

MONUMENTAL NEWS

GRANITE
MARBLE
BRONZE
SCULPTURE

SCOTTISH RITE

NOVEMBER
1939





In a world with too little of the Spirit of Our Saviour we of America are blessed with an abiding Peace. Among the Powers of the World, here alone does "Peace on Earth Good Will to Men" ring Sincere. Here the Anniversary of the Birth of the Christ Child will be a Memorial Day of Reverence. Here as before Christmas time will be a time for Happiness and Gifts and Expressions of Good Will. To All Members of the Memorial Family, we extend our deep regard and Best Wishes for a Happy Christmastide. May the Peace and Happiness of Our Lord be with You and Your Loved Ones as it was in the Little Stable of Bethlehem nearly 2000 Years Ago.

ANTONIO PEROJO
AMERICO COLOMBO
GEORGE CARY
LOUIS ROEMER
GEORGE BOOTH
J. W. FLETCHER
AARNE BISHOP
ARTHUR BISHOP

USLE & PEROJO GRANITE CO.
BARRE VERMONT

Letters to the EDITOR

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

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

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

"WE MUST FACE OUR SITUATION"

MONUMENTAL NEWS,
Madison, Wis.

December 11, 1939.

Gentlemen: It is refreshing, albeit chastening, to read your Designer-Salesman's articles. It surely is time we drop the pretense that we are suffering nothing more than the usual results of depression, for it is only too clear that we are being steadily forced out of the picture.

Our craft no longer commands a wholesome respect on part of the public, and this is our fault.

It is obvious that monuments make cemeteries, just as cemeteries make monuments, yet there is no close harmony between ourselves and the cemeteries.

We are spending our money, and our energy fighting one another with sales methods that are nothing less than business suicide.

Unless we honestly face our situation, and find ways to correct our troubles, there is no future for our business.

I do not know the answer, but I believe there is enough courage and intelligence in our craft to find it if we try. I believe a good start will be made if we bring into the light the worst evils that beset us, then see if we can find a cure for some of them. Cut throat prices is all we hear about, but every thinking person knows there are other evils even worse. The question is whether we are honest enough to admit it.

For some thirty-five years the monument business, wholesale and retail, has been good to me, but I am about ready now to say "I find no pleasure in it". And this despite the fact that I seem to have fared rather better during ten years of depression than men in other lines with whom I associate. But it is a pretty safe prediction that the young men in this craft will not fare so well unless we begin beating back very soon.

Very sincerely,

J. C. SUTTON,
Memphis, Tennessee.

"A PLEA FOR COOPERATION"

MONUMENTAL NEWS,
Madison, Wisconsin.

December 6, 1939.

As cooperation has always been a part of your editorial policy, I am writing this letter to your magazine.

The lead article in the December 1st. issue of Tombstone Chatter by our friend, Vernon Curl out in Kansas, really hits the nail on the head. It is a plea for cooperation throughout the industry and is well worth repeating.

Things look better for next year and we are hopeful that we will be able to accomplish something in the way of industry


November, 1939

Vol. 51, No. 11

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M I L L S T O N E G R A N I T E


MILLSTONE GRANITE



I R A S A Y L E S

ONE WHO FEARED GOD
AND ESCHEWED EVIL

Born April 3, 1804
Died March 9, 1870



In Rhode Island not far from Providence, a small cemetery, in use since 1765, quietly challenges the factory smokestacks in the Valley below. Judged by present standards of design, its monuments leave much to be desired, yet there is an atmosphere here, as in other Colonial Graveyards, seldom if ever achieved in our later Cemeteries.

The Sayles Tablet, like many others in this hallowed ground, was built from Millstone Granite and no other stone in the Cemetery carries its years quite so gracefully.

For Lasting Durability, Increasing Beauty, and Easy Workability, Millstone Granite deserves your consideration. In either Dark Blue or Dark Pink, it takes a Beautiful Finish, whether Hammered or Polished. And what's equally important, Millstone Granite is less costly than other fine granites.

Write for Samples and Prices.

MILLSTONE GRANITE

The Granite with the Greatest Contrast

The Millstone Operating Corporation

Quarriers and Manufacturers

JAMES E. RANTA, Manager

MILLSTONE, CONNECTICUT

D A R K B L U E ★ D A R K P I N K

GREEN VALLEY for
Economy in Barre
STONECRAFT MEMORIALS



Skilled Craftsmanship
and MACHINE ECONOMY

• The **Green Design** illustrates a type of memorial ideally adapted to our machine equipment. Here the abrasive saw and Sand Blast are effectively used in producing a Monument of appeal at a price that permits a generous mark up. Several variants of the paneled carving are available at no extra cost. Flutes are also available instead of the offsets. When writing for estimates on the Green Design either with offsets or fluting, please state sizes and finish desired.



Write for
QUOTATION TODAY

GREEN VALLEY
GRANITE
COMPANY BARRE - VERMONT

Letters to the EDITOR

organization before it passes. Anything constructive pointing in this direction is a good thing for the industry.

With the kindest personal regards, I am,

Sincerely yours,

L. H. BRAUN,

Chr. Industry Organization Com.,
Memorial Craftsmen of America, Inc.

"WHAT'S MY NAME?"

We received this week an anonymous letter postmarked in a City in Northern New York. While we print letters without the writer's name, we *never* print one unless we *know* the name and his correct address. The writer requested that we print in our next issue, if he will identify himself to us we will try to give him the desired information. We have referred his letter to the person whose actions he questions.

NOTICE!

Until further notice, pay no subscriptions to agents nor agencies. Pay directly to this office when we bill you with notice of expiration. So many "phoney" solicitors have been working the country this Fall, that we have notified all our legitimate field representatives to cease calling upon the trade. It seems that the easiest way to get \$5.00 is to solicit a subscription for Monumental News! Our own representatives carry *signed credentials* for identification!

CHRISTMAS
SEALS



Help to Protect
Your Home from
Tuberculosis



Buy
Christmas
Seals



Tuberculosis causes 900 deaths annually in Wisconsin. For every death there are nine active cases, a total of more than 8,000 sources of danger to others. Christmas Seals help to find active cases of tuberculosis and to secure treatment for them and protection for others. In buying Christmas Seals you help to make possible the continuation and expansion of the winning fight against tuberculosis carried on throughout the year by the Wisconsin Anti-Tuberculosis Association.

Buy and use Christmas Seals.

The good they do depends on you!

Select
"F/C" BLACK



FOR MEMORIALS
OF
BEAUTY
WORKMANSHIP
AND
DURABILITY

FRENCH CREEK
GRANITE CO.
ST. PETERS, PA.

SPECIAL
AIR BRUSH
DESIGNS

Eliminate
Competition

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



Harry L. Ogborn
401 West Boulevard
Charlotte, N. C.

When you select a Memorial-

Look for 4 things



● APPEARANCE

The appearance of a memorial is quite naturally your first thought since its primary reason for being is to be a reflection of the beauty in the life of a loved one. Beauty of texture and the qualities necessary for fine carving are acknowledged attributes of Wetmore & Morse Select Barre Granite.

● PERMANENCE

The ability of a stone to retain its character through the years is of prime importance not only to you but to those of future generations who will follow you in paying tribute to the memory of the one honored. Wetmore & Morse Select Barre Granite is such a stone.

● BACKGROUND

Background in setting is important. The background of the company producing your stone is of equal importance. Your purchase of Wetmore & Morse Certified Select Barre Granite is backed by 77 years of keeping faith with customer and dealer alike.

● RELIABILITY

Reliability is guaranteed by a signed Certificate of Quality which states in part that "this stone was inspected at the quarry and found free of imperfections and to be of the highest standard for memorial use." Specify Wetmore & Morse Certified Select Barre Granite.

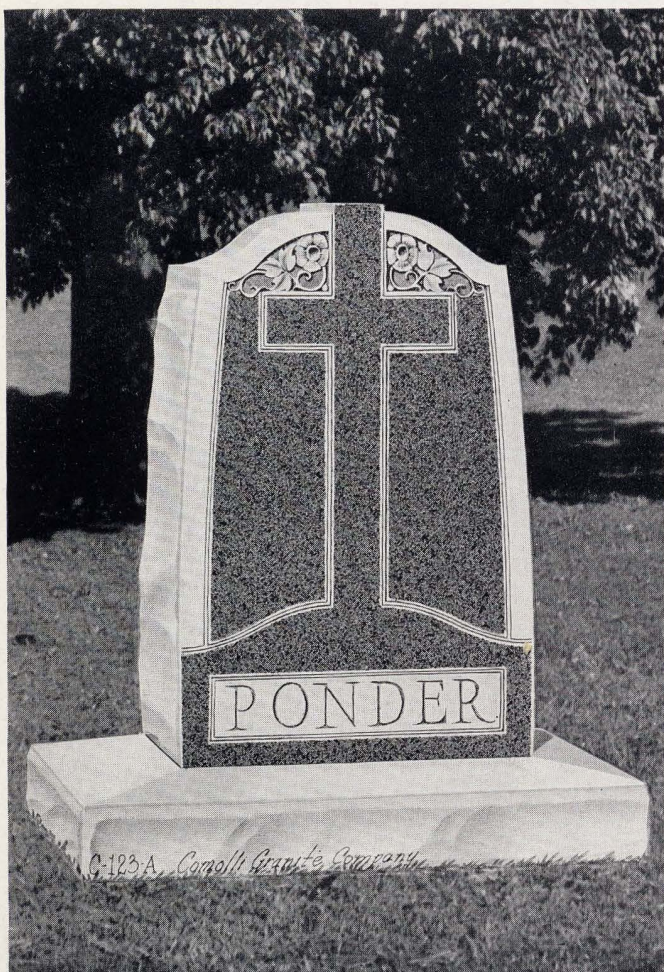
FOR PHOTOS OF QUARRY OPERATIONS ADDRESS ADVG. DEPT.

WETMORE & MORSE

OFFICES
MONTPELIER

Established 1862
VERMONT

QUARRIES
BARRE



How to Win Friends and Influence People

Some memorials are far better investments than others. Quite often this is very forcibly brought to the attention of a dealer, because a particular design will sell many times over while still another will prove to be hard stock.

When an easy selling memorial is discovered, it means better business for the dealer and more friends and potential boosters for his institution.

Our exclusive Ponder design has proven to be a popular type, and we gladly recommend it as a selling opportunity. It is beautifully conceived, skillfully executed, and attractively priced . . . and when finished in "Comolli Dark Royal Blue Granite" it is a credit to any show room.

*Write us today for quotations on this
and other memorials*

COMOLLI GRANITE COMPANY
Elberton, Georgia

Important News

REPORT OF THE SALES IN ADVANCE INSURED PLAN COMMITTEE

**Presented to the Executive Committee of the Memorial
Craftsmen of America, November 25, 1939**

The committee investigating the sales in advance of need and insured sales program, report to the Executive Committee of the M. C. of A. as follows:

"At a meeting held in Toledo by the committee studying the proposed sales in advance insured program, the following members were present: Mr. E. A. McCanless, Mr. Hoyt Holton, Mr. Leonard H. Braun, Mr. Alex Park, and C. P. Smith, President of the M. C. of A. Mr. Walter J. Semlow, was the only absent member.

Representing the promoters of the program: Mr. Karl Hausauer and Mr. Harvey of Buffalo, N. Y., were in attendance.

Representing the Insurance Brokers: Mr. Fred Wheeler, of Buffalo, N. Y., was present.

Many phases of the plan were discussed and investigated and at the conclusion of the meeting those in attendance agreed "that certain conditions within the industry prevent the adoption of the plan as presented".

Mr. Semlow has since concurred with all other members of the committee.

The committee in charge of the investigation tendered a unanimous vote of thanks to Baker, Jones, & Hausauer, Inc., of Buffalo, who developed the Plan, and to Mr. Fred Wheeler of Tiernon and Company, Insurance Brokers of Buffalo, N. Y.

1940 WINTER CONVENTIONS

NEW ENGLAND—January 4 and 5—City and Hotel to be announced later.

NEW YORK—January 10 and 11—City and Hotel to be announced later.

NEW JERSEY—January 15 and 16—Robert Treat Hotel, Newark, N. J.

MARYLAND, DELAWARE AND D. OF C.—January 18 and 19—Ambassador Hotel, Washington, D. C.

PENNSYLVANIA—January 23 and 24—Penn Harris Hotel, Harrisburg, Pa.

MICHIGAN—January 29 and 30—Statler Hotel or Book Cadillac Hotel, Detroit, Mich.

WISCONSIN—February 1, 2, 3—Plankinton Hotel, Milwaukee, Wis.

ILLINOIS—February 5 and 6—City and Hotel to be announced later.

MINNESOTA AND DAKOTAS—February 8 and 9—The Lowry Hotel, St. Paul, Minn.

NEBRASKA—February 12 and 13—Clark Hotel, Hastings, Neb.

IOWA—February 15 and 16—Kirkwood Hotel, Des Moines, Ia.

MISSOURI—February 19 and 20—Elms Hotel, Excelsior Springs, Mo.

INDIANA—February 22—The Athletic Club, Indianapolis, Ind.

OKLAHOMA—February 26 and 27—City and Hotel to be announced later.

OHIO—March 4 and 5—Deshler-Wallick Hotel, Columbus, O.

The Priceless Gift

Christmas is the day of all days when memory turns to those friends and loved ones from whom we are separated by space, or by infinity. It is properly a day of happiness. With gifts and tokens of sentiment we symbolize our devotion to those we love, even as the Wise Men led by the Star of Bethlehem brought gifts of gold, and frankincense, and myrrh to the cradle of the Christ Child. How fitting therefore that on this day which commemorates the Gentle Nazarene we should pay homage to the memory of those we love who have gone before; that we should make pilgrimage to the hallowed ground and the shrine of memory which is their eternal resting place. And if, for any reason, we have neglected to commemorate them, we can find no season more appropriate than Christmastime in which to express our love with a permanent symbol of sentiment and devotion. In the knowledge that we have fulfilled a noble obligation, Christmas Day and the Christmas Days to come will be the richer and happier for us because we have brought to the memory of our dead something far more precious than gold, and frankincense and myrrh; the priceless gift of all gifts for which the Nazarene lived and died—Love.

E. L. SMITH & CO.

Quarriers of Smith-Barre Granite . . . "Medium of the Masters"

BARRE, VERMONT



{Craftsmen are invited to use the above text in newspaper advertising or circulars before the Christmas Holidays}

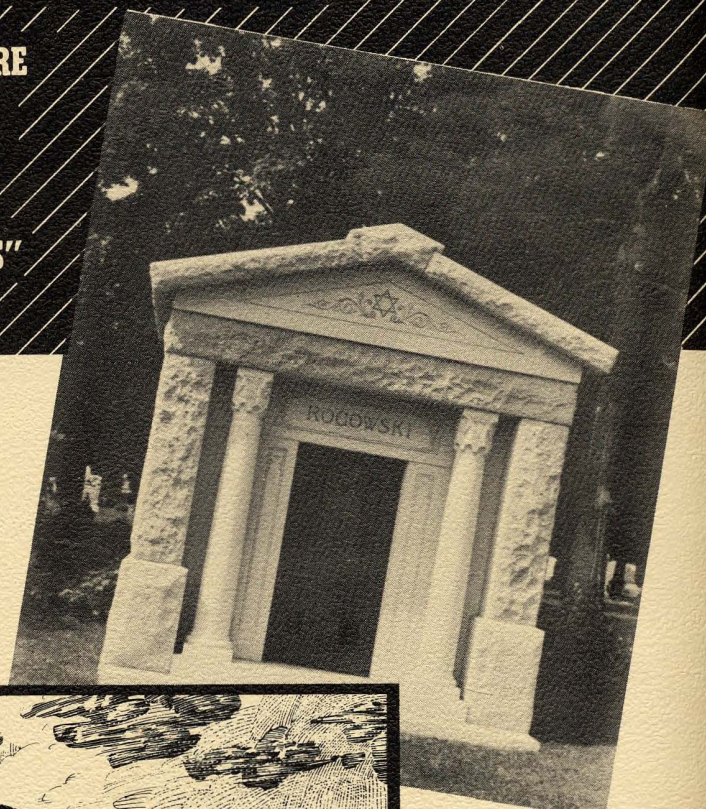
MAUSOLEUMS

from
FAMED PLANTS OF BARRE

in
**SMITH-BARRE
GRANITE
"MEDIUM
of the
MASTERS"**



THE PAGLIERI MAUSOLEUM is an outstanding achievement in combining the rough-hewn surface with delicate carving and the finished surface. Religious in feeling, it is a fine example of the Gothic in Mausoleum Art.



THE ROGOWSKI BUILDING illustrates the all important function of a choice material when the rough-hewn surface is employed. The usage of modern methods of decoration is notable in this building of moderate cost. The symbolism of the Shield of David and the other motifs is also worthy of praise.

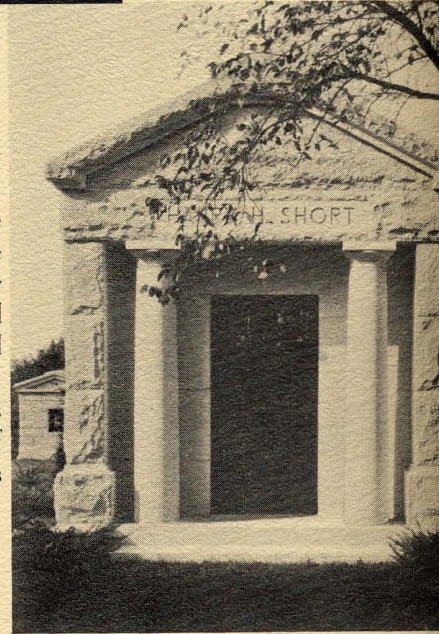


GIUDICI BROTHERS & CO.

Giudici Brothers is another of several Famed Barre firms operated today by the Second Generation. Founded nearly fifty years ago, the present Giudici's In control, have remained true to the Ideals of the Founder and Giudici Brothers are Barre Leaders today as they were in the early part of the Century. This firm builds all forms of memorials, but is also well equipped with machinery and experience for Mausoleum building. The Mausoleums illustrated on this page are but a few of the many notable works created in this plant.



THE PAUL IPPOLITO BUILDING illustrates a happy combination of the Exedra with the Mausoleum, ideally suited to this restful setting and lending a desirable informality to the scene. Again we see sandblast ornamentation effectively used.



THE HARRY H. SHORT MAUSOLEUM is a style more often seen two or three decades ago yet it is one that still meets favor with the more conventional type of client selecting a building of lesser cost.

MAUSOLEUMS

and

“BUILD WHILE YOU LIVE”

INCOME TAXES, INHERITANCE TAXES

and Your Mausoleum Prospects



Here is a booklet that will help you to promote "Build While You Live" mausoleum sales in your community!

The satisfaction of owning a private mausoleum need no longer be postponed by your prospects who are reluctant to "tie up the money."

Why?

Because with the curtailed income from investments and the high income taxes, money invested in a mausoleum actually involves but a *small reduction in net income!* Moreover, a private mausoleum is *non-taxable* and *non-assessable!* It is a permanent investment in peace of mind for present and *future* generations.

And remember this! The excessive inheritance taxes make it a matter of *sound economy* and common sense to build NOW — saving the family money and the ordeal of construction during a bereavement.

Study these arguments carefully! They are not mere sales-talk. They are facts! Get them over in letters or personal interviews in your community. Get them over now!

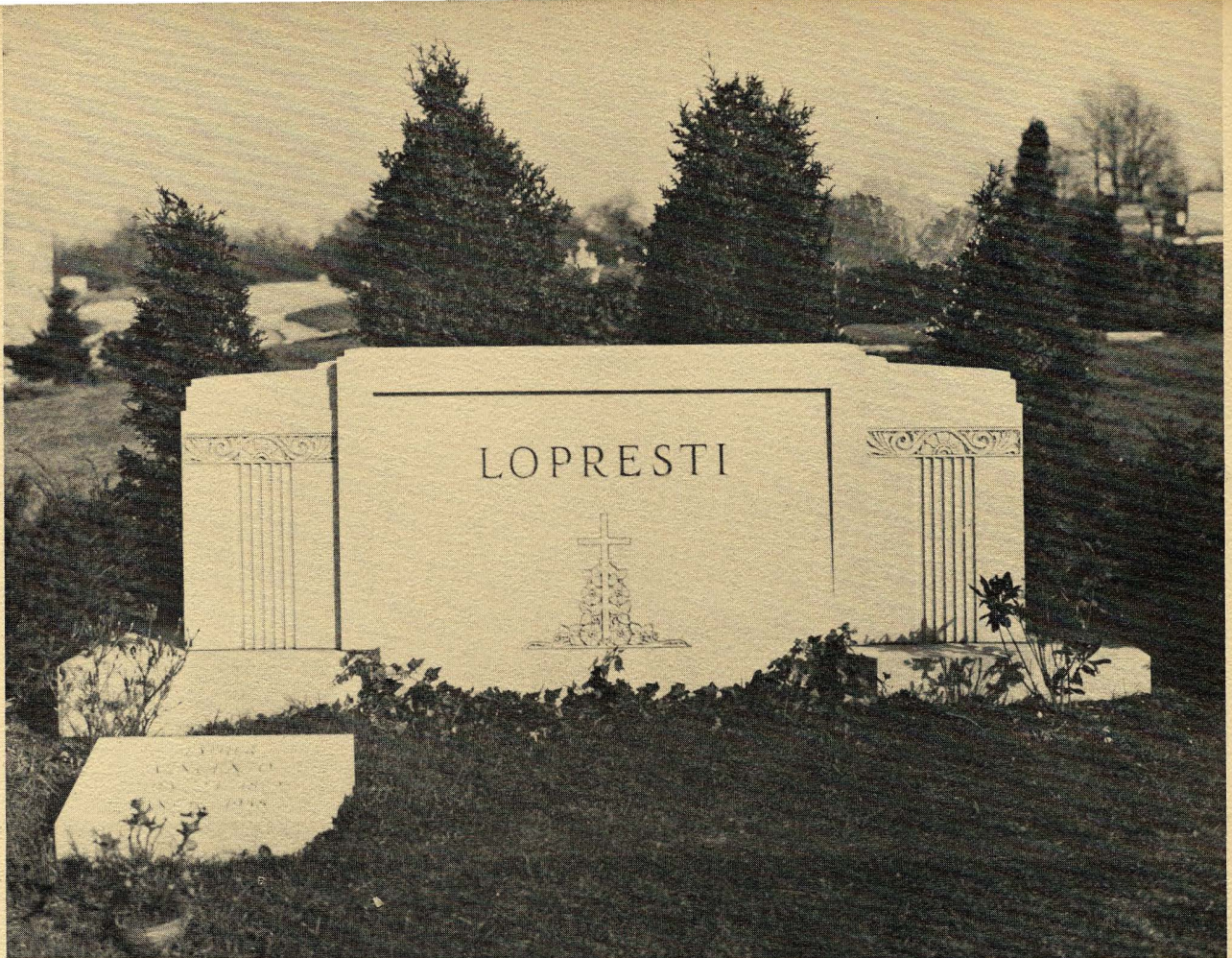
You will probably use Smith-Barre Granite but whether you use Smith-Barre Granite or any other granite,—make a drive now for Build While You Live business by proving that this investment in peace of mind can be made with only a small reduction in *net* income from investments that may be here today and gone tomorrow!

One of a series of advertisements sponsored by E. L. Smith & Co., featuring the outstanding Designers and Builders of Mausoleums in the Barre District.

E. L. SMITH & CO.

Quarrier's of Smith-Barre Granite

BARRE, VERMONT



Registered U. S. Patent Office



TECHNACRAFT MEMORIALS

The "Lopresti" Memorial shown above was cut in our plants for the Keystone Memorial Co. of Johnstown, Pennsylvania.

The skill of master craftsmen combined with the technical advantages of TECHNACRAFT enables us to produce memorials of unrivaled quality and beauty. Yet we are able to keep costs down to the competitive level of an ordinary memorial.

Every Technacraft Memorial is fully guaranteed and covered by our Gold Bond. Our Registered Technacraft Seal is etched in the stone.

We invite requests for quotations on any of your requirements.

COOK, WATKINS & PATCH INC.

221 COLUMBUS AVE.

BOSTON, MASS.

A Tribute of Beauty

*The West Tribute was designed
and built by us of Silver Grey
Georgia Marble for Neece Memo-
rial Studios, Greensboro, N. C.*



Beauty and Durability are two necessary factors of a monumental material.

Dependability in the manufacturing wholesaler is also essential.

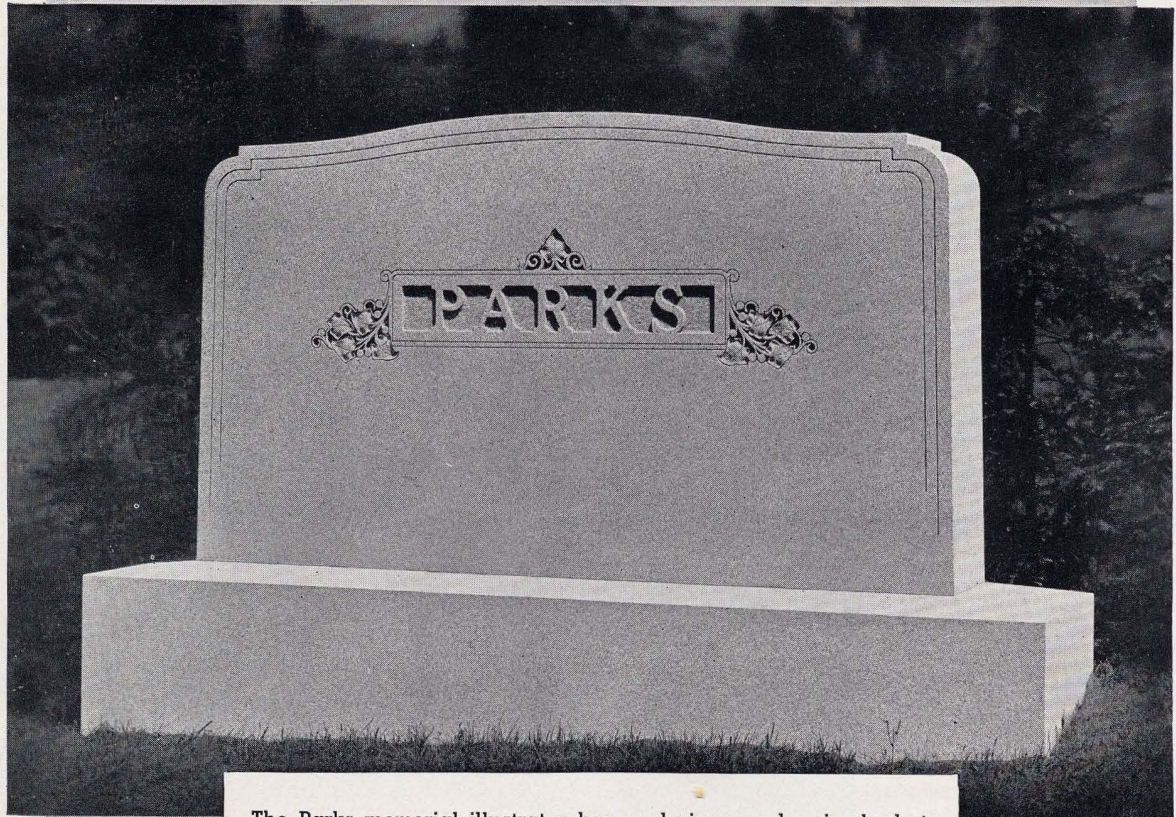
These qualities are assured when you buy Silver Grey Georgia Marble from us.

THE GEORGIA MARBLE FINISHING WORKS

"Builders of Fine Monuments"

CANTON • • GEORGIA

MEMORIALS *of Lasting Beauty*



The Parks memorial illustrates how a design can be simple, but still not what is generally termed as ordinary. In fact, it is far from ordinary, and portrays a dignity and artistic enrichment that approaches perfection, in harmony with the material which is Pirie's Select Barre Granite. The Parks memorial was manufactured by the American Granite Co., of Barre, Vermont and is truly a memorial of lasting beauty.

PIRIE'S
Select
BARRE GRANITE

MONUMENTAL NEWS



The Monumental News Publishing Company

.. ESTABLISHED 1889 ..

114 SOUTH CARROLL STREET, MADISON, WISCONSIN

B. S. WHITAKER, *President*



Editorial

NOVEMBER, 1939
Vol. 51, No. 11

PUBLIC ENEMY NO. 1

SOME will remember the confused Doctor in Ibsen's play "An Enemy of the People," who expected gratitude and received curses from the people, when he discovered and announced that the mineral spring which the town depended upon for its income was contaminated. Well remembered are the moral apathy and intense bitterness of the townspeople and the figurative crucifying of the Idealistic Doctor. Just so will many construe parts of "Designer-Salesman's" October article entitled "Can We Stop the Slump", the second part of which will appear in December. This article like others from this brilliant Diagnostician is more than provocative, it is a direct challenge to the Industry from a man who *knows* all angles to our problems, appreciates the admitted difficulties, and is highly sympathetic with the so-called average dealer. Designer-Salesman indulges in no vituperative rant, flag-waving, condemning, etc. Instead he sanely analyzes the conditions in the monument and cemetery field in the light of modern economic conditions and psychological trends. He points out as a scientist not as a Defeatist or Sob Sister that Our Future is in Our Own Hands, and while he is not as optimistic as some of us younger and less experienced members of the craft, he does say *Something CAN be Done* as well as *MUST be Done!*

One of the suggested possibilities of solution appears on page 475 in the October issue involving cemetery regulation and giving the cemetery right to remove or refuse memorials for various reasons such as "unapproved material and unapproved unbonded dealers" and perhaps for ugliness of design. There are more than a few of us who will judge this cure worse than the disease, for with all due respect to the high personal quality of most cemetery executives and the high plane of their operations, the fact remains that some present cemetery regulations and expenses are eminently unjust, unnecessary, and excessive. Many of these regulations like certain new deal measures, trade union restrictions, etc., have "killed the Golden Goose." Personally we feel that it is well within our own power and capabilities to come out of the Slump, and although the Right Way is Slow, it is none the less Sure.

Designer-Salesman says "The Dealer can't Sell Better-Type Monuments because the Public doesn't want them." We say "The Dealer has got to Sell Better-Type Monuments," not necessarily larger or higher priced monuments (although there is a tendency to trade-up when Selling is emotionally improved.) We admit that it is difficult if not well nigh impossible to sell a well-designed significant memorial to a customer whose lot is surrounded by those monstrosities of the past twenty years that have driven people to other competing forms of interment. As too many dealers know, the customer prefers the nicer work when shown photographs in his home but after price-haggling selects the usual nonentity for the cemetery, with the result that he gets no pleasure out of the purchase and will get only a minor conscience salvage out of the ownership. And who can blame him? Would you put up a beautiful house next to the City Dump?

We admit there is little to do but try in many of the older cemeteries, but that every *new section* or new burial yard should be started right, with monuments of Beauty in Design and Significance, monuments that give Pleasure to the Buyer—monuments that regardless of size set a precedent for those to come. Furthermore we say that in these newer sections and cemeteries the dealer who erects anything less is "Public Enemy No. 1", for he is stealing his neighbor's bread and depriving his children and his children's children of their just heritage.



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





"WE MUST IMPROVE OUR CEMETERIES"

Says Paul Daggett, Past President, Association of American Cemetery Superintendents

IT IS indeed a pleasure to have another occasion to appear before this gathering for it is an unusual opportunity to discuss mutual problems of memorial dealers and cemetery men. So often we find ourselves in more or less of a rut that perhaps it is well to have a cemetery man remind us that the only difference between a rut and a grave is that the grave is deeper. Of

course, anyone who prefers to stay in a rut may do so, and if there be anyone of that sort in this audience he may feel like telling me what the preacher said to the man on the train. The minister was reading his Bible when a man leaned over the back of his seat and said, "I don't believe a word in that book." The minister ignored the remark. Presently it was repeated in a louder voice: "I don't believe a word in that book." Losing his patience, the minister turned and said, "My good man, would you mind going to hell *quietly*." Now, I'm not going to be quiet and I hope you'll not become impatient.

On past occasions we have considered a number of aspects of cemetery work and of the memorial industry and it may be that this talk will be repetition to some extent but there are some things which cannot be overemphasized and which must be kept in mind at all times. Human nature does not change and usually our faults of this year are the same as last year's crop. We are creatures of habit and so it behooves us to cultivate habits which are desirable.

Now, the public is becoming more conscious of what can be done to improve our cemeteries. They will soon *demand* that these things be done and will no longer tolerate conditions which are a reproach to the community. You men know better than most people that improved standards of care can be brought about but to do so requires intelligent effort. Nothing happens by itself. Someone makes it happen. Hence, because of the positions you occupy it is up to you to make things happen in the cemetery. It is you who must know what is wrong and how it may be remedied and it is you who must see that a start is made. Now just what things can be done?

Well, first of all must come the improvement of grounds and plantings and the care which they are given. Sunken graves must be raised. Lot enclosures and fences should be removed. Weeds should be brought under control and the turf put in the best possible condition. Fencing should be maintained in good order around the grounds and the roads should be kept in proper shape. If memorials have not remained upright they should be restored. These items will take care of most of the physical defects which are usually found. Such a task is one which may seem too great in some instances but it need not be done all at the same time. The important thing is to lay out a program and get it under way. In this work it is often possible for the cemetery superintendent, the memorial dealer and other interested groups to work together. You memorial dealers realize, I know, that improvement of the cemetery will benefit

and stimulate your business in more ways than one, so, you too, are interested.

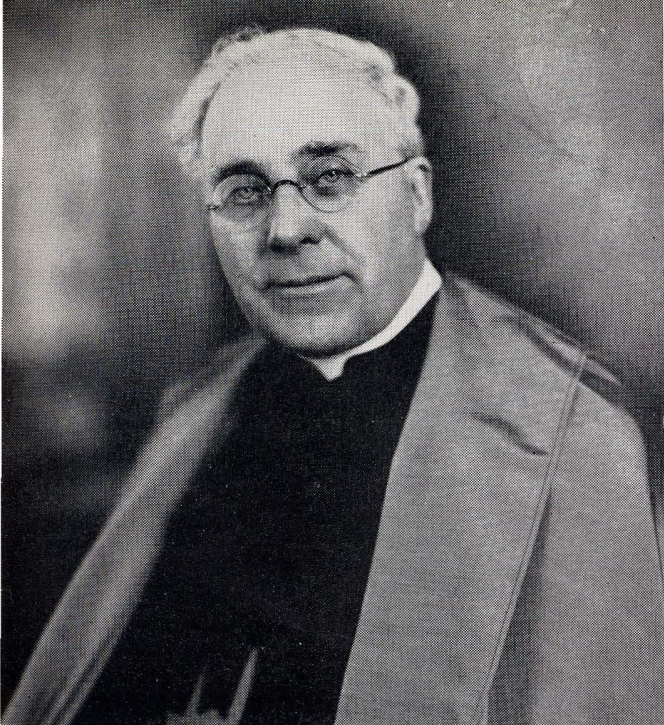
Along with improvement of the cemetery grounds, must come improvement in cemetery service. We must all realize that the most important factor in that respect is sentiment. Indeed sentiment is the life blood of all branches of service affecting burial of the dead. Sentiment is closely linked to memory and we must remember that the memory of God's Acre can be a joy only if beauty and good order prevail and if courtesy and understanding mark the visitor's reception. We must ever be alert to see that every effort is made to nurture sentiment and pleasant memories.

In many cases an early opportunity to show the type of service we have in mind is at the time of burial. In the larger cities it is often customary to have the men in the cemetery uniformed and to have these men in uniform act as pallbearers in carrying the casket from the hearse to the grave. That practice makes a fine impression but it is hardly possible in many small cities and in rural districts. But there are other things to be done which are likewise important and these can be done anywhere. Equipment must be kept in good order; lowering devices must be kept nicked, grass decorations, when used, must not be faded or torn and employees must understand the importance of proper behaviour and etiquette during a funeral. Each of these items is an important factor in rendering a dignified, respectful and proper service to your clients—the public. And it is only by rendering such a service that you will be building pleasant memories—in short enhancing sentiment—the foundation of the respect of the community which you must earn if your cemetery is to function properly and if its permanence is to be secured.

Memorial dealers can do much to bring about improved conditions in cemeteries and cemetery service. Their visits to various cemeteries enable them to carry from one cemetery to another ideas and suggestions that will be helpful. So often daily contact with conditions makes a superintendent blind to things which should be remedied, where a visitor will see the offending conditions at a glance. Most superintendents are glad to have such things pointed out to them.

When I started thinking what to say to you memorial dealers I couldn't help thinking of the man, who must have been a humorist as well as a philosopher, who had inscribed on his monument this striking epitaph—"I expected this; but not just yet." You will recall, perhaps, the emphasis which I placed on the use of epitaphs and symbolism when I spoke to you last year. These two tools of your craft are just as important as ever but this year I feel that stress should be given another subject—making the memorial fulfill its purpose. There is a world of preaching to be done on that subject—if the memorial idea is to be preserved—but I did not come here to preach. Perhaps the thought I have in mind can best be illustrated by repeating a story told at a convention a few years ago. Near the building site of a large cathedral was a yard in which workmen were fabricating the granite for the building. A passerby stopped to watch them and asked one of them what he was doing. "Work-

(Continued on page 507)



CHRISTIAN CEMETERIES AND MONUMENTS

BY REV. MONSIGNOR HUGH J. MONAGHAN, PASTOR OF ST. AMBROSE CHURCH, BALTIMORE, AT THE AUGUST NATIONAL CONVENTION OF THE M. C. A.



IT IS a distinct privilege and a pleasure to welcome you here to the City of Baltimore, the home of the first Bishop and Archbishop of the United States, and to the home of that great churchman and American Cardinal Gibbons. I welcome you to Maryland the land of sanctuary and to the cradle of religious liberty. It is a distinct pleasure and a privilege to add my voice of welcome to you who are outstanding for what you are doing to memorialize those who are worth while and memorialize the deeds that are worth remembering.

As the representative of a profession whose object mainly is to perpetuate and dedicate the memories of men and their noble deeds that will serve as an object lesson and as an inspiration to the generations yet unborn, it is a real privilege to speak to you. Consequently, I feel that it is very becoming that your deliberations would have as inspiring a background as you find here in Baltimore and in Maryland. The wish and desire to immortalize the noble and the great one of our family, race, or nation, is surely a natural one. The personal sacrifices made by countless millions, whether in the quiet of their homes or in the various fields of endeavor where men and women strive to improve the conditions of those they love, these memories should not perish when the poor body has to yield to the law of death.

We have already referred to what Baltimore and Maryland recalls to thinking men's minds. They recall practically the birth of this nation and to the birth in the nation of the religion of Jesus Christ.

The name of Charles Carroll is not a name that speaks of death. It conjures up life in action that did and dared to insure life, liberty and happiness for the people of a great nation. The name of Archbishop John Carroll, the first Archbishop of Baltimore, like that of James Cardinal Gibbons, speaks of a life beyond, which never perishes. These two great men by word and example pointed out the way and gave the means of reaching that life.

There must be artists among you whose souls would be aflame with life were they charged with the task of memorializing these men.

I recall a picture reproduced in the Baltimore Sun while the body of Cardinal Gibbons was lying in State. It represented him high above the City of Baltimore as he went Heavenward, looking back on the City with hands upraised to bless the City and the people whom he loved and served for over fifty

years. What an inspiration such a picture as that would give to anyone who would realize and know all of the facts.

It seems to me that men whose heart it is and whose business it is to picture the lives of men and women who have lived not selfishly, but for others, that if any one of you could only produce one masterpiece in a life time, that would tell the story of such men and women, then undoubtedly you would not have lived in vain.

Now, a word or two about the resting place or places of such men as these. The hallowed sanctuaries where men, women and children may go, not to weep, but to pray, and to learn.

Going into the Cathedral Cemetery the other day as I waited for the funeral to come I saw a name on a stone just a little distance from where I stood and that name brought back some memories that will never perish. It was memories of a man who lived here in our midst, a man who devoted his life unselfishly to the poor, to the work of the St. Vincent DePaul Society, and as I approached that grave and knelt down to say a few prayers, I could see that man as not being dead, but as being alive, and he still lives forever in the memory of those who knew him and who knew his work.

If there had only been some emblem of his work on that stone beside his name, it would have brought home to everyone that for which he worked, which was life. He worked that he might live, not here and now, just for a few years, but that he might live eternally. If that could have been pictured on that stone with the name, then not only those who knew him intimately as I did, but even passing strangers as they would see that name and see that emblem would undoubtedly have stopped to pray and to think and to learn.

You speak of a cemetery. Well, in a book that I read just a little while ago, it spoke of religion and it spoke of the price that religion exacts. It told us very plainly that religion is not just a pastime; that it means work; that it means battle; that it means constant fighting, and consequently religion has nothing to do with many of the things that are put before people today to amuse or to help them to pass the time.

Those who seem to yield to the desires of self, as this author said, do not worry and are to all appearances at peace with the world. They don't seem to worry. To them religion means nothing. They apparently are at peace, but he says it is the

peace that you find in the cemetery. He said that there is peace in the cemetery because it is the home of the dead. While the author was perfectly right in bringing it out, he failed to realize one thing that is important and that is that the cemetery is not the home of the dead. A cemetery is a resting place. There is not a one who has lived who is dead.

Our Blessed Lord tells us very plainly, I am the Resurrection and the Light, he that believes in me, although he be dead, lives. And, every one that lives and believes in me shall never die.

I would like to tell you about a gentleman who stopped at the Rectory to see me for a few moments the other day and he spoke to me about his own personal experiences. He told me that he had received a memorial card from a certain gentleman the first of this month and that card was in memory of his Sister. This woman who died was a Catholic but this young man who came to see me was not, but he was a very good friend of hers. He told me that she was the best friend that he had ever had. He told me that he was a salesman for a certain concern and that she was a very good customer of his, and then when the firm for whom he was working abandoned their business or failed, he was out on the road and it took him by surprise. He said that he was blue and downcast and he did not know where to turn. It so happened that he was passing by the house of this woman and he decided to drop in and after telling her all about it, the words that this woman spoke to him put new life into him and he went out determined that he was going to succeed. Well, he got a position with another firm and she became his first customer. He was selling fuel oil and oil heaters, and from the time he went with the firm he had been averaging two or three heaters a month. Well, upon receipt of that card the first of the month he said that he thought so much of this woman that he had been saying every day the little prayer that was on the card. She was his inspiration again and he sold six heaters this month. Is she dead? Of course she is not dead. You can see she is not dead in the life of that man.

Now, there is a man who never thought before that those who pass away, and those who have said good-bye to us in this world, are not dead but are living. They are living nearer to us and they can be more helpful to us than they could ever have been in this world.

Therefore, what should our cemeteries be? They should not be just an emblem on a monument that means nothing. Just because a man joins some particular society we should not put the emblem of that society on his monument. The first thing that we should consider is—did it add anything to the character of that man? If that man's life was not worth remembering except for the fact that he joined some society, then do not put the emblem of the society on his monument, but just his name.

I think that the men in your business should suggest to people such things. You could say to the family—don't put that on the monument because it does not mean anything. That does not carry any message to whomsoever might be passing by. However, if that man has done something for the society, or has improved his character and his life by becoming a member of some society, then the emblem of that society will mean something to those who knew him intimately.

When a man is kind, attentive, self-sacrificing, and generous, there is always an emblem that can be put there to show the faithful father. You should put something there that will be emblematic of that individual. Unfortunately there are not so many men and women in this world today upon whose tombstone could be carved "The Father of Ten Children". How

few there are! But, when you do have such mothers and fathers, perhaps the world could be told of what these children are. Such a thought would be a tribute to their mother and father.

The monument should exemplify the man for whom it was erected. Take Carroll for example—he was willing to sacrifice everything. He was willing to sacrifice profit and life itself in order to defend and promote the liberty of the Country that he loved so much. Take his brother, Archbishop Carroll, the first Bishop whose See was the whole United States. Can you imagine the hours that that man spent; the hours of prayer, the hours of sacrifice, and the inspiration that that man's life was to countless thousands?

What about the life of our wonderful Cardinal Gibbons? The impressions of his life shall never wear out in Baltimore or in Maryland to those of us who knew him intimately and loved him. It is true that we have a very short memory unless there is put before our eyes a memorial that will recall that man and his great work.

Now, we have men not only in the religious field but men in civic life whose deeds certainly should be recalled and remembered, and those are the things that should be on the monuments in our cemeteries. Those are the things that should make our cemeteries—not a park, not a loafing place, but a place of sanctuary. And, if Maryland is the land of sanctuary, then in every city and in every town and hamlet, the cemetery ought to be the place of sanctuary.

If we visit a cemetery today where the memories of the lives of men and women who lived honestly and thoughtfully of others—who were self-sacrificing and kind, are carved in stone, we will leave that cemetery a better man or a better woman.

So my dear representatives of this wonderful, craft, I congratulate you upon your work, and I congratulate you upon your opportunities. I ask you to study these matters! I ask you to make them personal and not just a mere statement or a mere emblem. I ask you to try to typify the man or the woman whom you wish to have remembered. Study the lives of those who have gone before us who are worthy of imitation. Do something to see that those lives are perpetuated and that their memory will live in our midst.

I hope that God will bless your deliberations and that out of your deliberations will come a real progress in this matter of remembering the dead—of making their resting places what it ought to be, something that will be helpful to those who are still fighting the battle of life and who are looking onward and upward to the land to which we hope they have gone. We hope that by going to the cemetery and studying the monuments that are erected, that we will get an inspiration and a help to make our own lives better. If we can do that, then we are doing a real service to the church, we are doing a real service to the nation, and we are doing a real service to the people, because the more thoughtful, the more religious, and the more self-sacrificing you make the individual, then the more thoughtful, the more religious and the more self-sacrificing you will make the people of the entire nation.

The life of every man is a diary in which he means to write one story, and writes another; and his humblest hour is when he compares the volume as it is with what he vowed to make it.—JAMES M. BARRIE.



Beautiful Cemeteries GENUINELY SERVE NATION

By Roscoe Ellard, University of Missouri, Delivered at Salina, Kansas, October 12, 1939,
Before the Midwestern Monument and Cemetery Exposition, Held in Memorial Hall

GIVING advice has never appealed to me. Most persons have pretty fixed ideas of what they want to do, and they neither want to give counsel nor act upon counsel which is more than a thought-provoking statement of another's point of view.

I give you, then, merely my own reflections upon what an interested layman thinks about experiences in observing God's Acres, lovely and unlovely, in Europe, Asia, and America.

I had an experience the other day which, to me, was quite interesting: a magazine telegraphed me this query—"What do you regard as the greatest quality in human experience?"

They offered to pay well for it, and I try to earn what I am paid. So I thought a good deal about it. Finally I wired them this one word: "Beauty". A few hours later they telegraphed again: "Will pay you a dollar a word for a telegram briefly explaining your selection."

Their "briefly" was a businesslike caution, but I needed forty dollars; so I wired them the following forty words: "Beauty—it rests the spirit, it explains bewildered experience, restores the sense of decency, and shows us that an angel waits imprisoned in every rock, waits for genius and skill and love to cut away the cluttering bits which imprison her."

I recount this because I submit to you that beauty in cemetery burial can do all these things for the people who carry on. It can do all these things, if cemeteries are made really beautiful with a beauty that really rests the spirit, explains bewildered experience, and records those personal chapters which are the history of so-called "common men".

Rests the spirit! I mean this: one looks at the painting titled "The Helpmate" in the Corcoran Gallery in our own Washington, D. C. You will remember it depicts a little girl with chubby hands helping pull at the oar of a heavy fisherman's skiff. Beside the baby fingers is a muscular hand of her father, the weather-beaten fisherman.

The hands and the figures and the boat and the sea—all these are but sketches. The *art*, the beauty, lies in the expression caught by the artist on the face of the father, and on the face of the little girl—paternal pride on the older face, filial pride in helping on the baby's face. No sensitive, understanding eye can look at that painting without understanding more clearly the filial and paternal experience—the stabilizing influence of family bond, the meaning of sublimated emotion in our civilized life.

You may have wondered about this relationship, may have been bewildered by some hopes and claims for it. We yearn for order and understanding; for clarity to replace bewilderment; yet we can see but little order, little understanding, until Art or Beauty comes to explain it.

No one knows precisely what constitutes beauty, but we pretty well agree that two elements rest in it—harmony and repose. Those two elements also rest the spirit, refresh human weariness, give strength for understanding and for carrying on. I have a cloisonné vase that I picked up in a Japanese art

shop on a side street in Kioto. I picked it up because it was so unobtrusively harmonious in both line and color, so spiritually restful, so explanatory of the yearning for proportion which strives in the design-part of all of us, that I could not pass it by.

It rests in my home on a mantel in a quietly panelled room in which hang no pictures. I go home from the office at night weary, often repressed. (The novelist Meredith, you will remember, says, "The world delights all day in beating down our soldierly letter 'I.'")

I am not an aesthete: few working advertising men, few professional university lecturers are. But I sit before the beauty of harmony, the beauty of repose—the art of line and color—in this cloisonné vase, and I am definitely refreshed. Walter Lippman urges that each of us in the hurly-burly of modern life make sure that he has "some pool of stillness" in each day, "some spot of beauty".

Likewise one wonders why a friendship has cooled, why ambition has chilled, why the zest of life seems now and then flat and unprofitable. Then he watches a great play, reads a discerning poem, sits before a personalized bit of memorial art in a lovely cemetery which really is an outdoor hall of beauty—and the bewilderment clears away, the spirit is rested, the sense of decency is restored. The imprisoned angel steps for him from the marble or granite, released by genius and skill and love from the cluttering bits which imprisoned her.

Growing up as a boy in this Middle West in the usual wonderment about religion and autumn and certain vague qualities that elders talk of, I stumbled on a verse written by a professor of mathematics at Kansas University, Professor Caruth. Two of us were hiking on a dusty road between Lawrence, Kansas, and Kansas City, Missouri, on a lovely autumn afternoon. Neither of us had more than taken autumn for granted; it was simply part of our youth. Sitting down to rest, I picked up a newspaper which blew against my knee, and I casually read these lines which still cling:

"A haze on the far horizon,
An infinite, tender sky,
The ripe, rich tint of the cornfields,
And wild geese sailing high,
And all over upland and lowland
The charm of the goldenrod;
Some of us call it Autumn,
And others call it God."

And for the first time a midwestern boy began to see under the surface of autumn.

Likewise, I never understood why an uncle of mine, educated at Oxford, England, endowed with more natural talents than most men I had met, had never realized any significant aspirations of his personality. Then I saw "Hamlet" produced by a great actor who really understood the part. I saw for the first time the tragedy of an intellectual sentimentalist, a brilliant

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The Legal Department

Conducted by A. L. H. STREET

Authority on Cemetery Law and Legal
Editor of the Monumental News

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

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

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

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

IF ONE is disposed to provide in his will that a considerable sum of money is to be spent in the erection of a memorial on the lot in which he is to be buried, there are good reasons why he should erect the memorial during his lifetime. At the moment I can conceive of but two good reasons for deferring the erection until after his death, and one of them is to guard against such possible shrinkage of his assets as might disincline him to spend the sum contemplated either during his lifetime or out of the assets of his estate; the other is uncertainty as to where he will be buried.

Common experience shows that many people derive satisfaction through selecting the burial lot in which they expect and desire to be buried, even at the risk that before they die they may remove to some distant place, where they may later desire to be buried. (I confess satisfaction, as distinguished from any morbid feeling when I view the precise grave space in which I expect that my body will be interred.) A large number of these people find equal satisfaction in making antemortem provision for erection of memorials on the lots they have selected. Why not, when one considers that there is a much larger field for selecting from different types of memorials than from different types of cemetery lots?

But there is a legal aspect that would encourage many people of means to make antemortem, rather than postmortem provision for acquisition of both the burial lot and the memorial to be erected upon it, were that aspect generally known to persons who contemplate large expenditures for such purposes. That aspect has to do with the validity of a clause in a will that makes provision for a memorial that may be deemed extravagant, or that borders on extravagance, considering the extent of the testator's estate and his social position in life. (It is not to be overlooked that decedent's social position is a factor in determining the appropriateness of a given expenditure, as well as the extent of assets left by him.)

So far as a general rule can be stated on an analysis of court decisions on the subject, it is to the effect that if a decedent

leaves more than enough money or property to discharge his debts, the expense of settling his estate, and legal obligations to dependent members of his immediate family, he can direct as he pleases by will, the disposition of the remainder. This is specially so where the only complaining persons are those whom the decedent was not bound to support during his life-time. But as above noted, we must assume for the purposes of this discussion, that there are sufficient assets to discharge decedent's debts before any extravagant memorial is erected; the courts have often followed the declaration of one judge that "dead men cannot feast

at the expense of their creditors." (Creditors may be "gypped" within the law through erection of a memorial before the debtor dies, through an extravagant expenditure, but not afterwards.)

In a New Jersey case—*Detwiler v. Hartman*, 37 N. J. Eq. 347—a testator left an estate valued at about \$35,000. Apparently his means shrank between the time he made his will and his death, because the will called for the payment of legacies aggregating about \$33,000 and provided for the expenditure of not less than \$40,000 nor more than \$50,000 for a cemetery lot and memorial. The will was so worded that if there were not enough assets to pay legacies and also make the expenditure above mentioned, the legacies should be abated so far as necessary to permit compliance with the clause providing for the cemetery lot and the memorial. Upholding the validity of the will, the court said:

COURT'S REASONING

"It is conceded that a testator may make provision by his will for the erection of a memorial to himself at his grave, but his right to provide for one so expensive as that which this testator contemplated, and for which he has provided in the will under consideration, is denied. It is obvious that if the right to dispose of any part of his estate for the purpose exists, as it undoubtedly does, this court cannot limit its exercise except as the necessities of the administration may require. The suggestion that a much less expensive and ostentatious memorial would be more appropriate than that for which the testator has seen fit to provide cannot enter into the consideration of the matter. The testator was the sole judge on that subject, and his judgment is not liable to be reviewed in any court. As this court manifestly cannot deal with the provision as a violation of good taste, neither can it deal with it on the ground that it is a wasteful expenditure. As to that, too, the testator was the sole judge. * * * The amount to be expended on the plot,

monument, and fence will, in the existing situation of the estate, be fixed by a very simple calculation in proportion."

In a case that arose in the District of Columbia—Iglehart v. Iglehart, 26 App. Cases, 209—a widow's will directed that a \$5,000 memorial be erected at her husband's grave in Greenwood Cemetery, Brooklyn, N. Y. The bequest was upheld, although it absorbed about all of the assets of the estate. The court said:

"The deceased was admittedly of sound mind, left no husband or children surviving her, and was under no legal obligation to leave her property for the support of her relatives. It may be conceded, as claimed, that the amount is greater than ordinarily expended for such a purpose by those in the same station of life as decedent, without warranting us in holding that the provision should be overthrown."

PENNSYLVANIA CASES

The Supreme Court of Pennsylvania followed substantially the same reasoning in the case of Bainbridge's Appeal, 97 Pa. 482, in upholding a will that give \$250 in legacies and then provided that the remainder, which amounted to \$715 be used in erecting a suitable monument at testator's grave. This reasoning was followed by the same court in the much later case of Neely's Estate, 288 Pa. 130, 135 Atl. 540, where the court said, concerning a will that set apart the residue of testator's estate, about \$5,000, for care of a family burial lot, as against a claim that \$1,000 would be ample for the purpose:

"The fact is not to be overlooked, moreover, that in making the bequest she was dealing with her own property. She disappointed no legitimate expectations with respect to inheritance, and it was within her power to provide care for her burial place with greater liberality than might accord with the economical views of a stranger, who considered the subject from the point of view of necessary respectability."

NEW YORK CASES

From the following summary of decisions of New York courts it will be seen that those courts recognize that one make howsoever extravagant arrangements for a memorial as he pleases, but that New York judges are prone to scrutinize wills closely and seize upon slight circumstances as an excuse for holding that testator did not intend to make what the court may regard as an unreasonable expenditure for a memorial. So, these decisions suggest that clauses providing for sumptuous memorials should be drawn by experienced attorneys with great care to leave beyond doubt the testator's intention.

In the case of Boardman's Will, 20 N. Y. Supp. 60, the first clause of the will gave \$500 to a daughter. The second clause read: "That after paying all my debts after my death it is my will and direction that the balance and remainder of all my property, both real and personal, shall be expended in the building and erecting a monument at the head of my grave together with suitable fence and fixtures." The court said: "Had the testator directed in plain, unequivocal terms that his executors expend a *reasonable sum* in the purchase of a monument to be erected at his grave, no one could have questioned the validity of the direction." But, considering that testator was a farmer of small means living at some distance from a small village, the court said that "a man of his stamp would hardly desire that the entire savings of his provident life should be devoted to the erection of a tombstone in a country graveyard, soon to be covered over with the weeds and vines which are the usual adornments of such a place." So, the court directed that after paying decedent's debts and ordinary fun-

eral expenses, the costs of settling his estate and the \$500 bequest to his daughter, \$500 be expended for a monument and the remainder of his estate be paid to his heirs at law. The report of the case does not show what the aggregate value of the estate was, but apparently it was only a few thousand dollars.

In the much later case of Turk's Will, 221 N. Y. Supp. 225, another New York surrogate reviewed the previous decisions on this subject and stated the rule to be that where "literal execution of unambiguous provisions of a will must result in what can be fairly called extravagance or folly, resort may be had to extrinsic evidence of circumstances * * * *for the purpose of discovering whether or not the testator actually intended to perpetuate such strange and unusual things.*" The court cited the early and leading case of Emans v. Hickman, 12 Hun, 425, where another New York court recognized that a testator could validly direct that all of his estate be expended for funeral expenses and a monument, but found that the will there involved did not manifest such intention.

In the case of Meek's Estate, 184 N. Y. Supp. 693, the surrogate for New York county said:

"There is a positive direction for the expenditure of a *specified sum* for the erection of a monument and the care of the cemetery plot, and therefore the reasonableness of the amount of such expenditure is not to be considered. The court stated in Emans v. Hickman, 12 Hun, 427, that the testator was competent to direct that the whole of his estate should be spent for funeral expenses and a monument, and would sustain such direction where the will plainly manifests such an intention. In this will the language is explicit. * * * Therefore, the sums directed to be paid to Greenwood Cemetery for the erection of a monument and for perpetual care of the cemetery should be paid in full."

In the case of Young's Will, 157 N. Y. Supp. 494, the surrogate for Bronx County decided that a will which provided that a balance of decedent's estate remaining after payment of specified legacies should be "used to defray funeral expenses and the erection of a monument" did not require that more than a reasonable sum be expended for those purposes. The court said:

"No arbitrary rule can be laid down establishing what is a reasonable expenditure for a monument. Each case depends for its determination upon its own peculiar conditions. * * * A few of the large number of cases on this subject showing the attitude of the courts may be referred to with profit. In matter of Mount, 3 Redf. 9 (note), the amount of the estate was \$983.30 and a charge of \$78 for a gravestone was cut down to \$50. In Miller v. Morton, 89 Hun, 574, 35 N. Y. Supp. 294, it was held that \$1,400 for a monument was too expensive for an estate of \$3,540. In Matter of Beach, 1 Misc. Rep. 27, 22 N. Y. Supp. 1079, the court said that an estate of \$8,000 justified an expenditure of \$400 for a monument. In Matter of Mount, 3 Redf. 9 (note) it was held that a charge of \$700 for a burial lot and monument is excessive, where the estate amounted to less than \$2,800. In Owens v. Bloomer, 14 Hun, 296, the court considered an expenditure of \$500 for a monument extravagant, the estate not exceeding \$8,000. In Burnett v. Noble, 5 Redf. 69, the personal estate being less than \$2,000, an allowance of \$700 was refused and reduced to \$250."

Apparently in none of the cases cited in the preceding paragraphs was there a will specifying how much should be expended for a monument.

BEAUTIFUL CEMETERIES GENUINELY SERVE THE NATION

(Continued from page 501)

dreamer incapable of action when action was needed to attain his ends. I saw the tragedy of a spirit crushed by materialism impinging upon ideals; a spirit incapable of doing anything about it. I saw the tragedy of my uncle.

These human instances of the real values of beauty can be cited indefinitely. Thus, beauty is the greatest quality in human life: it rests the spirit, explains bewildered experience, restores the sense of decency.

I submit that beauty in burial—beauty in remembrance, beauty in the preservation of personality and influence, beauty in *keeping alive* the intimate contacts which have played upon our sensitivities like talented fingers upon the strings of a harp—I submit that genuine art, interpretative loveliness, in God's Acres, in *outdoor art halls of beauty*, can serve greatly the spiritual richness and the social heritage of our people. I submit to you that appropriate personalized memorials, which interpret as can fine art, rise as personal chapters in the history of time. They are biographies of love.

Last week, in Westview Cemetery at Atlanta, I was stirred by this sort of beauty, this sort of interpretative art. I saw groups of women giving little finishing touches to the Perpetual Care around memorials which were personalized *links of life* to them. I saw people sitting on memorial benches reading, thinking, remembering strengthening influences. Personalized monuments are neither ornaments nor mere conventions. They are links of life. For someone, they are extremely personal.

I have felt this same thing in Belfontaine Cemetery in St. Louis. Great historic figures of our country, as well as personally important though historically unheralded, people are there memorialized. Great outdoor corridors of beautiful mausoleums—arresting architecture, spiritually stirring art—extend to restore the sense of decency, to rest the soul. They are the links of life.

Recently I wrote for memorial dealers an envelope stuffer, "His Village of Memory". I recalled it last week in Westview Cemetery, as a visit to Belfontaine had first inspired it. I wrote of meeting a banker at his parents' memorial.

"My mother and father rest here," he said. "I find comfort in coming out to commune with them. The plot, the setting, the memorial all suggest the life they lived, that I am carrying on."

"It consoles one," I acknowledged, "to sit with beautiful marks of memory for those we have lost—and to know the beauty will last as long as granite and marble."

"It does more than console the loss," he replied, "sustaining as that is. I am a banker, and hours spent here fortify me against the cares that infest the day, strengthen me in the ideals I live for."

"Here is the light of the sun in which my mother loved to work in her garden. With sunlight she taught me about growth and rebirth and beauty. She loved it, and her ideas still grow in me."

"Here is the book of Euripides from which I first heard, from my father's lips, of the strength and wisdom of the ancient Greeks. Little in Greek thinking have I not found adaptable in my business and living. On the flyleaf, my mother wrote:

'Love is life, and death at last
Crowns it eternal and divine.'

"That is why I chose this Grecian memorial which symbolizes also the temple of love. It symbolizes my parents, and the ideas and ideals they transmitted to me. This is my place of Pilgrimage."

"All of us, I am convinced, are profoundly influenced by lives that are part of us—and we should continue that influence even when those lives have seemed to depart." He got up, smiling, looked long at the lovely plot and its strong, symbolic memorial. He closed the book and explained:

"Here for me, as often as I can come, is a communion of saints, a forgiveness of sins, a resurrection of the body, and a life everlasting."

I looked around, in the lengthening shadows, at this enduring Village of Memory.

"Amen. I shall come more often," I said.

Certain religious points of view, of course, reject the possibility of a "communion of saints or a forgiveness of sin" coming from any earthly art of remembrance; but to this banker that was not only possible but true.

Indeed, what we start life as, physically, we are. But what we *become*, what we have, we owe largely to someone else. What we *shall be* remains. Few men or women of great achievement cannot trace a driving force of their life to some inspiring teacher, friend, parent; some moving influence. I believe deeply in the value of the Church. Some of the finest movements in life originate in church life and are set moving by church relationships. But personally I cannot feel that religion is something one inherits or something one gets between the shoulder blades as one kneels. It is rather something that we are—something that we are by the daily decisions between the big and the little, the cheap and the fine. Finally a *habit of reaction*—a habit-rhythm of conduct, is fixed in us—a symphony of life written into our beings by the influences that have profoundly affected us—talented fingers on the strings of a harp.

That, indeed, is character—the character of an individual and the character of a nation. Most people do not think algebraically in disembodied memory or in barren symbols: they think best in terms of human experience, in preserved influences memorialized in a form they can see and sit by.

This recalls another verse of Professor Carruth burned into my memory on that dusty road of my youth:

"A fire mist and a planet,
A crystal and a cell,
A jellyfish and a saurian,
And caves where cavemen dwell,
Then a sense of law and beauty,
A face turned from the clod:
Some call it evolution,
Others call it God."

Beauty of preserved influence, beauty of personality *kept alive*—this brings a "sense of law and beauty, a face turned from the clod."

Beauty, indeed, is possible in less expensive memorials, provided they are *personalized* and lovely.

"Little words are sweetest to hear; little charities fly farthest and stay longest on the wing. Little lakes are the stillest; little hearts are the fullest. Little books are read the most; little poems the dearest loved. And when Nature would make anything especially rare and beautiful, she makes it little—little pearls, little diamonds, little drops of dew. The Sermon on the Mount is little and great. Life is made up of "littles". Death is what remains of them all. Day is made up of little beams, and night glows with little stars."

So much for the stirring, clarifying value of cemetery beauty for our people.

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TRADE NEWS

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

W. B. BYRNE SELLS BUSINESS INTEREST

William B. Byrne, who for about 40 years has been connected with the firm of Byrne Brothers, monument and granite company, Kingston, New York, has sold his interest in the business to Mrs. James P. Byrne, widow of one of the founders of the firm. Mrs. Byrne will continue to conduct the business with her sons, who have been identified with the firm for some time.

Mr. Byrne has not made any definite plans for the future.

The firm of Byrne Brothers was established in 1900 by Matthew M. Byrne, James P. Byrne and William B. Byrne and since that time the business has grown to be one of the largest in locality. William B. Byrne is the last surviving brother. In 1915 Matthew B. Byrne died and on August 15, last, James P. Byrne died.

Pioneers in the modern manufacture of monuments Byrne Brothers established their business on Broadway in 1900 and since then the business which consisted not only of manufacture of and setting of monuments but also erection of large mausoleums, has grown until the firm now occupies the entire block from Henry street to Van Deusen street on which is located the yard and a large three-story brick building. For a time it occupied a finishing plant on Cornell street but this later was moved to the main plant on Broadway. The firm receives the granite in the block and by use of highly effective machinery works the material into the finished product.

BUSINESS PURCHASED

Tom Gould has purchased the business from Mr. Branblett, proprietor of the Greenville Monument Works at Greenville, Texas. Mr. Gould is well known throughout Texas having plants at Lufkin, Athens and Jacksonville, Texas.

Mr. Gould has remodeled the office building and plant throughout and installed all new equipment, consisting mainly of new Diesel engine, new traveling crane and new sandblaster. The firm will now be known as the Gould Monument Works.

He has moved his family from Jacksonville and will make Greenville, Texas, the main office of the firm from now on.

NEWS NOTES

By J. C. Brewer

C. H. Billman of Logansport, Ind., who operates a retail plant, has complete shop equipment, surfacer, edging machine, sand blast, overhead crane, being thus equipped for any kind of order.

M. C. Mingesz, head designer for Schaefer & Company, Milwaukee, Wisconsin, for the past ten years, was formerly in business for himself. He is taking a two month trip through the South.

Mr. Davis of B. A. Davis Marble Works at Pensacola, Florida, has just completed a \$15,000 job on the new post office in Pensacola. He is now working on a forty thousand dollar marble and granite contract at the naval base there.

Heywood & Sons, Owego, N. Y., have sold their business to Lloyd Watkins of Owego.

GOVERNOR MURPHY PURCHASES MEMORIAL

Governor Francis P. Murphy of New Hampshire has selected Barre granite for his family memorial, to be cut from E. L. Smith & Co., Inc., light stock by the Cook, Watkins & Patch Granite Company of Barre, Vt., and Boston, Mass.

The Barre Times describes it as follows:

"The memorial will be in the form of an angel of heroic size imposed on a bold rockface granite cross, very similar to an outstanding memorial now in Elmwood cemetery. The angel and cross will be cut from one solid piece of granite and the memorial will be 14 feet in height, set on a base 7x7 feet. The base will bear the Murphy family name and the individual names of the governor, his wife, and that of a son recently killed in automobile accident.

A block of granite weighing in the vicinity of 38 tons has just been delivered to the Cook, Watkins & Patch plant, and some idea of the work involved in cutting the memorial from the solid block of stone can be gathered from the fact that the finished memorial will weigh only about 7 tons. The memorial is being cut for the Cummings Bros. firm of Concord, N. H., which will have charge of the erection of the memorial.

The angel on the face of the cross involves a great deal of delicate carving by a master craftsman inasmuch as the figure has one arm extended out from the body. The carving has been entrusted to E. J. Macchi, one of Barre's better known carvers. Maurice C. Watkins of the Cook, Watkins & Patch concern estimated that about four months would be required to complete the job which is being started at once.

JOHN HALEY TO OPEN RETAIL STUDIO

John Haley, now of Chester, Massachusetts, associated with the Chester Granite Quarries, and formerly a wholesale representative for Johnson & Gustafson and later Rock of Ages Corporation, is opening up a Retail Studio in Westfield, Mass., shortly after the first of the year. Present plans call for a small but attractive office and beautifully landscaped grounds featuring a dozen or more better type Memorials. As Genial John told our reporter, "The Monuments I have in mind for this display may be too nice to sell, but at least they'll give me pleasure." With John's wide acquaintance in this district and his many connections, we may safely predict success.

COMPLETE NEW SHED

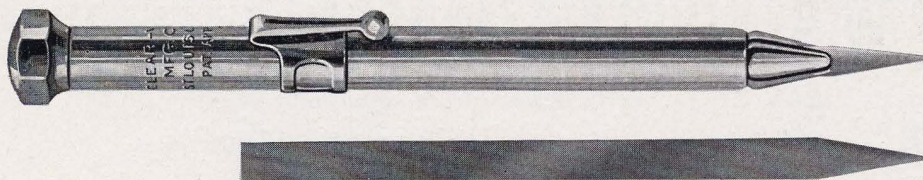
The new all steel shed of the Elberton City Quarries at Elberton, has just been completed. It is 200 feet long and equipped with the most modern machinery obtainable. Both quarry and plant are in full-time operation producing "Weiblen Gray".

The Harmony Blue Granite are making additions on their shed, to accommodate mausoleum orders.

ENTERTAINS EMPLOYEES AND DEALERS

The Interstate Granite Corporation at Charlotte, N. C., entertained 250 employees and dealers at a barbecue luncheon on Nov. 11, 1939.

Mr. R. E. Scoggins, head of the Company, discussed with them the general business outlook and all were optimistic as to the future.

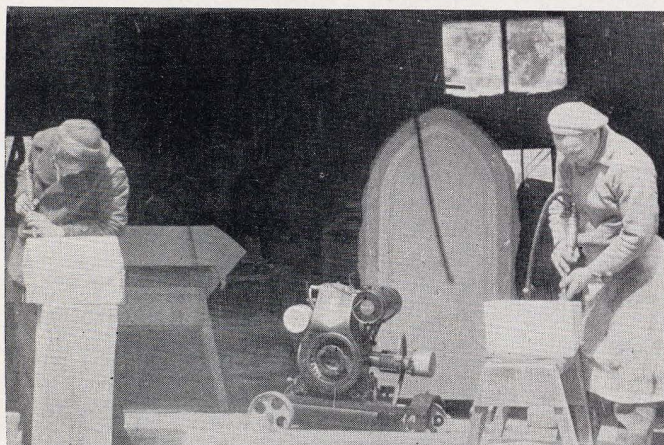


A stencil cutting knife that is the very need of every Memorial dealer and manufacturer, operating Blast equipment.

Blades are four inches long, made from special temper steel. The hardest steel that has ever been put in a knife.

CLEARVIEW Stencil Knife, \$1.50 complete. Extra blades, 20c each. Per dozen, \$2.25.

CLEARVIEW EQUIPMENT & MANUFACTURING CO., 3000 Choteau Ave., St. Louis, Mo.



Many dealers use their Lindsay Portable Compressors to cut their shop power costs as well as for their cemetery work.

"Give 'Em Air!"
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Oval No. 2 $3\frac{3}{4} \times 5$ \$4.50

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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

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*"Ask The Men
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TROW & HOLDEN
PRODUCTS

CHARLES L. BECK, Partner
BECK & BECK, BARRE

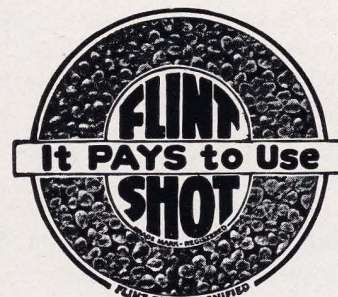
• Beck & Beck, one of Barre's best known and oldest firms, now operated by sons of the founder, has long been a user of Trow & Holden products. Mr. Charles Beck, who concerns himself largely with the production end of the business, says:

"We have always found Trow & Holden products to be of uniform high quality with a dependability that is appreciated. For our finer carving, we prefer the Trow & Holden pneumatic tool."

Beck & Beck, like other leading firms, appreciates that "Longer Wear and Better Service Are the True Tests of Economy."

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Give A Man Shot He Can Use



Mister, if you really want to see production stepped up and costs hit rock bottom order your Sawyer **SAMSON STEEL SHOT**.

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*Give your Sawyer shot he can use...**SAMSON STEEL SHOT***

PITTSBURGH CRUSHED STEEL CO.
PITTSBURGH, PA.



STEEL SHOT AND GRIT CO.
BOSTON, MASS.

"WE MUST IMPROVE OUR CEMETERIES"

(Continued from page 498)

ing for five dollars a day," was the answer. The second man, when asked, replied, "Why, I'm shaping up this building material." But the third man had an entirely different concept of his work. His reply to the question was, "I'm building a cathedral." Now there is the answer of a man whose heart was in his work. That man's eyes were not on the ground but lifted up so that he could see the vision of an ideal. So must you keep before your eyes the ideal of making the memorial fulfill its purpose.

Too often have memorials been merely blocks of stone bearing family names. To that circumstance is due much of the criticism leveled at our cemeteries and at the memorial idea. But, let us be thankful that a new day has dawned. Today, more than ever, memorial dealers and cemetery men are fostering personalized memorials—memorials which portray the aspirations and faith of our beloved dead and which are likewise sources of pride and comfort as well as an inspiration to the living. Such personalized memorials do indeed perpetuate the memorial idea.

You have heard much of the need of cooperation and collaboration, and I am afraid that, too often, these expressions are mere words rather than living realities. For my part I have seen so many instances where teamwork of that sort has brought concrete results that I am convinced of its worth. I could tell you how the memorial dealers of Minnesota prevented enactment of a law which would have abolished all cemetery rules regarding memorials, and of many instances where cemetery men have worked to benefit memorial dealers; but I defy anyone to tell you of any case in which good results have been brought about by lack of cooperation or by quarreling and bickering. It is impossible in the nature of things for an evil

tree to bring forth good fruit and it is just as certain that a good tree will bring forth good fruit.

So let us hope that the trend to cooperation and teamwork will continue. Meetings of this sort bear within themselves the seed of good results and men of vision will always be found in attendance. It has been both a privilege and a pleasure for me to be with you and it is my hope that in future years you will keep up the good work you have begun. Thank you.

NEWS NOTES

By F. K. Shrimpton

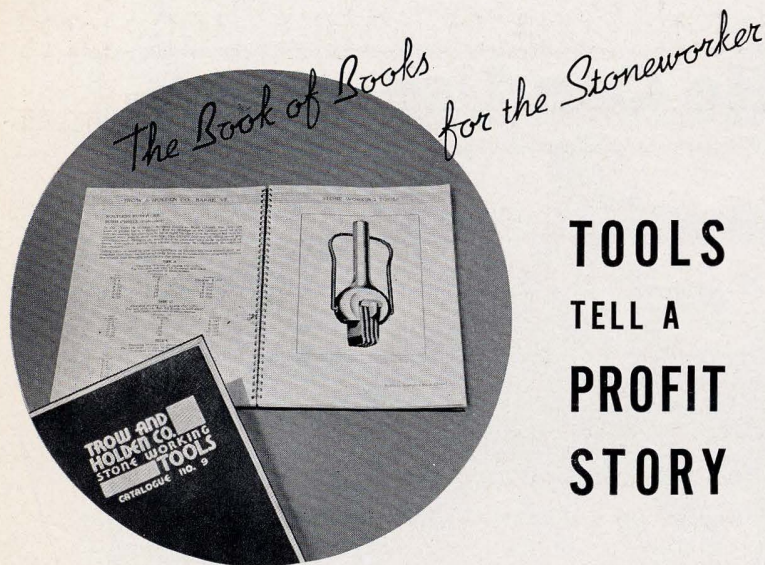
Bankruptcy proceedings were reported to have been taken against Steiner's Monument Works, 381 College, Toronto, Ontario. The firm was established in 1907.

E. Norman Davis, for the past six years sales manager for Pine Hill Monument Co., Toronto, Ontario, has opened his own plant at 3205 Danforth Ave., that city. He has given employment to one man in the shop and hopes that soon he will be able to put another to work. His shop includes a new sand blast.

G. McIntyre, Toronto, Ontario monument dealer reports that business has been better in 1939 than last year.

Taube Monuments, in business for five years in Toronto have a very complete shop for a new firm. They have their own sand blast, and polisher. Mr. Taube was a marble cutter in Palestine before coming to Canada.

Kilvington Bros., Ltd., are working on a large die, 10 x 4 feet. The memorial represents an angel kneeling and is a real credit to Kilvington's art department who designed the work.



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1320 S. Vandeventer Ave.

St. Louis, Mo.

BEAUTIFUL CEMETERIES SERVE NATION

(Continued from page 504)

Another quite as important value, it seems to me, lies in the fact that cemetery memorials can be Valhallas of personal history. Remember that the great memorials of the first World War were not to emperors or generals—they were to private soldiers: the tomb at Arlington, the Cenotaph at London, the Eternal Flame at Paris. Remember that the history of nations is not the record of Congress nor the chronicle of war. *It is the lives of our people.*

With news now of blackouts in France, I recall standing two years ago at the rail in the famous Invalides in Paris and looking down on that magnificent black marble tomb of Napoleon. I recalled Ingersoll's eloquent reflections upon that same spot, for I had recently visited some of the most powerful, and certainly the most unethical, of the illustrious men of Europe. As a newspaperman I remembered in contrast the quiet constructive brilliance of small-town editors in America, of self-effacing citizens of the United States.

With such recollections I leaned over this balustrade in Paris and thought about the career of the greatest soldier of modern times. I recalled Ingersoll's words about him:

"I saw him at Toulon—I saw him putting down the mob in the streets of Paris . . . I saw him crossing the bridge at Lodi with the tri-color in his hand . . . I saw him conquer the Alps and mingle the eagles of France with the eagles of the crags. I saw him at Marengo—at Ulm and Austerlitz . . . I saw him at Leipzig in defeat—driven by a million bayonets back upon Paris—clutched like a wild beast—banished to Elba. I saw him upon the frightful field of Waterloo—and I saw him at St. Helena, with his hands crossed behind him, gazing out upon the sad and solemn sea.

"I thought of the orphans and widows he had made—of the tears that had been shed for his glory, and of the only woman who ever loved him, pushed from his heart by the cold hand of ambition. And I said I would rather have lived in a hut with a vine growing over the door and grapes growing purple in the kisses of the autumn sun. I would rather have been that poor peasant with my children upon my knees and their arms about me—I would rather have been that man and gone down to the tongueless silence of the dreamless dust, than to have been that imperial impersonation of force and murder."

Thus rises the importance of the history of the so-called *common man*. In God's Acres, in memorialized burial places of beauty, can be the real history of our nation which is the lives of our people. In them can be recorded for all to see the constructive life of the workman.

"When the dust of the workshop is still
The dust of the workman at rest,
May some generous heart find a will
To seek and to treasure his best.

"From the splendor of hopes that deceived
From the wonders he planned to do;
From the glories so nearly achieved;
From the dreams that so nearly came true

"From his struggle to rise above earth
On pinions that could not fly;
From his sorrows; oh, seek for some worth
To remember the workman by

"If in vain; if Time sweeps all away,
And no laurel from that dust springs;
'Tis enough that a loyal heart say,
'He tried to make beautiful things.'"

—EDEN PHILLPOTTS.



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Means Faster Sawing and Longer Wearing

Heat-Treated Shot does not break down like ordinary chilled shot.

Heat-Treated Shot cuts sawing costs every hour it is used.

The test is under your gang or rotary saws.

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Points in selecting cemetery memorials may be listed as:

1. Is it appropriate for the personality memorialized and for the relationship of the deceased to the purchaser and the community?

2. Is it suited to the cemetery surroundings? Otherwise lovely and effective burial grounds are badly marred by monotony of designs placed together.

3. Beauty that lifts a "graveyard" into the realm of loveliness.

4. Conformity to the individual sentiment of the family.

Death should be regarded as an episode of change—not ghastly, not repellent. This change must be given beautiful aspects. The appropriate memorial can express much of what Edwin Arnold had in mind when he wrote his "He and She."

"She is dead!" they said to him; "come away;
Kiss her and leave her,—thy love is clay!"
* * *

But he who had loved her too well to dread
The sweet, the stately, the beautiful dead,—

He lit his lamp, and took the key
And turned it—alone again—he and she.
* * *

Ah, foolish world! O, most kind dead!
Though he told me, who will believe it was said?

Who will believe that he heard her say
With the sweet, soft voice in the dear old way;

"The utmost wonder is this,—I hear
And see you, and love you, dear;

"And am your angel who was your bride,
And know that though dead, I have never died."

Consider the heart of a mother whose little boy has died. The morning after she has watched the little casket drop beneath the surface of the earth, she sits by a window and looks

out as the school bell rings. She sees other children hurrying by. Why, she wonders, isn't he hurrying along there, too.

Does she want a mere *mark* on a *grave*; or does she want to feel that these thoughts in her heart, paraphrased from Helen Welshimer, have been caught by a memorial? No matter how intellectual she is, she wants to tell Someone that: "He won't wash his face, unless you go with him. He never could sit still—he may play truant on some distant hill. Be patient with him please. Weave him a gay, brave story. And don't let him cry! He'll wonder why I am not there, as I've always been. Please, Someone, sit by him and hold his hand until he falls asleep."

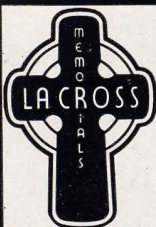
Somewhat similarly, Ingersoll paused at last in his iconoclasm, at the grave of his brother, and observed: "Life is a narrow vale between the barren peaks of two eternities. We strive in vain to look beyond the heights. We cry aloud and the only answer is the echo of our wailing cry. From the voiceless lips there comes no word; but in the night of death hope sees a star and listening love can hear the rustle of a wing."

So, like a parting guest, and with some such courage as this, we look firmly at death—having understood too well, having enjoyed too long, wanting too deeply to preserve the influence, to dread it:

What delightful hosts are they—
Life and love!
Lingeringly I turn away,
This late hour, yet glad enough
They have not withheld from me—
Life and Love—
Their high hospitality.
So, with face lit with delight
And all gratitude, I stay
Yet to press their hands and say,
"Thanks.—So fine a time! Goodnight."

—JAMES WHITCOMB RILEY.

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ECONOMICAL PRICES
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Exclusive Wholesale Manufacturers of

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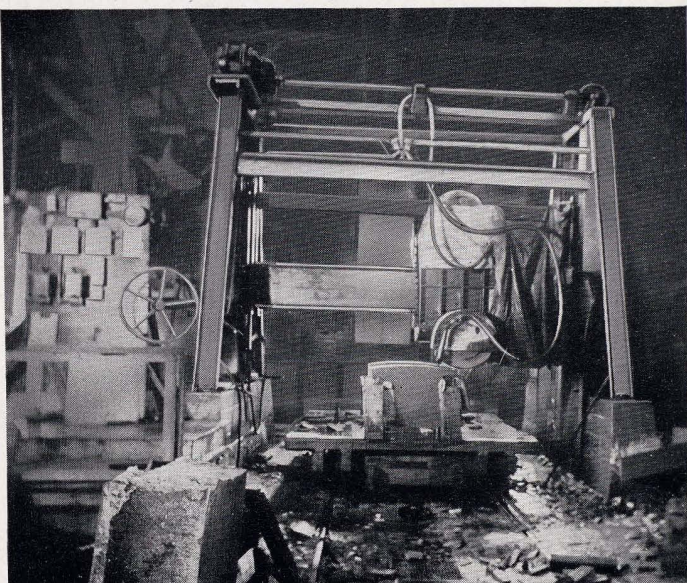
CENTRAL MONUMENT CO.

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NEW EQUIPMENT

RECENT MACHINE AND EQUIPMENT DEVELOPMENTS WILL EFFECT MONUMENTAL DESIGN

Industrial design in virtually every field has meant revolutionary changes these past post-war years. Changes in methods and new developments in materials have been reflected in design, often glaringly so. Automobile design has been revolutionized by developments in plastics; railway cars have been redesigned because of developments in alloy steels and aluminum; airplanes, iceboxes, radios, etc., have been redesigned in the light of invention. In all aware industries the engineer, manufacturer, designer, and salesman cooperate closely for mutual benefit and progress. Fortunately the monumental industry is being helped to meet its problems by the same cooperative efforts. Monumental designers of today are well aware of sand blast and abrasive developments, stencil sheets



The New Lane Contour Grinder

and knives, portable edgers, polishing machines, etc. Three of the latest developments in our field which will be reflected in design are the Lane Contour Grinder, the Presto-Cut System, and the Flexible Polishing Wheel and the small Electric Hand-Polishers used with these wheels.

THE NEW LANE CONTOUR GRINDER installed in the plant of the prominent Barre firm of Cook, Watkins & Patch last April opens up new possibilities in design in the mass monumental market, making curves practical in this large monumental market, and bringing the honed-finish, which may well replace much of the rock-face we now see. This machine grinds flat, serpentine, and oval tops, straight or turned ends, joints and mouldings with abrasive wheel and contour forms. Specifications are: 8 ft. travel; taking stones up to 8 ft. by 5 ft.; a motor developing 75 H.P. on the drive according to the operator; speed of cross travel 50 ft. a minute; abrasive wheel 24 in. in diameter with 8 in. face. These machines are custom-built to meet the requirements of the individual. At this time another Contour Grinder of smaller size has just been completed and is being tested in the Lane Shops in Montpelier, Vt.,

(Continued on page 513)

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Want Ad to get it. See page
513 in this issue.



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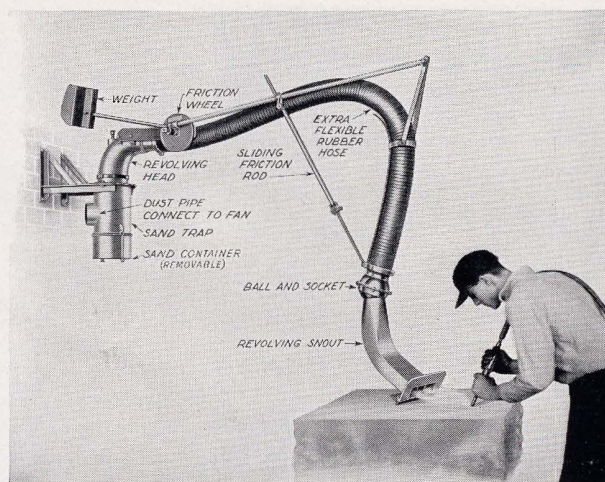
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MANUFACTURE
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Are Embodied
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THE OBITUARY RECORD

C. H. Heynen

Charles H. Heynen, aged 85 years, one of Sedalia's pioneer business men, and long a well known resident, passed away on November 28, 1939 at the home of his son, Clyde, in Sedalia, Missouri. He had been in failing health for several years and the past two years was confined to his room.

Mr. Heynen was born in Pittsburgh, Pa., February 17, 1853. When a boy he came with his parents to reside in Cass county, Missouri. When fifteen years of age he did his first marble work in Brooklyn, New York.

In 1869 he came to Missouri, his father being employed in railroad bridge construction. At the age of seventeen Mr. Heynen was employed by the Missouri Pacific as a section man at Pleasant Hill.

Later he went to Kansas City where he resumed the marble carving trade. It was while in Kansas City he saw the first horse-drawn street car on its initial trip. Later he went to Joplin where he was employed in the marble trade and in 1875 came to Sedalia to make his home. At that time he was employed at the marble trade and in 1879 he and the late C. C. Clay formed a partnership in the monument business.

In 1898 he purchased the business from Mr. Clay and operated it with his sons until about four years ago when he sold his interests to his son, Clyde Heynen.

Mr. Heynen was married on September 5, 1878 to Miss Lola Cahill of Sedalia. To this union were born four sons, Elbe R. Heynen, William C. Heynen, Clyde Heynen and Charles D. Heynen. Charles

D. passed away in 1920; William C. died in 1929 and Elbe R. passed away in 1936.

Surviving him is his widow and one son Clyde. Seven grandchildren, three great-grandchildren and two sisters, Mrs. Mary Coulter of Tulsa, Oklahoma, and Mrs. Charlotte Fitterling of Kansas City.

His sons, William C. and Charles D., were associated in the monument business during their lifetime. Clyde Heynen has been associated in business with his father for twenty-seven years.

Mr. Heynen was a public spirited citizen and personally took exceptional interest in civic affairs.

He was a member of the First Methodist Episcopal church, for more than sixty years. Until his illness he was a faithful member of the Men's Bible Class of the First Christian church.

Gaetano D. Chioldi

Gaetano D. Chioldi died suddenly on December 9 in Waterbury, Vermont. Born May 23, 1880, in Pavullo, Modena, Italy, he came to this country with his family in 1907, residing in Montpelier, Vermont, for one year, then moving to Waterbury where he was one of the original incorporators of the Union Granite Company. After its destruction by fire in 1936, he became an employee of the Modern Granite Company in Barre. He was considered a very skilled artisan.

He leaves his widow, one son, two daughters, and five grandchildren. He is also survived by two brothers and three sisters in Italy and one brother in France.

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ART GLASS MAUSOLEUM WINDOWS

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

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IMPORTED GERMAN STONE CEMENT—REPAIRS MARBLE, Granite. 1 Kilo can \$2.50, 2 Kilo can \$4.50, 5 Kilo can \$7.50. F. O. B. Medford, also extra liquid. **Chester H. Moulton, Medford, Massachusetts.** Prices subject to change without notice.

DESIGNS

L. ORSINI

Fairfield Estates
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For 25 years a specialist in watercolors, pencil, ink. Full size details etc. of Monuments and Mausoleums.

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

FOR SALE: ONE WESTINGHOUSE STARTING BLOCK 25 H.P.; one Fairbanks-Morse Starting Block, 30 H.P.; 60 cycle, 3 phase, 220 volts. Also air receiving tanks of various sizes. Write for particulars and prices. **Melgard Monument Company, Sparta, Wis.**

MACHINERY WANTED

WANTED SANDBLAST MACHINE AND SHAPING MACHINE will exchange finished work, write giving full details. **Dessureau & Company, Barre, Vermont.**

WANTED: Electric Overhead crane, five to ten ton capacity. Thirty-five to fifty foot span. **W. H. Kelly & Son, Patton, Penna.**

HELP WANTED

DESIGNER-DRAFTSMAN WANTED. MAN OF EVEN TEMPER-ament. Address "W", care of Monumental News.

WANTED: A GOOD RELIABLE WORKMAN AS A GENERAL manager in a wholesale finishing plant. Address **O.K.A., care Monumental News.**

SALESMEN WANTED

WANTED: SALESMAN FOR BARRE GRANITE. APPLY TO **Exclusive Barre Memorials, Barre, Vermont.**

WANTED: MONUMENT SALESMEN TO SELL ON COMMISSION basis to dealers. Write for territory. **Gopher Granite Company, St. Cloud, Minnesota.**

POSITION WANTED

POSITION WANTED: DESIGNER-DRAFTSMAN, AGE 27, MAR-ried. Twelve years experience in full size details, water-color, pen and ink, and pencil renderings. Studied at Minneapolis School of Art & Bliss Design Co. Wish permanent connection. Will go anywhere. **Glen I. Lammers, Box 127, Center City, Minn.**

EXPERIENCED MAN WISHES STEADY EMPLOYMENT. EX-perienced in lettering, sandblasting and layout. **Box 131, care Monumental News.**

FIRST CLASS ALL-ROUND WORKMAN WITH DESIGNING and supervising experience will consider connection in one man shop. **Ability, care Monumental News.**

FIRST CLASS ALL-ROUND WORKMAN SPECIALIZING IN AR-tistic sand blast shape carving, lettering and tool carving with years of experience as a practical workman in all phases of the monumental business assuming responsibilities in wholesale or retail firm. Reference. **T. X., care the Monumental News.**

STONE-SETTER WITH 15 YEARS EXPERIENCE. ALSO SALES experience desires position with reliable firm. Address **H. R. R., care Monumental News.**

FOR SALE

600 ACRES AND A FINE GRANITE QUARRY IN ELBERTON Area, short haul. Terms. Address **T. C., care Monumental News.**

FOR SALE: WELL ESTABLISHED MONUMENT BUSINESS IN Kansas located on two main highways, clean stock. Address **H. L., care Monumental News.**

FOR SALE HALF PRICE, MONUMENT WORKS IN FLORIDA. Excellent equipment. Extraordinary opportunity for mechanic. Address **"M" Monumental News.**

GOVERNEUR MARBLE, GOUVERNEUR, N. Y.

The ST. LAWRENCE MARBLE QUARRIES is the only Company now operating here. We produce and finish Gouverneur Marble for the Monumental and Building Trade. We specialize in prompt shipments and finished work in both the Dark and Light stock. Address **Gouv-erneur, N. Y.**

MEMORIALS

REQUEST QUOTATIONS FOR INDIANA LIMESTONE CROSSES, exedras, massive memorials, mausoleums, corner stones, name panels and bases. **Rowe Rustic Monumental Works, Bedford, Indiana.**

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.**

RECENT MACHINE AND EQUIPMENT DEVELOPMENTS WILL EFFECT MONUMENTAL DESIGN

(Continued from page 510)

before installation in another prominent plant in Barre. This is a machine that offers the designers of America unusual opportunities for more appealing monuments in the stock field.

THE NEW FLEXIBLE POLISHING WHEELS developed by the Minnesota Mining & Supply Co. of Minneapolis come in all sizes and are constituted of abrasive grain mounted on rubber. These wheels are placed on small electric hand polishers, and the manufacturers who have used them say that there is a tremendous saving in time over hand methods and that many curves hitherto quite difficult to polish evenly are easily handled this new way. Again designers, always with certain difficulties in handling polished work, will be interested.

THE PRESTO-CUT LETTERING SYSTEM developed by the Dawson-McDonald Co. of Boston, Mass., is now being used by more than 20 Barre manufacturers as well as a large number elsewhere. This system eliminates hand cutting of the stencil and insures absolutely identical letters even in the small sizes. The economy of this new method could and will be a tremendous aid in the furthering of the epitaph even in the less costly memorial. Already it has been proven that hundreds of letters such as will be found on bronze plaques on War Memorials, etc., can be done at very nearly the same cost as bronze letters. Obviously this development should be taken into consideration and properly utilized.

THE HARRIS GRANITES

from Salisbury, North Carolina

BALFOUR PINK

CAROLINA PINK

CAROLINA MODIFIED PINK

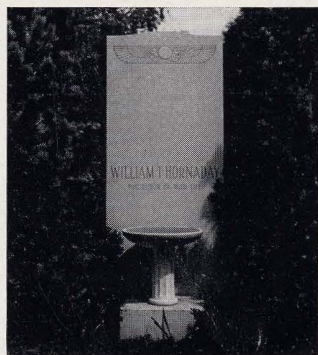
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Commemorating a famed lover of nature, this erect-tablet and bird bath, done in one of the Harris Granites, was quarried and finished by the Harris Granite Quarries Co., Inc., for Presbrey-Leland, New York City.

Specify Harris Granites for Memorials of distinction

DEVOE

GRANITE COMPANY

WAUSAU, WISCONSIN

Quarriers and Manufacturers

Wausau Memorial Granite

Here

To the Barre Granite Association: "The high endeavor of your organization in promoting contests the past three years is, I am sure, of extreme benefit to the entire industry. More than this, the idealism of your organization in disregarding the cold monetary return is deserving of the highest praise, and I feel certain that ultimately we will all better by your efforts.

"I have been very fortunate in being rather successful in three contests, and for all the publicity, opportunity and monetary returns I am extremely grateful. Please be advised that for us fortunate enough to be among the winners, there is a prestige gained which could in no other way have been available and something which cannot be merely 'bought' . . ."

—ROBERT B. MARSHALL, Designer.

Some Few Die-Hards Think New York's Baumes Law Should Be Amended to Include "Third-Termers" as Well as Fourth.

"The entire activity of the M. C. A. as we see it should be based on a program which will organize small confident, compact groups of dealers for the specific and original purpose of developing confidence and fair dealing between each other and then for the further specific purpose of finding ways and means of spreading the Gospel of Monuments in the churches, schools, women's organizations, luncheon groups and all places in which men and women of a community gather together."—MONUMENTAL WORLD.

If anyone knew all that public speakers have said—"every school boy knows," he could have our vote everytime and often—In fact even a third term.

and

"Right now the outlook for spring business is good. That for the middle months of 1940 is problematical. For our part we're not thinking of great wads of orders sailing over the transom. We are more interested in a constructive effort to build up public acceptance for memorials, to a point where it will pay the dealer to sell them and to keep on restocking."—ROCK OF AGES MAGAZINE.

No, despite rumor, Mr. Roosevelt hasn't definitely decided upon two memorial days.

"The time has come to scrap all the old ideas and start the association movement all over again from scratch. First, answer the question, 'Why have an association at all?' The true answer to that question will bring out the real things, the worthwhile aims of the retail organizations. When that is determined and only then can ways and means for doing these things be devised to accomplish them."—AMERICAN ART IN STONE.

In the closing football season we again heard of Michigan's famous play "83" and Red Grange's "77" but we still note "77B" is doing all right here and there.

"There is every reason to believe that an era of prosperity is near. War or no war, a period of expansion is here. The time for action is therefor immediate. Concerted action has corrected adverse conditions in other industries. Concerted action can correct adverse conditions in the mortuary crafts."—ERNEST S. LELAND, Associate Designer, Presbrey-Leland Studios.

There



Where Exacting Care and Pleased Customers Go Hand in Hand

On the left is the American Legion Memorial we recently manufactured for the A. W. Richerd Co. of Traverse City, Michigan. Below is shown our Carver Sam Elkhill inspecting the eagle, his handiwork.



321 BAY STREET

PHONE 660

A. W. RICKERD CO. GRANITE AND MARBLE MEMORIALS QUALITY FIRST

TRAVERSE CITY, MICHIGAN

Sept. 30, 1939

Roux Granite Co.
Barre, Vt.

Dear Sirs;

Please find enclosed check in full for The Legion Memorial.

The Soldiers monument arrived in good condition, and we have erected it, without a chip of any size being lost. Every one who has seen it praises it very highly, and we feel that you did us a fine job on the whole work.

We are happy that we gave the work to you, and did not ask for any other figure from any concern but you. With best wishes, we remain,

Yours very truly

A.W. Rickerd Company

By

A.W. Rickerd

This letter from Mr. Richerd is but one of many in our files expressing the satisfaction of our clients. While we are naturally proud of this Legion Memorial and its Surmounting Eagle, carved by our Mr. Sam Elkhill, we take an equal pride in our more usual smaller work. In fact Mr. Elkhill for the most part is engaged in our production work.

ROUX GRANITE COMPANY
BARRE - - - VERMONT

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

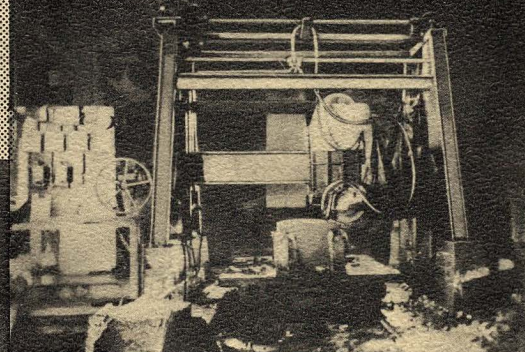
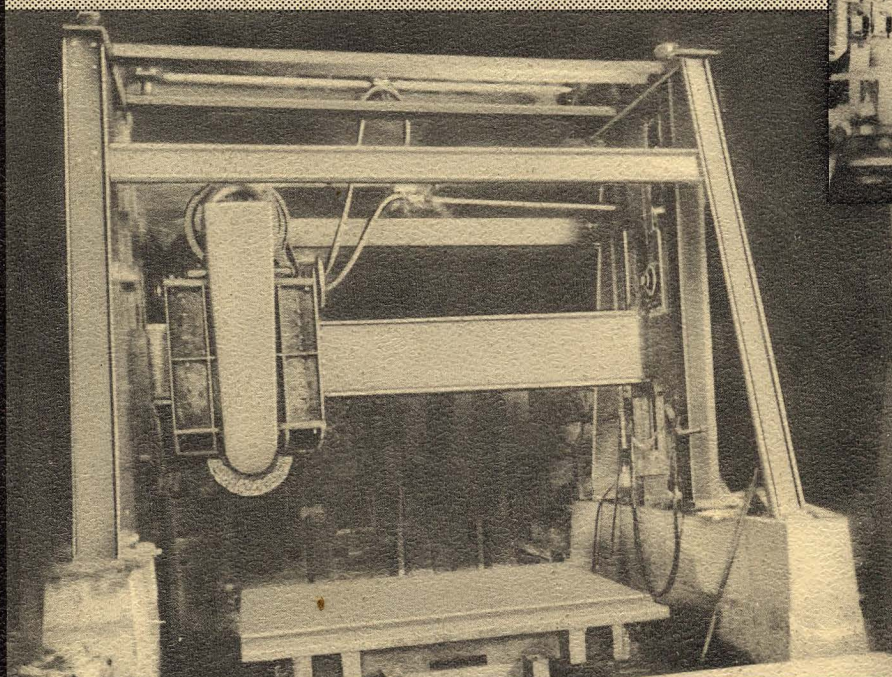
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CARBORUNDUM GRAINS AND
BRICKS, IRON SAND, CRUSHED
STEEL, PUTTY POWDER, ETC.

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Quarries: Barre, Vt.

THE NEW LANE CONTOUR GRINDER *Opens Up* **A NEW FIELD OF DESIGN**



THIS NEW LANE CONTOUR GRINDER, so successfully operated by Cook, Watkins & Patch of Barre, Vt. since last April, grinds flat, serpentine, or oval tops, straight or turned ends, joints and mouldings with a 24 inch abrasive wheel with an 8 inch face. This new machine vastly increases the variation in Monumental Design in the Volume Monumental Market. Now at last it is practical to bring the Sales Appeal of curves and finished work to the Smaller Memorial.

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