sales improved as much during 1938 as is generally reported? Are

inventories being depleted or are warehouses and shelves still overstocked?

About the first of January two million questionnaires will be mailed to every business concern listed in the Dun and Bradstreet's Reference Book. Every manufacturer, wholesaler and retailer in the country is asked to give his experience. The questions have been prepared with the advice of leading business men, economists and tax experts to yield a maximum of information with minimum effort on the part of contributors.

Following last year's precedent, the results of this Business Trend and Tax Burden Survey will first be published on a summary basis, but detailed analyses of major problems and divisions will follow as rapidly as completed. However, the speed with which the information is released will depend on the promptness with which the answers are submitted, and the size of the sample available for analysis.

The results of this survey for the monumental trade and related lines will be published in this magazine as soon as the Research and Statistical Division of Dun and Bradstreet can make them available. Our readers are urged to cooperate in order that the data for this trade may be comprehensive and accurate. If you have mislaid your questionnaire, another copy will be furnished you by the nearest Dun and Bradstreet office, or by writing direct to this magazine.

CHANGE IN SALES ORGANIZATION

Norton Company of Worcester, Massachusetts, announces changes in the headquarter's sales organization of its Abrasive Division effective January 1, 1939.

Mr. G. A. Park, formerly Assistant Sales Manager, has been appointed Eastern Sales Manager in charge of the territory east of and including the Pittsburgh district.

Mr. R. M. Johnson, formerly Sales Engineer, has been appointed Western Sales Manager, and will have charge of the Cleveland, Detroit and Chicago warehouses and other western territories.

Mr. A. G. Green of the Research Laboratories will take over the position of Sales Engineer formerly held by Mr. Johnson.

Mr. W. R. Moore, as the newly-appointed General Sales Manager, will direct the activities of these three men. Mr. Moore will report to Mr. H. K. Clark, Vice-President.

Mr. W. T. Montague has been appointed Assistant Vice-President. He will continue to supervise the staff activities of the Sales Department, including sales research, publicity, sales training and traffic,—reporting directly to Vice-President Clark.

Comolli Granite Company

WHOLESALE QUARRIERS
AND MANUFACTURERS

Elberton, Georgia

NOW FEATURING TWO DISTINCTIVE SHADES OF COMOLLI BLUE GRANITE

**RICH
COLOR**

**BRILLIANT
POLISH**

**SHAPED
CONTRAST
CARVING**

For brilliant polish work the "DARK ROYAL BLUE" Granite is quickly establishing a reputation for its dark, rich, distinctive color. Its superior quality will also be proven by lasting durability.

For beauty and moderate cost "COMOLLI LIGHT BLUE" Granite is especially adaptable in the steeled, axed or stippled finishes.

The practical working qualities obtained from both shades of our blue granite particularly please the craftsmen and we are completely equipped to give you prompt service for finished memorials, sawed and polished slabs or rough stock.

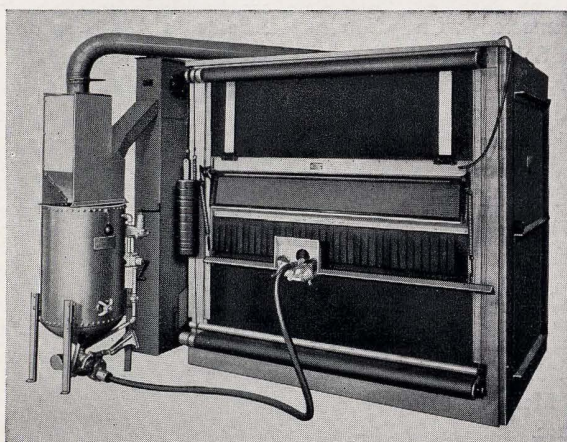
"COMOLLI BLUE" is pleasing dealers in every state. It will please you.

**FINISHED
MEMORIALS**

**SAWED AND
POLISHED
SLABS**

**ROUGH
STOCK**

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.

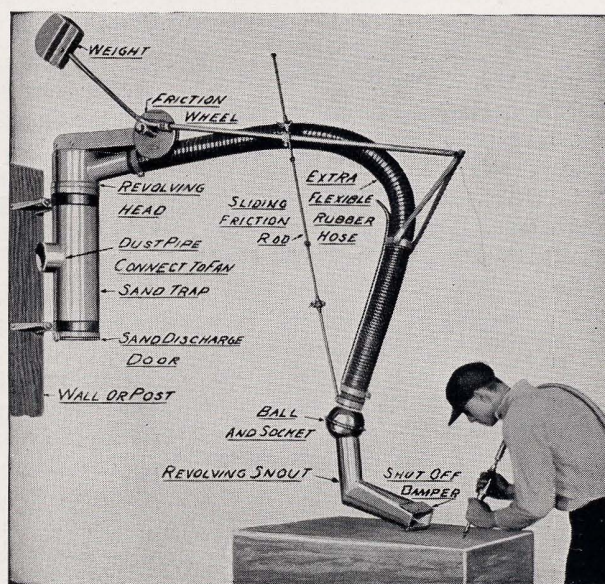
Our Abrasive Elevators quickly refill the blast machine and automatically remove dust from the sand.

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

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Proven The Most Practical and Efficient Banker Dust Collector



Ninety per cent of the dust control equipment recently installed in Barre was built by Ruemelin. Careful buyers appreciate the proven practical results secured from Ruemelin equipment. When making changes or improvements in your plant be sure to consult us for prices and engineering details.

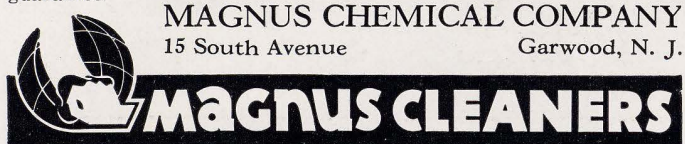
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Profitable Granite Cleaning

The use of MAGNUS GRANITE CLEANER on your stone cleaning jobs will bring you plenty of profit. Hundreds of satisfied users find it the quick, safe and sure cleaner for dirty stones. Send today for your FREE copy of our 16-page illustrated "Stone Cleaning Handbook", or a 10-lb. trial order @ 80¢ lb.—money-back guarantee.



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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.

Trade News

JAMES KNAPP WINS HONOR

James M. Knapp, of Hagerstown, Indiana, for the second time in a decade has been chosen Speaker of the Indiana House of Representatives, one of the highest political offices in the state. Regarding his election the Indianapolis Star said, in part:

"The election of James M. Knapp of Hagerstown as speaker of the next Indiana House of Representatives ends one of the most vigorous speakership contests in the history of the party. There were five aspirants at the outset, which was not surprising. The Republicans have been on the sidelines so long that there was bound to be a real scramble for the speakership, as there was nobody who might be looked on as succeeding to the position.

"Mr. Knapp was probably nearest of all to the logical candidate. He was speaker in 1929, the last year in which the Republicans had a majority. He will take over the reins with experience as speaker and as one of the veteran lawmakers of the party. The selection of Mr. Knapp may be expected to have the approval of the supporters of the other candidates. Only one could win and now that he has been victor all are ready to get behind him in fulfilling the party's responsibilities to the people. The session should not degenerate into a do-nothing demonstration, and will not if the House, under Speaker Knapp's guidance, gets the cooperation and consideration to which it is entitled."

The Obituary Record

George M. Luchsinger

George M. Luchsinger, aged 53 years, died at his home in Monroe, Wisconsin, after a long period of ill health. Mr. Luchsinger was born in Monroe on May 13, 1885. In 1907 he, with his brother Frank, founded the Luchsinger Monument Works. He was interested and active in both local and state affairs. A lover of nature, an ardent sportsman, an earnest citizen, a 32nd degree Mason—he was a man who will be greatly missed in his community.

Surviving besides the widow, are his brother Frank B., of Monroe, three sisters, Mrs. J. F. Mauermann, Monroe, Mrs. Edward Stauffacher, St. Paul, and Mrs. Beno Kuechle, Wausau.

Joseph A. Scherger

Joseph A. Scherger, aged nearly 54 years, died at his home in Delphos, Ohio, on December 18th, 1938, after a brief illness, from an embolism.

Mr. Scherger was born in Delphos, January 31, 1885. At the age of seven-

teen he entered the firm of C. Scherger & Son and had been connected with that firm ever since, being Sales Manager at the time of his death. A life long resident of Delphos he had been exceptionally active in all local affairs, and in the Eagles Lodge and all activities of the St. John's Church and the different orders.

Surviving, besides his widow, are three sisters and three brothers, Miss Eda Scherger, North Main street; Mrs. Joseph Schreiner and Mrs. Charles Nomina, Ft. Wayne; John Scherger, East Sixth street; William Scherger, North Main street; and Leo Scherger, Defiance.

John R., William and Leo Scherger, brothers, continue in the firm.

John O'Leary

John O'Leary, aged 70, died at his home in Barre, Vermont, after a long period of ill health, on December 17, 1938.

Born April 3, 1868, in Richibucto, Canada, he came to Hallowell, Maine

where he learned the stone cutting trade. Coming to Barre in 1898, he in 1905 formed a partnership with James T. Marrion. Following Mr. Marrion's death in 1931, the plant was sold to the Peerless Granite Co. Mr. O'Leary retired from business. In 1920 he became affiliated with Smith, Whitcomb & Cook Co., and at his death was serving as a director of that company.

He is survived by a widow, a daughter Kathleen, and a son Rev. Louis O'Leary of Washington, D. C. Two brothers living in Canada also survive.

Mrs. Frank M. Corry

Mrs. Frank M. Corry, aged 81, died on October 24, 1938 at her home in Montpelier, Vt.

She is survived by her husband, F. M. Corry, formerly president of the Wetmore & Morse Granite company, two daughters, Florence and Mrs. Harry P. Lyman of Ft. Smith, Ark., and two sons, William F. and Frank C. Corry.

RANDOM NOTES

By J. C. Brewer

Alfred E. Olson opened a new place of business on one of the prominent streets in Muscatine, Ohio. He has a \$20,000 stock. Mr. Olson was with his father, Peter Olson of Muscatine, for thirty years.

Frank Harding of Knoxville, Tennessee is one of the leading and oldest dealers in Knoxville. He is adding new equipment this year.

Carolina Marble and Granite Works, at 313 East 2nd, Charlotte, N. C. are planning to enlarge their display room, so it will cover a whole block on Second Street.

White's Monument Company at Ashville, N. C., have recently built an addition to their office. They have installed a stone-take-about saw, a new derrick and new sand blast room.

The Yost Monument Company of Dayton, Ohio report sales very good in 1938. H. J. Yost and Adam Yost operate the business. They have opened a downtown sales office.

Dodds & Son of Xenia, Ohio have one of the largest stocks of granite in the state. They have remodeled and decorated their show room, and have a beautifully lighted effect. All finishing is done in their plant, and they are affiliated with the Dodds Quarries, Stony Creek, Conn.

They have six salesmen traveling and report sales are improving. Charles Bone and Geo. Dodds operate the plant.

The Muldoon Monument Co., Louisville, Ky., report business as good. They have recently sold two exceptionally fine memorials.

Central Kentucky Monument Company of Paris, Ky., Fred Hilpe, proprietor and Geo. A. La France, foreman, are very busy for this season of the year. They employ eight cutters.

CHANGE IN OWNERSHIP

The good will and equipment of the local branch of Westlund Monument Company, Fergus Falls., Minn., has been purchased by Knute Hanson and Ted Normann. The new firm will be known as the Fergus Monument Company.

INCORPORATIONS

Lincoln Memorials, Inc., Bronx, N. Y., monuments, mausoleums; Vito A. Cardo, 342 Madison Ave., New York City. Capital, \$20,000.

Benjamin Haskell Monuments, Inc., Bronx, N. Y., monuments, mausoleums; Samuel A. Locker, 201 E. 42nd Street, New York City. 200 shares NPV.

Norcross Marble, Granite & Slate Works, Inc., Cleveland, Ohio. Incorporators are: Russell C. Graham, Dan J. Daly and George Hazlett.

128,500 SAW MARBLE EXHIBIT

Attending figures over a five-year period showed 128,500 persons had registered at the Proctor exhibit of the Vermont Marble Company.

The season starts about June 1 and ends about the middle of November. This year, 33,000 persons registered. Visitors came from 28 different countries, as far away as Australia, as well as from each of the 48 states.

The exhibit has about 55 varieties of marble, all of it from the company's quarries.



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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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Wausau, Wisconsin

*Quarriers and Manufacturers of two
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**RIB MOUNTAIN
DARK RED**

**WAUSAU
RED**

Finished Memorials—Rough Stock—Sawed Slabs

**Rib Mountain Dark Red — The World's
Outstanding Monumental Granite
Guaranteed by Our Gold Bond Certificate**

Notice To The Trade!

We have run into the statement throughout both Wisconsin and Illinois that our company is selling at both retail and wholesale.

Now this is an absolute falsehood as we only sell wholesale and have never made a single sale at retail.

We are willing to offer a reward of \$500 to anyone who can show that we have sold a single item at retail.

E. A. Mundt Granite Company
Marinette, Wisconsin

OUR SPECIALTY SHEAHAN'S MISSOURI RED GRANITE

Sawed, Axed and Polished Slabs
Monuments - Markers - Rolls

Also Other Granites

Wholesale Manufacturers

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Manufacturers of
BARRE GRANITE MEMORIALS
MONUMENTS, MARKERS & SLABS
 YOUR INQUIRIES GIVEN PROMPT ATTENTION

BARRE, VERMONT

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.



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**OWENS LONG LIFE
 SAND-BLAST NOZZLE**

It will give as much service
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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

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Exclusive Wholesale Manufacturers of

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JOINT CONVENTION AT TORONTO, CANADA

The Canadian Memorial Craftsmen's Association and the Ontario Association of Cemetery Superintendents and Officials held its annual convention at the King Edward Hotel, Toronto, November 21, 22 and 23.

The first day was given wholly to the craftsmen, the second to a joint session and the third day was entirely given to the cemetery officials.

E. J. Young, Toronto, President of the Memorial Craftsmen, presided on the opening day, officially welcoming the delegates. Past president Loveday, London responded.

This first assembly was a luncheon meeting, at which H. S. McLeod, Vermont Marble Co., was after-dinner speaker. The subject of his talk was "How Can the Memorial Craft Best Adjust Itself to Meet Present Conditions?" It was a masterly address in which he pleaded for a better and a closer contact with the public.

The afternoon meeting was addressed by C. C. King, M. R. A. I. C., Toronto, on "Memorials I Have Seen." Mr. King is an architect. He stressed the architectural point of view. Reports were presented by Secretary-Treasurer C. B. Gullett; auditors and special committees. Advances were shown in increased membership and in sound finances.

The second day, following committee reports and elections, was given to the joint meeting of the two organizations. Alex. Park, Oglesby Granite Corporation, was to have been a speaker on this occasion but he was detained in New York. His place was taken by A. L. Watson, Assistant Secretary-General of the Imperial War Graves Committee of Ottawa, who spoke on "War Memorials and the Marking of Graves of Soldiers in Canada, Newfoundland and Europe." Mr. Watson's duties call for inspection of work in America and Europe. The Cemetery Association speaker was Russell T. Kelly, Hamilton, who gave a witty talk on everyday affairs, especially emphasizing his views on the cemetery and memorial crafts. An open discussion of questions affecting both branches of the burial industry finished the afternoon.

The Craftsmen elected these officers for 1939:

Honorary President—M. G. Wardell, Toronto.

President—Geo. Brown, Ottawa.

First Vice-President—Frank A. Cornelius, St. Catharines.

Second Vice-President—L. L. Cranston, Toronto.

Executive Committee—J. P. Laurin, Ottawa; E. J. Young, Toronto; Bert Creber, Toronto.

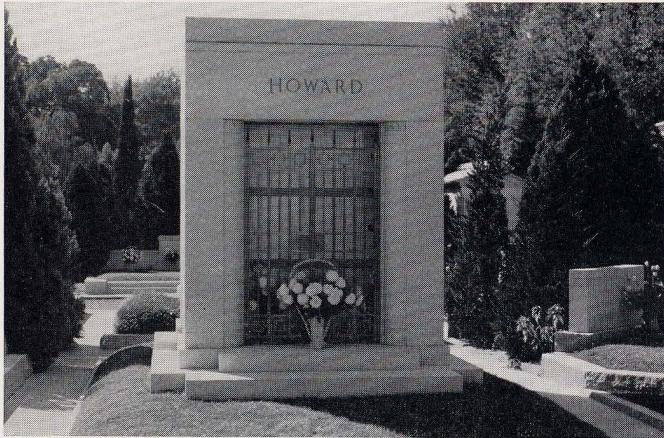
Sergeant-at-Arms—A. J. Gould, Uxbridge.

Auditors—Geo. D. Mackenzie and Chas. Smith, both of Toronto.

The cemetery convention opened on Tuesday morning, November 22, with President R. L. Oman, Stratford, in the Chair. Invocation was given by Rev. Canon W. L. Baynes-Reed, D.S.O., Toronto, followed by the presidential address, and the secretary's report given by James O'Hagan, Toronto.

J. H. Cunningham gave an address on his impressions of the A.A.C.S. convention at St. Paul. Lorne Trull, chairman of the Funeral Director's Section of Toronto Board of Trade, spoke interestingly on "Cooperation Between Funeral Directors and Cemeteries." H. S. McLeod gave a decidedly interesting paper on "Why People Erect Memorials." Mr. McLeod is a member of both the Canadian associations, and a former president of the Memorial Craftsmen.

The official opening of the convention took place at the joint meeting in the afternoon. His Worship Mayor Day was to have been present, but at the last moment sent ex-Mayor Stewart as substitute. This official welcome was gra-



A TRIBUTE TO "WEIBLEN GRAY" GRANITE

Over 35 mausoleums and numerous private and public monuments were executed in "WEIBLEN GRAY" during 1938. This is a creditable tribute to a beautiful stone—long ago distinguished as the south's finest and most suitable mausoleum granite. Because "WEIBLEN GRAY" is so silvery-gray in color, so clean, so attractive and moisture resistant, these characteristics alone are accountable for its choice and prompt leadership.

For axed or steeled monuments, mausoleums and vaults, you could not make a better choice than "WEIBLEN GRAY" granite. Its distinguished beauty will lessen price resistance and bring you and your customers complete satisfaction. Get acquainted with this southern granite—send for a trial order of dimension, sawed slabs, or, send us your sketches for quotations. Our workmanship is nationally known as being the very best and we guarantee personal supervision and prompt service.

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cious and generous. Cecil Bethune, Ottawa, responded for the Association.

The second day's proceedings opened after breakfast with the presentation of a report of the special committee appointed a year ago anent burial on coroners' warrants and legislation affecting perpetual care funds. This matter proved most interesting and important, the whole morning session being given to discussions and questions. S. J. Manchester, Provincial Registrar, spoke on the former, as a representative of the Ontario government, and Dr. W. J. Gray, deputy of the Ontario health department was heard in the place of Deputy-Minister Dr. McGhie. As a result of these deliberations the government promised co-operation with the Association in building up a better understanding and assured consideration for any legislation suggested by the Association. The Association appointed a committee of seven to act as a permanent Legislative Committee to report from year to year on committee activities and to obtain such information as would be helpful in the Association's work.

In the afternoon Secretary O'Hagan read a message from Rt. Rev. Mgr. Treacy, Toronto, covering his address on Catholic cemeteries of Ontario, especially with reference to the Archbishop having directed his priests to see that all Catholic cemeteries in Toronto diocese are cleaned up and put in order before the end of 1939. The Secretary also read a report from Dr. A. S. Archibald, Dominion Experimental Farm, Ottawa, on "Grasses, Especially as Affecting Cemetery Grasses."

Allan Clark, Toronto, presented a report on "Selling Cemetery Lots," which brought out a number of interesting questions and suggestions.

The elections resulted in Rev. Canon Baynes-Reed being returned as Honorary President. Others chosen are:

President—J. H. Gibson, Hamilton.

Vice-President—Dr. A. C. Campbell, Markdale.

Secretary—James O'Hagan.

Executive Committee—Messrs. McFadyen, Galt; Cecil Bethune, Ottawa; F. D. Clark, Toronto; and M. Ker, Niagara Falls.

Auditors—F. H. Burkholder and Howard Clark, Toronto.

Legislative Committee—Samuel Kirk, Toronto, Chairman; Dr. Campbell, Orangeville; M. Ker, Niagara Falls; W. J. Dorrance, Brantford; W. Hodgins, London; F. D. Clark, Toronto; Jos. Etherington, St. Catharines.

This is one of the strongest committees the Association has ever had, and augurs well for the further success of the Association, which has steadily gained ground in membership and in importance.

The joint annual banquet of the two Associations was held on Tuesday evening in the Crystal Ballroom of the hotel, with nearly 150 ladies and gentlemen present. Rev. Padre Lambert, chaplain of Christie street hospital, the soldiers' hospital in Toronto, was the speaker, and at times he was given thunderous applause for his witty and patriotic address. Presentations of flowers were made to the wives of the retiring presidents of the two Associations. The head table was graced with the presence of Deputy-Minister McGhie, who said a few words; and H. S. McLeod, who introduced the toast to the Associations, which was responded to by Frank Gilbert, London. J. H. Gibson won the attendance prize. The Thompson troupe executed an entertaining program of songs, instrumental music and comedy numbers, and the audience sang the choruses with enthusiasm. The balance of the evening was given over to dancing.

So concluded one of the best conventions ever held in the history of these two Canadian Associations.

WEDGE LEAD



Above shows actual size. Order by number.

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New Low Prices

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Please send sketches

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Compressive strength 51,990 lbs. per
sq. inch over 76% silica

Get our estimate on polished and hammered work.

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Wholesale Only

The Obituary Record

Alexander M. Simmers

Alexander M. Simmers, aged 76 years, died at his home in St. Cloud, Minn., from a heart attack, following a week of illness.

Born in Kemnay, Aberdeenshire, Scotland, on December 19, 1862, Mr. Simmers learned the granite business from his father, coming to the United States and to St. Cloud in 1889.

After working a while for Matthew Breen, he joined a company which formed the Rockville Granite company at Rockville. About seven years later the firm was sold to Henry Alexander.

In 1898 A. M. Simmers and William Campbell (deceased) formed the partnership of Simmers and Campbell and operated as such in St. Cloud, quarrying and manufacturing granite for structural and monumental purposes. This partnership was dissolved in 1919 and the partnership of A. M. Simmers and sons formed which continues in operation.

Mr. Simmers married Miss Barbara Phillips in Scotland in 1888 and they celebrated their golden wedding in June of this year.

Surviving are Mrs. Simmers and the following children: George M., Alexander W., Edwin P. Simmers, St. Cloud; Mrs. Christina G. Gordhamer, who teaches in Litchfield; Mrs. E. Virgil Hall (Lillian) in Mora; and two granddaughters, Barbara and June Simmers.

Mr. Simmers was made a Mason in Scotland.

William Brand

William Brand, aged 49, died at his home in Fremont, Ohio, on Sunday, November 27, 1938, after an illness of nearly three years with tuberculosis. Mr. Brand was born in Cove, Kincardineshire, county, Scotland on June 7, 1889. When 19 years of age he came to Barre, Vt., where he cut granite for a year. After traveling widely, he settled in Gibsonburg, Ohio, entering into business with Mr. A. McShane. In November, 1922, they purchased the Fremont Monumental company, and have been so engaged since that time, and which will continue under Mr. McShane. He is survived by a widow and one sister and numerous distant relatives in Scotland.

Mr. Brand was a member of the Presbyterian church, Masonic Lodge and the American Legion.

Edward Reeb

Edward Reeb, aged 70 years, died on Sunday, December 4, 1938 from kidney infection at his home on Mazon Ave., Dwight, Illinois.

A well known business man, Mr. Reeb had operated the Reeb Granite Works for the past 43 years. The business will continue to be operated under the same name by Charles Reeb, a brother.

Anthony Donatelli

Anthony Donatelli, a founder of the Donatelli Granite Company, Pittsburgh, Pa., died October 5, 1938. Born in Italy, Mr. Donatelli came to Pittsburgh thirty-four years ago.

Walter J. Bisson

Walter J. Bisson, aged 71, retail monumental dealer of Los Angeles, Calif., died on September 27, 1938.

Manufacturers of Quality Memorials in Domestic and Foreign Granites

*Gold Brand Shape Carving
a Specialty*

Estimates Cheerfully Given

GOLBRANSON & COMPANY, Inc.
QUINCY, MASS.

Save Time—Use Nash's Merchant & Seaman's EXPEDITIOUS MEASURER

Indexed tables showing at a glance the cubic contents of any stone, according to its length, breadth and depth. Used by stone cutters all over the world. Reinforced index tabs.

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RATES for classified advertisements are 5¢ a word, in advance; minimum price 50¢; 10¢ extra for replies sent in our care; count your words, including heading and signature, and send money with order, as we cannot bill or open accounts for these many small transactions. No receipts sent; the insertion of adv. is your receipt. Advertisements in bold face type 10¢ a word. Copy is due on the 10th of the month.

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ART GLASS MAUSOLEUM WINDOWS—SEND FOR OUR BOOK-let of Mausoleum Designs. **Flanagan & Biedenweg Studio, 225 W. Illinois St., Chicago. Est. 1883.**

CEMENT

IMPORTED GERMAN STONE CEMENT—REPAIRS MARBLE. Granite. 1 Kilo can \$2.00, 2 Kilo can \$3.60, 5 Kilo can \$6.50. F. O. B. Boston, also extra liquid. **Chester H. Moulton, Medford, Mass.**

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Middle Village, L. I. N. Y.

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Prompt and reasonable

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We have several second hand surfacing machines at attractive prices. Address **BICKNELL MFG. CO., Rockland, Maine.**

AIR COMPRESSORS: 3 x 3½ FAIRBANKS-MORSE DIRECT connected to gasoline engine. 3½ x 4 Ingersoll-Rand, 4½ x 4½ De Vilbiss, 6 x 6 Curtis single cylinder vertical. 5 x 4, 7 x 6, 10 x 10 Ingersoll-Rand class ER-1 horizontal. 599 CFM. Ingersoll-Rand two stage. Large stock REBUILT ELECTRIC MOTORS all types and sizes, fully guaranteed and attractively priced. Write us on your requirements. **ROCKFORD ELECTRIC EQUIPMENT CO., 714 South Wyman Street, Rockford, Illinois.**

FOR SALE: 8X8 2 CYLINDER CURTIS AIR COMPRESSOR. Westinghouse 20 H.P. Electric Motor, belt and radiator. **Pugh Monument Company, Oshkosh, Wisconsin.**

FOR SALE: ONE GOOD USED NO. 6 RUEMELIN PRESSURE type Dust Arrestor with 6" belted Exhaust Fan—\$75.00. **Nelson Machinery Company, Green Bay, Wisconsin.**

HELP WANTED

CAN GIVE STEADY WORK TO GOOD LETTER AND SANDBLAST man, have small manufacturing plant as it enables us to keep busy when not filling orders. Will pay \$25 per week until business conditions improve and then more. We have the reputation of doing the best work in central Oklahoma, my son has been doing the lettering but is now taking over the sales work. If interested write us. **L.L.M care Monumental News.**

WANTED: A COMPETENT WORKING FOREMAN TO TAKE charge of a shop of approximately eight men. The foreman to be familiar and thorough in the sandblast work, cutting and lettering. Good wages, steady work. Address **R. G. Stotzer, 1001 Wells Street (West Allis) Milwaukee, Wisconsin.**

DESIGNER SALESMAN WANTED IN NEW YORK CITY BY well established firm. Salary with rapid advancement to a refined young man with pleasing personality, unquestionable references, and willing to work hard. Must know business and own car. Write stating age, education, religion, past experience, married or single. Address **Box 40, Monumental News Publishing Company.**

SITUATIONS WANTED

EXPERIENCED SAND BLAST MAN: AROUND FORTY YEARS old, of Scotch descent, and in excellent health. I have spent twenty years working in Barre, eleven of them with one of Barre's best known and largest firms. While I have done all types of stone work, I am interested only in Sandblasting, cutting the rubber and blasting—no layout. For personal reasons I am desirous of leaving Barre for a permanent year around job with working conditions comparable to Barre Union requirements. Write **X.Y.Z. Barre care Monumental News.**

POSITION WANTED

WANTED: JOB AS GRANITE CUTTER, LETTERER AND SANDBlast operator. Prefer Michigan location. Address **A1, % Monumental News.**

FIRST CLASS ALL-ROUND WORKMAN, EXPERT SANDBLAST carver, letterer. Carver and cutter with pneumatic tools, good designer and draftsman, can take full charge of large plant or small. **Western States, care Monumental News.**

ALL AROUND WORKMAN, TWELVE YEARS EXPERIENCE, married and reliable. Can layout work, cut stencil sand blast, shape carve, do pneumatic tool work, also have shop sales ability. **Ed. Saueressig, Monona, Iowa.**

YOUNG MAN EXPERIENCED IN SHAPE CARVING, LAY OUT and lithichrome. Wants steady employment. Address **Box 131 care Monumental News.**

POSITION WANTED BY FIRST CLASS LETTERER, CUTTER, sandblast and layout man. Married and reliable. Can do shape carving. Address **B.S.W. care Monumental News.**

GOOD ALL-AROUND MECHANIC, 20 YEARS EXPERIENCE, wants steady year-round position. Sand blast and lettering preferred. **Box 300 care Monumental News.**

SALESMEN WANTED

SALESMEN WANTED. MUST BE CAPABLE OF EARNING \$3,000 to \$5,000 a year. Must furnish references as to ability, if unable to qualify above, need not apply. Wonderful territory. **Melgard Monument Company, Sparta, Wisconsin.**

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WANTED SALESMEN: TO SELL AT WHOLESALE ON A COM-mission basis in the states of New York, Pennsylvania, West Virginia, New Jersey and Maryland. **Gopher Granite Co., St. Cloud, Minn.**

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FOR SALE: GOING MONUMENT BUSINESS. ESTABLISHED 25 years. Modern equipment, large territory. Located in West Central Texas. About ten thousand dollars to handle. Ill health reason for selling. **Box 299 care Monumental News.**

FOR IMMEDIATE SALE: STOCK AND MACHINERY OF OLD established business. Includes Pangborn A.U. —3 Sandblast Equipment. Write **Lockie A. Collins, 513 North Thirteenth Street, Harrisburg, Pennsylvania.**

FOR SALE: RETAIL MONUMENT PLANT COMPLETE FOR finishing with display room and splendid living apartments in nice building and in splendid locality—Birmingham, Ala. Death of owner occasion for sale. Write **The Georgia Marble Finishing Works, Canton, Georgia.**

TECHNICAL INSTRUCTION

TECHNICAL EDUCATION IN EMBALMING AND SANITARY science opens way to state licensed embalming positions and to undertaking profession; six and nine months' course qualifies men and women. Ask for catalog and information. **Worsham College of Embalming, 620 So. Lincoln St., Chicago, Illinois.**

LOW PRICES

ROLLS - COLUMNS - URNS - VASES

In any of the domestic granites.

Write for prices and save yourself money.

L. J. HOLLEARN

155 No. Clark

Chicago, Ill.

TRY A WANT AD When you want a bargain or opportunity

THE MONUMENTAL NEWS

The Monumental News accepts advertisements only from firms it can recommend both as to integrity of product and business practices.

Rates for these listings are \$10 per year including a year's subscription to the Monumental News, \$1 for each additional listing. Free listings to regular display advertisers.

* STAR denotes a display advertiser. See advertisers index for page number.

*Buyers
Guide*

QUARRIERS	MANUFACTURERS	IMPORTERS
BRONZE	STATUARY	ACCESSORIES & SERVICES
MACHINERY	TOOLS	SUPPLIES

■ ACCESSORIES & SERVICES

ASSOCIATIONS AND ORGANIZATIONS

- American Granite Association, Inc., 221 Columbus Avenue, Boston, Mass.
- *Memorial Craftsmen of America, 840 North Michigan Avenue, Chicago, Ill.
- *Memorial Extension Commission, St. Albans, Vermont

BOOKKEEPING SYSTEM

- *D. D. Lenner & Company, 511 Acqueduct St., Akron, Ohio

DESIGNS (Air Brush, Photographs, Models)

- *Alfred J. Comi, Barre, Vermont
- *Bliss Design Company, Rockford, Ill.
- *E. R. Peterson, Rockford, Illinois
- *Robert L. Cooke, 234 Worthington St., Springfield, Mass.
- *Harry L. Ogborn, 401 West Blvd., Charlotte, N. Carolina

FENCES AND GATES (Iron, Chain, Link, Wire)

- *Stewart Iron Works, 423 Stewart Block, Cincinnati, Ohio

FOLDING CHAIRS METAL

- *Stewart Iron Works Company, 423 Stewart Building, Cincinnati, Ohio

PORCELAIN PORTRAITS FOR MONUMENTS

- *The Abendroth Studio, 7008 So. Paulina St., Chicago, Ill.
- *J. A. Dedouch Co., Inc., 606 Harrison St., Oak Park, Ill.
- *Flaschner Co., 1296 Third Avenue, New York, N. Y.
- *Memorial Portrait Company, 141 East 45th St., New York, N. Y.

SETTEES, VASES, URNS

- *Stewart Iron Works, 423 Stewart Building, Cincinnati, Ohio

■ BRONZE EQUIPMENT & MARKERS

- *Illinois Bronze & Iron Works, 915-23 So. Kildare Ave., Chicago, Illinois

- *Stewart Iron Works, 423 Stewart Building, Cincinnati, Ohio

BRONZE DOORS & EQUIPMENT

- Ellison Bronze Company, Inc., Jamestown, New York

■ IMPORTERS OF GRANITE

- *Cook, Watkins & Patch, Inc., 221 Columbus Ave., Boston, Mass., Plant, Barre, Vt.
- *Gray Rock Granite Company, Inc., Quincy, Massachusetts
- Reed & Vendret, Inc., 43 Vernon St., Quincy, Mass.
- *E. G. Ladewich & Co., Mansfield, Ohio
- *Burton Preston & Co., Mansfield, Ohio
- *W. C. Townsend & Co., Zanesville, Ohio
- The Waldron Shield Company, Inc., Barre, Vermont
- *R. C. Bowers Granite Company, Montpelier, Vermont

■ MONUMENT MANUFACTURERS

GRANITE MONUMENTAL MANUFACTURERS (By States)

- *Millstone Operating Corporation, Millstone Granite, Millstone, Connecticut
- *Allen Granite Co., (Allen's Blue) Elberton, Georgia
- *Berkeley Granite Corporation, Berkeley Blue, Atlanta, Georgia
- *The Comolli Granite Company, Elberton, Georgia
- *The Georgia Granite Corporation, Elberton, Georgia
- *Harmony Blue Granite Co., Harmony Blue, Elberton, Georgia
- *J. P. Bourgoin & Co., Inc., Elmwood, Illinois
- *J. P. Gilman Granite Co., Egyptian Pink Granite, Kansas City, Kansas
- ADRIAN, 48 Penn St., Quincy, Massachusetts
- *Gray Rock Granite Co., Inc., Quincy, Massachusetts
- *Golbranson & Company, Inc., Quincy, Massachusetts
- *E. Settimelli & Sons, Inc., Quincy, Massachusetts
- *Liberty Granite Company, St. Cloud, Minnesota
- *Pickel Stone Company, 1320 S. Vandewater Ave., St. Louis, Mo.
- *Harris Granite Quarries Company, Balfour Pink, Salisbury, North Carolina
- *E. G. Ladewich & Co., Mansfield, Ohio
- *W. C. Townsend & Co., Zanesville, Ohio
- *French Creek Granite Co., St. Peters, Pennsylvania

- *Dakota Granite Works, Dakota Mahogany Memorials, Milbank, South Dakota
- *Rock of Ages Corporation, Rock of Ages Granite, Barre, Vt.
- *Amberg Granite Company, Amberg, Wisconsin
- *E. A. Mundt Granite Co., Marinette, Wisconsin
- *DeVoe Granite Company, Wausau Memorial Granite, Wausau, Wisconsin
- *Rib Mountain Granite Company, Rib Mountain Dark Red, Wausau, Wisconsin
- *C. A. Kullgrens Enka, Uddevalla, Sweden
- *Fernstroms, Karlshamn, Sweden
- *Svenska Granitindustri Aktiebolaget, S. G. A.'s Everlasting Granite, Karlshamn, Sweden

MEMBERS OF THE BARRE GUILD

(Lest there be any misunderstanding, all Barre manufacturers are guild members. The following firms are merely those who are Monumental News advertisers.)

- *American Granite Company, Barre, Vermont
- *Anderson-Friberg Company, Barre, Vermont
- *E. J. Batchelder Co., Inc., Barre, Vermont
- *J. O. Bilodeau & Company, Barre, Vermont
- *Buttura & Sons, Barre, Vermont
- *Chioldi Granite Company, Barre, Vermont
- *Comolli & Company, Barre, Vermont
- *Cook, Watkins & Patch, Inc., 221 Columbus Ave., Boston, Mass., Plant, Barre, Vt.
- *Johnson & Gustafson, Barre, Vermont
- *Jones Brothers, Inc., 10 High St., Boston, Mass., Plant, Barre, Vt.
- *Marr & Gordon, Barre, Vermont
- *Peerless Granite Co., Barre, Vt.
- The Waldron Shield Company, Inc., Barre, Vermont
- *Usle & Perojo, Barre, Vermont
- *Bonazzi & Bonazzi, Montpelier, Vermont
- *Capitol Granite Company, Inc., Montpelier, Vermont
- *Everlasting Memorial Works, Montpelier, Vermont
- *Cross Brothers, Northfield, Vermont
- *C. L. O'Clair Granite Works, Waterbury, Vermont

MARBLE MONUMENTAL MANUFACTURERS

- *Georgia Marble Finishing Works, Canton, Georgia
- *Georgia Marble Company, Tate, Georgia
- *E. G. Ladewich & Co., Mansfield, Ohio
- *Vermont Marble Company, Proctor, Vermont

■ QUARRIES OF GRANITE AND MARBLE

GRANITE QUARRIES (By States)

- *Millstone Operating Corporation, Millstone Granite, Millstone, Conn.
- *Allen Granite Company, Allen's Blue, Elberton, Georgia
- *Berkeley Granite Corporation, Berkeley Blue, Atlanta, Georgia
- *Elberton City Quarries, Weiblen Gray, Elberton, Georgia
- *The Comolli Granite Company, Comolli Blue, Elberton, Georgia
- *The Georgia Granite Corporation, Elberton, Georgia
- *Harmony Blue Granite Company, Harmony Blue, Elberton, Ga.
- *Oglesby Granite Quarries, Elberton, Georgia
- *J. P. Gilman Granite Company, Egyptian Pink Granite, Kansas City, Kansas
- *J. S. Swingle, Inc., Peerless Quincy, Quincy, Mass.
- *Liberty Granite Co., St. Cloud, Minnesota
- *Melrose Granite Company, St. Cloud, Minnesota
- *Collins-Durax Co., Inc., Salisbury Pink, Salisbury, No. Carolina
- *Harris Granite Quarries Company, Balfour Pink, Salisbury, North Carolina
- *French Creek Granite Company ("F/C" Black), St. Peters, Pa.
- *Dakota Granite Works, Dakota Mahogany Granite, Milbank, South Dakota
- *Jones Brothers, Inc., Select Barre Granite, Barre, Vt., Boston, Mass.

- *J. K. Pirie Estate, Select Barre, Barre, Vermont
- *Rock of Ages Corporation, Rock of Ages Granite, Barre, Vt.
- *E. L. Smith & Company, Select Barre, Barre, Vermont
- *Wells-Lamson Quarry Company, Select Barre, Barre, Vermont
- *Wetmore & Morse Granite Company, Select Barre, Montpelier, Vermont
- *Amberg Granite Company, Amberg, Wisconsin
- *E. A. Mundt Granite Co., Amber Gray Granite, Marinette, Wis.
- *DeVoe Granite Company, Wausau, Wisconsin
- *Rib Mountain Granite Company, Wausau, Wisconsin
- *The Alberg Granite Export Ltd. o/y, Balmoral Red, Uusikau-punki, Finland
- *Ferststroms, Karlshamn, Sweden
- *Svenska Granitindustri Aktiebolaget, Karlshamn, Sweden
- *C. A. Kullgrens Enka, Uddevalla, Sweden

MARBLE QUARRIERS (By States)

- *Georgia Marble Company, Tate, Georgia
- *Vermont Marble Company, Proctor, Vermont

STATUARY (Granite, Marble & Imported Marble)

- *Leonard J. Hollearn, 155 No. Clark St., Chicago, Ill.
- *Burton Preston & Co., Mansfield, Ohio
- *E. G. Ladewich & Co., Mansfield, Ohio
- *W. C. Townsend & Co., Zanesville, Ohio
- *H. A. Whitacre, Inc., 66-67 Sixty-ninth Street, Middle Village, Maspeth, N. Y.
- *Comolli & Company, Inc., Barre, Vermont

■ WHOLESALERS OF ROUGH STOCK & MONUMENTS

- *J. P. Bourgoin & Co., Inc., Elmwood, Ill. (Missouri Red Granite)
- *Central Monument Co., 3535 Gratoit St., St. Louis, Mo.
- *Burton Preston & Co., Mansfield, Ohio
- *E. G. Ladewich & Company, Mansfield, Ohio
- *W. C. Townsend & Co., Zanesville, Ohio
- *R. C. Bowers Granite Co., Montpelier, Vermont
- *Amberg Granite Company, Amberg, Wisconsin

Machinery . Tools . Supplies

ABRASIVES

- *Pangborn Corporation, Hagerstown, Maryland
- *Dawson-Macdonald Company, Inc., 178 Purchase Street, Boston, Mass.
- *Lombard & Company, Inc., Winter Hill Station, Boston, Mass.
- *Norton Company, Worcester, Mass.
- *Harrison Abrasive Corporation, Manchester, New Hampshire
- *The Carborundum Company, Niagara Falls, N. Y.
- *Abrasive Products Co., Lansdowne, Pa.
- *Pittsburgh Crushed Steel Company, Pittsburgh, Pa.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vermont
- *R. C. Bowers Granite Co., Montpelier, Vermont

ABRASIVE DISCS & WHEELS

- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *Norton Company, Worcester, Mass.
- *The Manhattan Rubber Company, Passaic, New Jersey
- *The Carborundum Company, Niagara Falls, N. Y.
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *R. C. Bowers Granite Co., Montpelier, Vermont
- *Lane Manufacturing Co., Montpelier, Vermont

AIR COMPRESSORS (Stationary)

- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Schramm, Inc., West Chester, Pennsylvania
- *Trow & Holden, Barre, Vermont

AIR COMPRESSORS (Portable)

- *Gordon Smith & Company, Bowling Green, Kentucky
- *Dawson-Macdonald Company, Inc., 178 Purchase Street, Boston, Mass.
- *P. K. Lindsay & Company, Inc., 210 Broadway, Everett, Mass.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Schramm, Inc., West Chester, Pennsylvania
- *Ruemelin Mfg. Company, 3840 No. Palmer St., Milwaukee, Wis.

DRILLS, PNEUMATIC

- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Schramm, Inc., West Chester, Pennsylvania
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vermont

DUST COLLECTING EQUIPMENT

- *Pangborn Corporation, Hagerstown, Maryland
- *Dawson-Macdonald Company, 178 Purchase St., Boston, Mass.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Ruemelin Mfg. Company, 3840 No. Palmer St., Milwaukee, Wis.

DUST RESPIRATORS AND GOGGLES

- *Chicago Eye Shield, 2319 Warren Blvd., Chicago, Ill.
- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.

LEAD

- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.
- *Rochester Lead Works, Rochester, New York
- *Trow & Holden, Barre, Vermont

LIFT TRUCKS & PLATFORMS

- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.

MONUMENT CLEANERS

- *Dawson-Macdonald Company, Inc., 178 Purchase Street, Boston, Mass.
- *Wm. M. Adrian, 48 Penn St., Quincy, Mass.

- *Magnus Chemical Company, Garwood, New Jersey
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Trow & Holden, Barre, Vermont

POLISHING MACHINERY & SUPPLIES

- *Pangborn Corporation, Hagerstown, Maryland
- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *Norton Company, Worcester, Massachusetts
- *The Carborundum Co., Niagara Falls, N. Y.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vt.
- *Lane Manufacturing Co., Montpelier, Vermont
- *Ruemelin Mfg. Co., 3844 No. Palmer St., Milwaukee, Wis.

SAND BLAST MACHINERY AND SUPPLIES

- *W. B. Owens, 1516 Pico Blvd., Santa Monica, Calif.—Supplies
- *Chicago Eye Shield, 2319 Warren Blvd., Chicago, Ill.
- *Ottawa Silica Co., Ottawa, Illinois—Supplies
- *Pangborn Corporation, Hagerstown, Maryland—Machinery & Supplies
- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.—Machinery & Supplies
- *P. K. Lindsay & Company, 210 Broadway, Everett, Mass.—Machinery
- *Minnesota Mining & Mfg. Co., Saint Paul, Minnesota—Supplies
- *Clearview Equipment & Mfg. Company, 1900 Delmar Blvd., St. Louis, Mo.
- *W. H. Gage Glue Co., 19 So. First St., St. Louis, Mo.—Supplies
- *Harrison Abrasive Corporation, Manchester, New Hampshire
- *The Commercial Paste Company, Columbus, Ohio—Supplies
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.—Machinery & Supplies
- *W. Alfred McLeod, Barre, Vermont
- *Smith, Whitcomb & Cook Co., Barre, Vermont—Supplies
- *R. C. Bowers Granite Co., Montpelier, Vermont—Supplies
- *Lane Manufacturing Co., Montpelier, Vermont—Supplies
- *Ruemelin Mfg. Co., 3844 No. Palmer St., Milwaukee, Wisconsin—Machinery & Supplies

STONE SAWS

- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *Stone Machinery Co., Elberton, Georgia, Syracuse, N. Y.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Lane Manufacturing Co., Montpelier, Vermont

SURFACERS & STONE WORKING TOOLS

- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Schramm, Inc., West Chester, Pennsylvania
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vt.
- *Lane Manufacturing Co., Montpelier, Vermont

STEEL SHOT, CRUSHED STEEL & AUTOMATIC FEED

- *Pangborn Corporation, Hagerstown, Maryland
- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *Pittsburgh Crushed Steel Company, Pittsburgh, Pennsylvania
- *The Dallett Company, 165-189 W. Clearfield St., Philadelphia, Pennsylvania
- *Smith, Whitcomb & Cook Company, Barre, Vermont
- *R. C. Bowers Granite Co., Montpelier, Vermont

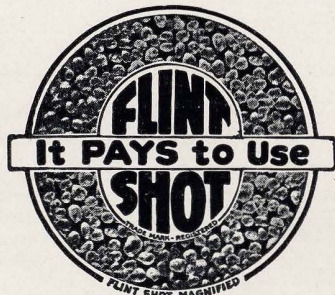
DEVOE

GRANITE COMPANY

WAUSAU, WISCONSIN

Quarriers and
Manufacturers

Wausau Memorial Granite



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

"I like folk who appreciate their inter-dependence on one another; who realize that it is because of other people that they have all the embellishments of life.

"I like enthusiastic people—for enthusiasm is the most contagious thing in the world.

"There is no formula, no blue-print, no recipe for enthusiasm, but it is always contagious." —DUSTY MILLER, *Entertainer*.

We are all liable to make mistakes—but don't be a "peater."

"This improvement in general business will soon be reflected in the memorial industry. There have been plenty of inquiries in recent months. These should soon develop into sales. Let's forget that lament 'Business is Lousy and it Looks as if it is Going to Be Worse.' Here's a better battle cry: 'Business is Good and it's Going to Be Better.' It's going to be a great 1939. Are you ready for it?"—ROCK OF AGES MAGAZINE.

Let's strive to make our business one that we'll not only want our sons to be in, but one THEY'LL want to be in as well.

"Had it not been for the Association of the Memorial Craftsmen of America and the Memorial Extension Commission, I would not have had the ammunition to get these good people to think as I wished them to.

"There are one hundred and one things that the Associations are doing for the memorial dealers whether members or not, so why not be a member thereof and do your part."—GEO. W. SUNDAY, Retail Dealer, York, Pa.

and

"To carry out the injunction of the Holy Father, it is necessary that our people, from childhood to mature age, be ever better instructed in the true nature of Christian democracy, and that they be given precise definition both of democracy in the light of Catholic truth and tradition and of the rights and duties of citizens in a representative republic such as our own.

"They must be held to the conviction that love of country is a virtue and that disloyalty is a sin."—Program of the Catholic Church in the U. S. American Education.

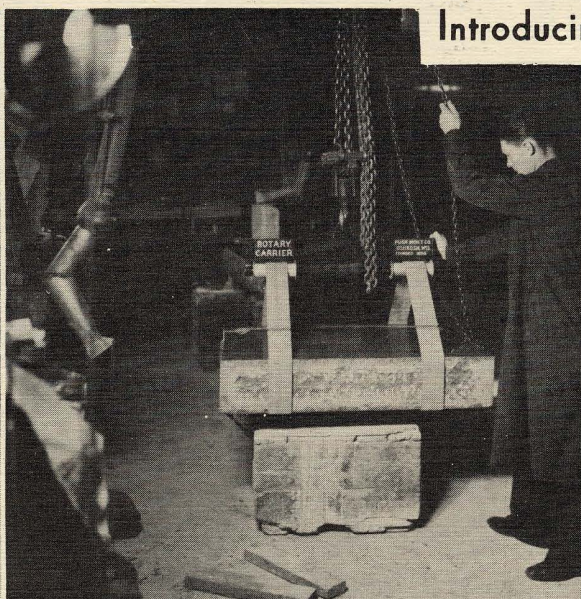
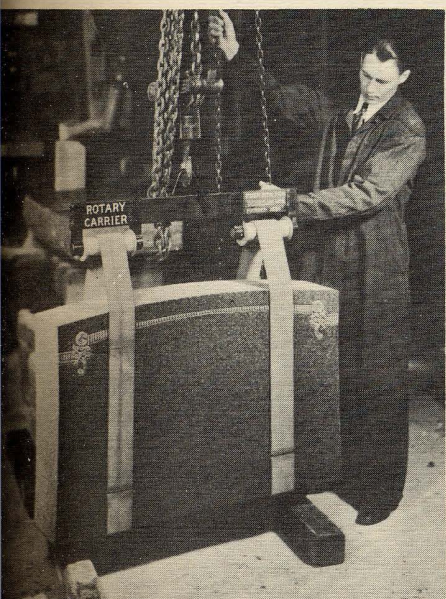
Don't forget to attend your State Convention.

"Fifty years is a large sector of time. Probably more things of importance to humanity have happened in the last fifty years than in any century since the beginning of history. Fifty years! They almost span the modern world. In 1838 street cars were drawn by horses; gas and kerosene were the universal illuminants; there was not a mile of cement road in all the country; Indians still roamed the western plains; Thomas A. Edison was yet perfecting the electric light; the telephone was an experiment; sanitary and heating methods were young and crude; there were no subways, automobiles or skyscrapers; and the population of the country was little more than fifty millions, most of it in rural communities, and Chester A. Arthur was president of the United States. Today, with the remarkable developments of science and industry, it is controllable that there has been more real progress in the last fifty years than in all the time that preceded it."

There

PROVEN PRODUCTS

MACHINERY EQUIPMENT & SUPPLIES



Introducing the PUGH ROTARY CARRIER for Lifting, Carrying and Turning

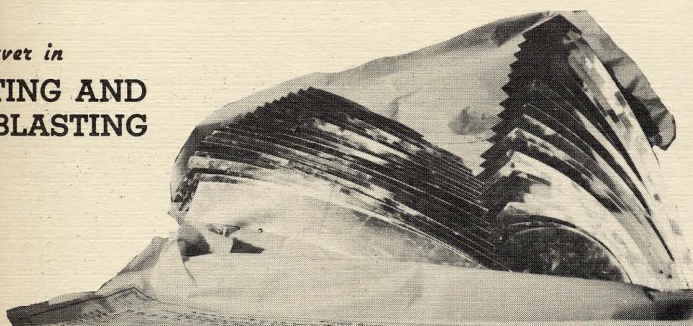
A 12-year old boy using a hoist or derrick can lift, carry and turn a die with less time and effort than three men without this apparatus. No protection is needed against damage by hooks or chains. No slipping. Saves time in taking out boards under a die. It weighs but 35 lbs. and the upkeep is virtually nothing.

This Rotary Carrier is made of high-grade steel, electrically welded, with no bolts or nuts to loosen. Finished in black enamel and cadmium. Slings of high quality vulcanized cotton. The Machine shown has been in use 4 years and has paid for itself many times over.

For Complete Information Write **PUGH MONUMENT CO., Oskosh, Wisconsin**

THE McLEOD PATTERN SYSTEM

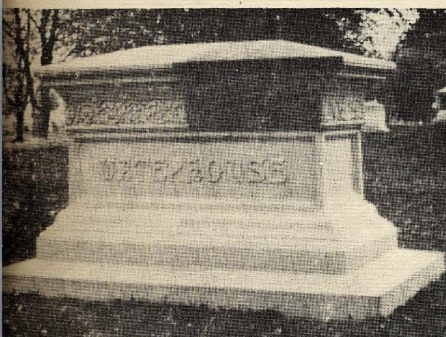
*A Great
Time-Saver in
DRAFTING AND
SANDBLASTING*



You can draw absolutely Accurate Ovals and Serpentine Curves on any stone from a 1 ft. marker to a 6 ft. die with any drop up to six inches—top, concave or convex sides—in $\frac{1}{10}$ th the former time with the McLeod Pattern System and Patented Chart. This system is used and endorsed by Hundreds of Firms. The Set Illustrated (Tempered Aluminum) costs \$40.00 and is ideal for both Drafting Room and Sandblast Room. Our Fiberloid Set (transparent and unbreakable) has especial advantages in the drafting room and sells for \$55.00. Write for Information and Testimonials.

W. Alfred McLeod • Barre, Vermont

P D Q and SPEEDIE are Proven Cleaners!



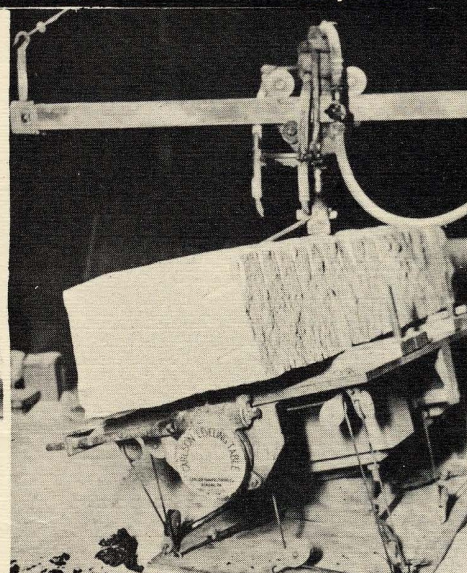
This old Concord Granite Monument was cleaned with **SPEEDIE**.

Upper right-hand corner shows its condition before work was started. Our customer was delighted.



P D Q sells at \$7 per gallon; 4 gallons \$25
SPEEDIE sells at \$9 for 10 pounds; 25 pounds for \$15
(25 lbs. makes 45 gals.; 10 lbs., 18 gals.; 5 lbs. [55], 9 gals.)
Write for small sample of these products today

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



THE CARLSON LEVELING TABLE

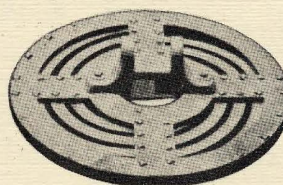
Another Time- and Money-Saver

With this device the top and four washes can be finished without removing the stone. The table is easily adjustable at any angle by turning the self-locking worm gears. Users report upwards to 50% saving on Base Costs. Many years of rugged service guaranteed.

PRICED AT \$350

Carlson Manufacturing Co., Reading, Pa.
ALSO HANDLING AND SETTING TOOLS

The Newest Development in HIGH SPEED SEGMENT WHEELS Deserves Your Inspection



These high speed emery wheels, perfected recently by Smith, Whitcomb and Cook engineers, have renewable Segments and the covers are machined on both sides, balanced and centered. The high speed required in operating these wheels means that the polishing machines must be kept in perfect alignment in order to assure best results and low production costs.

SMITH, WHITCOMB & COOK CO., BARRE, VERMONT

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

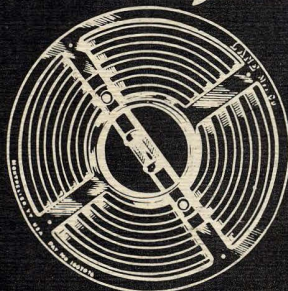
GRANITE POLISHING SUPPLIES,
CARBORUNDUM GRAINS AND
BRICKS, IRON SAND, CRUSHED
STEEL, PUTTY POWDER, ETC.

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

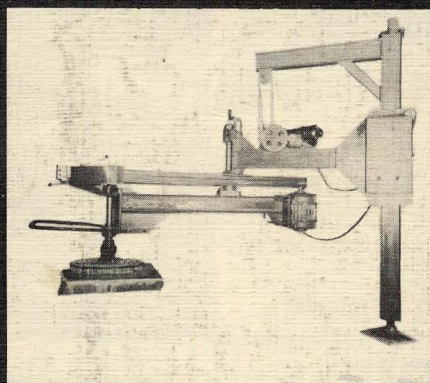
124 Union St., Aberdeen, Scotland

Quarries: Barre, Vt.

Make 1939 a Profitable Year with LANE MACHINES
"Lane-Built means Precision-Built"

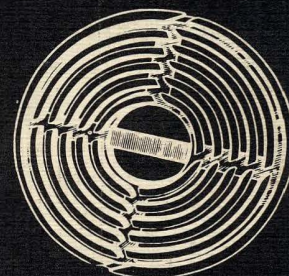
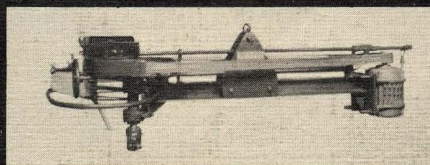


Cast-in-one Offset High-speed Coarse Emery Wheel
TOP VIEW

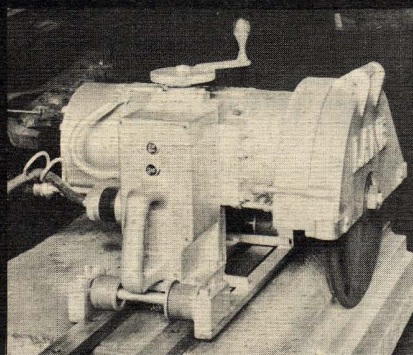


SOLID-GATE POLISHER

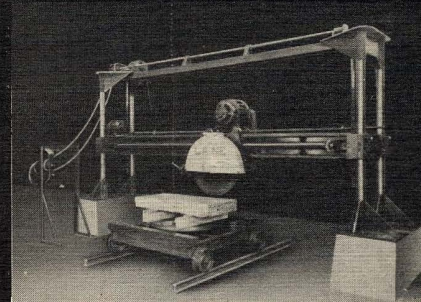
**POLISHER
SUSPENDED-TYPE SINGLE BEAM**



Cast-in-one Offset High-speed Coarse Emery Wheel
BOTTOM VIEW



PORTABLE EDGER



AUTOMATIC EDGER

LANE MANUFACTURING COMPANY

MONTPELIER

Established 1857

VERMONT