

MONUMENTAL NEWS

*On the Occasion of Our
50th ANNIVERSARY*

*We of
MONUMENTAL NEWS*

*Take Pleasure in
Announcing the Purchase
of*

**GRANITE
MARBLE
& BRONZE**

*Thereby Consolidating
The Two Oldest Journals*

*Devoted to
The Monumental Industry*

1889 - 1939 *ARTIC
SHINE*

**DECEMBER
1939**

AN OLD CHINESE PROVERB

If a Horse Wins the First Time . . . *It's Luck*

If a Horse Wins the Second Time . . . *It's a Coincidence*

If a Horse Wins the Third Time . . . *Bet on the Horse!*

PROVEN SELLERS OF 1939

Yes and "Form" counts
in Monuments too!

As another Chinese Wiseman said "If one is to be a Success, he must watch his neighbor's way and profit thereby."

Our Theory is that Monuments that have already sold for other retailers will sell for you. Here is The Story of 1939 on our "Three Best Sellers."

SCHWAB . . . 25 sales—23 retail sales

TRIGG . . . 21 sales—19 retail sales

DENTON . . . 19 sales—16 retail sales

Write Today for a Representative's Call

REPRESENTATIVES

GEORGE W. CARY, Zanesville, Ohio

LOUIS C. ROEMER, Attica, Indiana

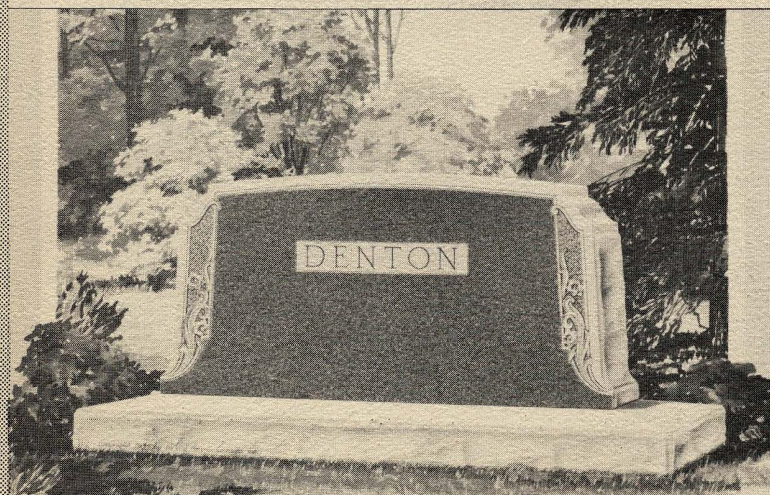
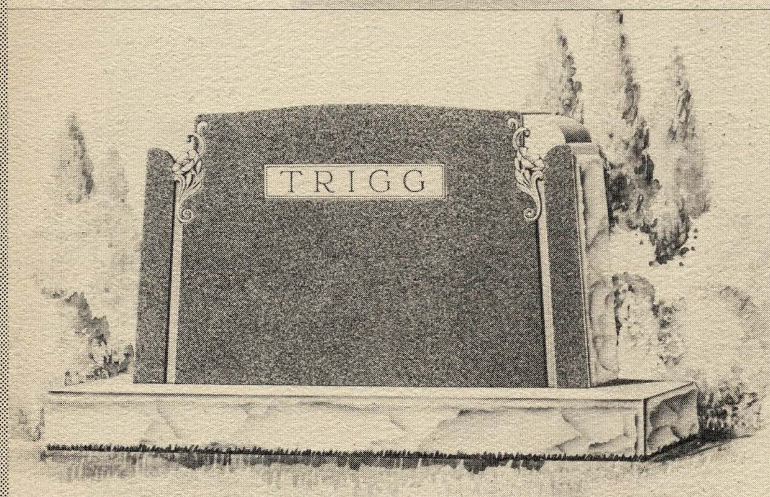
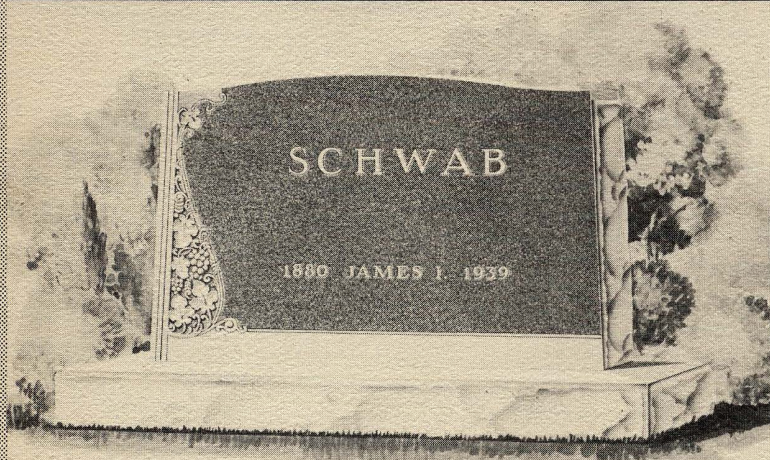
GEORGE R. BOOTH, Manchester, Connecticut

AARNE BISHOP, Valley Stream, L. I., N. Y.

J. W. FLETCHER, St. Louis, Missouri

ARTHUR BISHOP, Hempstead, L. I., N. Y.

USLE & PEROJO GRANITE COMPANY
BARRE VERMONT



Win

Place

Show

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.

GREEN PASTURES AND "ACRES OF DIAMONDS"

Suffern, N. Y., December 12, 1939.

MONUMENTAL NEWS,
Madison, Wisconsin.

Gentlemen: After reading the article by the Designer-Salesman in the October issue of your magazine in which he asks the answers to four questions, I am reminded of an incident which happened when I was a youngster.

My father had taken me to hear a lecture in our local high school entitled "Acres of Diamonds." It was the story of a man who decided he could find nothing at home in the way of achievement and riches so must look for it away from home. Then in his old age he returned to discover that which he sought was right at hand where he had passed it by.

If the Designer-Salesman will write the M. C. of A. and ask for a copy of special bulletin #35, he will find the answers he seeks. At least the material provided is an intelligent attempt to work out a solution of the problems. There is no need to look in far off places for the answers to any of our problems. We have the brains and the ability right in the industry to solve all of them. What we really need is confidence and faith sufficient to see facts and accept them even if they do come from a competitor.

Bulletin 35 suggests that we contact our Ministers and have them preach sermons on respect for our dead and reverence for our pioneers. Encourage the appropriate feeling that our Cemeteries are places of beauty in which we not only are thoughtful of our departed relatives, but mindful that the heritage and traditions they passed on to us should be considered the better things in life. It is also suggested we should encourage our customers to return to the custom of private dedications.

It is further suggested that this stimulation of sentiment should be backed by a strong state and national organization with the local groups actively spreading the idea in all communities at the same time. When this program is supported by timely advertising that portrays the fact that the local dealer, not some distant producer, is the proper firm to build a memorial, then the dealer has a vital force to create more sales without fighting No-monument cemeteries or outright commercialism.

When sentiment has been stimulated and developed to a point where a demand for better monuments is created, the state organization can go to the cemeteries and ask for cooperation in providing more suitable plots. Likewise, an appeal can be made to the undertaker and it can be demonstrated in dollars and cents how advantageous it can be to have him suggest more suitable plots.

Of course, if we will not organize to put these ideas across, the cemeteries and the undertakers will continue doing anything

December, 1939
Vol. 51, No. 12

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A FOUR STAR DESIGN from THE DEEP SOUTH

"Gone with the Wind", may or may not be a Four Star Production, but the KEELER design is a Four Star Monument.

- ★ Beautifully Conceived
- ★ Skillfully Executed
- ★ Attractively Priced
- ★ Built of Comolli Blue Granite

Just as Spring Wars are won by Winter Preparations, so are Spring and Summer Monumental Sales determined by Winter Buying.

Some Memorials are far better investments than others, —a fact to which every dealer can attest. This exclusive KEELER design, one of a group of ten or more, has proven exceptionally popular in retail selling. Here is a design that we recommend for stock with confidence, because we know by experience that it is an "Easy Seller".

*Write Today for Quotations on This and
Other Memorials.*

COMOLLI GRANITE COMPANY
ELBERTON - - - GEORGIA

Do You Remember Reading This Monumental News Advertisement in 1897?

THE MONUMENTAL NEWS.

495

Henry Gardiner, Sole Prop. of the

Quarries opened in 1840.

Millstone Granite Quarries.

THE ONLY GENUINE MILLSTONE, CONN., GRANITE,

Finished Monumental work and Rough Stock wholesale. Certificate of award at the Centennial Exhibition of 1876 on the Millstone Blue Granite, for the good color of the stone, its fine close grain, and good polish, and the marked contrast between the polished and dressed surfaces; a character which gives unusual distinctness in ornamentation, makes it especially adapted to fine cemetery work.

P. O. Address—MILLSTONE, CONN.

Telegraph and Telephone, NEW LONDON, CONN.

Perhaps you don't—but it ran for many years in Monumental News.

But what is more important is that—the SAME QUARRY with the SAME GRANITE, though under different management, is serving not only its customers of 1897 but many new friends as well. If you have not investigated MILLSTONE, we believe you will find it a revelation. Write today!

THE MILLSTONE OPERATING CORPORATION **MILLSTONE CONNECTICUT**

Q DARK BLUE QUARRIES & **M** DARK PINK MANUFACTURERS

they please. It won't be what we want. It may even do us an irreparable harm. But, as long as we continue searching for answers instead of respecting ideas which are right at hand, we must expect to find out too late the things we can do now.

Yours truly,

W. O. COPELAND.

DESIGNER-SALESMAN APPRECIATED

Danvers, Massachusetts, December 13, 1939.
MONUMENTAL NEWS,
Madison, Wis.

Gentlemen: May we take this opportunity to express our appreciation of the article which appeared in the September issue of the MONUMENTAL NEWS by the Designer-Salesman.

We think we are very fortunate to have in our industry a man who answers so capably these articles which condemn and ridicule the innate and age-old sentiment of the human race and civilization, and look forward to more articles by the Designer-Salesman.

The proposal that the Memorial Extension Commission might publish in pamphlet form all the logical reasons for the erection of cemetery memorials we think is an excellent idea, and we sincerely trust that something will be done along this line. Such pamphlets could be sold to dealers at a nominal cost for their own information and for public distribution.

We enjoy your publication, and look forward to receiving it each month.

With sincere wishes for your continued success, we remain

Yours very truly,

KIMBALL MEMORIALS, INC.,

Harold C. Kimball,

Danvers, Mass.

M. C. A. Letter to Trade Press

ASSOCIATE MEMBERSHIPS

The advent of 1940 finds the officers of the Memorial Craftsmen of America deeply gratified and happy at the many evidences of sound cooperation which are coming from many parts of these United States. During every month of 1939 a fine steady flow of new retailer members added strength and vision to the national association, and in every district where the national secretary had an opportunity to meet with the dealers a sound and enthusiastic membership has been built up. With the old standby members and with the addition of this strong new membership the officers of the M. C. A. look forward into the future with great optimism.

Not the least of this gratification is due to the splendid support as evidenced by the fine list of producer and manufacturer associate member names which appears on the pages of this issue. They show their cooperative spirit and kindness toward the M. C. A. by having acquired, or by continuance, of associate memberships in this association for 1940.

Your national association will be enabled to do a splendid work this year in building up group organizations and in developing local publicity because of the support given by the active and associate members.

As we are all aware, 1939 developed some differences of opinion within the industry, and there were times during that year when it seemed quite doubtful whether a complete industry program of publicity could ever be developed. However, in a few short months, the picture has changed completely, and all

(Continued on page 565)



For Fast Cutting plus
Low Breakdown . . .
**ARROW-BLAST
ABRASIVE** » » »

SLOW BREAKDOWN . . .

From the toughness of the grains of fused alumina abrasive and from their strong, blocky shape comes the ability of Arrow-Blast Abrasive to resist breakdown. And resistance to breakdown gives the long, useful life that means low blast-carving costs.

FAST CUTTING . . .

This feature of Arrow-Blast is also due to the characteristics of the fused alumina abrasive — characteristics of hardness and sharpness that are produced in the abrasive when it is fused from bauxite at the Norton electric furnace plant.

NORTON RESEARCH . . .

Both the long life and fast cutting features of Arrow-Blast Abrasive are a result of Norton research. In the laboratory and in the field, extensive tests have been conducted to determine just what physical characteristics the abrasive should have, just what grain sizes and shapes are most effective. Today this research is paying dividends in monumental shops — for Arrow-Blast Abrasive is cutting blasting costs. Arrange for a trial in your shop.

NORTON COMPANY

WORCESTER, MASS.

New York	Chicago	Detroit
Philadelphia	Pittsburgh	Hartford
Cleveland		Hamilton, Ont.

G-103

NORTON ABRASIVES

**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

*Attend Your
State Convention*

IMPORTANT CORRECTION!

The Eastern Memorial Associates, Inc., will meet at the Hotel Kenmore, Boston, Mass., on January 29th and 30th, 1940.

1940 WINTER CONVENTIONS

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

MARYLAND, DELAWARE and
D. of C.—Jan. 18 and 19
Ambassador Hotel
Washington, D. C.

PENNSYLVANIA—Jan. 23 & 24
Penn Harris Hotel
Harrisburg, Pa.

NEW YORK—Jan. 25 and 26
Onondaga Hotel
Syracuse, N. Y.

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

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

ILLINOIS—February 5 and 6
Jefferson Hotel
Peoria, Ill.

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

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

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

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

INDIANA—February 22
The Athletic Club
Indianapolis, Ind.

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

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

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.

Congratulations to Monumental News On This Golden Jubilee



HOW MANY REMEMBER WHEN THIS WAS AN ADVERTISEMENT?

THE original producers of Westerly Granite, operating continuously since 1846, we still offer the memorial industry a most complete service. Our quarries, greatly developed and enlarged through the years are now producing all colors of Westerly Granite of the finest quality. Our finishing plant, complete and modern in every facility can turn out the best of finished work in any quantity.

Sawed, polished and steeled slabs are carried in stock. Turned work, sand blasting and carving are among our specialties.

Write for prices on your every requirement.

Ask for certificate on SMITH WESTERLY.

THE SMITH GRANITE COMPANY WESTERLY, RHODE ISLAND

FRANKLIN C. SMITH, President ISAAC G. SMITH, Treasurer EDWARD W. SMITH, Secretary

*Quarriers of All Colors of Westerly Granite Controlling the original
Westerly quarries and also the properties formerly of*

NEW ENGLAND GRANITE WORKS
"Redstone" Quarry

CALDER AND CARNIE
Smalley Pink and Red Westerly

MONUMENTAL NEWS



The Monumental News Publishing Company

.. ESTABLISHED 1889 ..

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



EDITORIAL

DECEMBER, 1939

Vol. 51, No. 12

WE WISH to thank the many who wrote in Congratulating us upon our Fiftieth Anniversary, and the Purchase of GRANITE, MARBLE & BRONZE. Many other letters were received too late for publication. To all who wrote us, we express our sincere appreciation. These letters provided an invaluable stimulus, or better still a "Jab in the Arm," something we all need occasionally.

OUR FIFTIETH BIRTHDAY

In the preparation of this issue, we read carefully both MONUMENTAL NEWS, from 1889 to 1930 and GRANITE, MARBLE & BRONZE, from 1890 to 1930. We wish you might all have the same privilege. It was an experience we shall not soon forget. It was both Humbling and Inspiring all at the same time. It left us with almost a sacred feeling about our own Profession, and an added respect for our Elders, both present and gone. Above all it left us with a grim determination to publish a NEW MONUMENTAL NEWS, More worthy of our Predecessor's Ideals, something which we are more than ever Convinced is Our Industry's Greatest Need.

EXCERPTS FROM LETTERS OF CONGRATULATION

Yours of recent date to hand and noted. Please send me a copy of the December issue, in which you will make the announcement. I am glad it fell into your hands. There's no reason why you cannot make a success out of the consolidation.

Yours very truly,

P. F. McLAUGHLIN, *Former Editor*,
4906 Smedley St., Philadelphia, Pa.



We congratulate you upon your purchase of GRANITE, MARBLE & BRONZE and the merger of the same with the MONUMENTAL NEWS.

This merger brings together two of the outstanding trade magazines, both of which have been of great service to the industry during many of the past years.

This merger is of peculiar interest to us because of the friendship that has existed between us and the editors and publishers of both magazines over a period of about fifty years.

We understand that you are to continue the services rendered by both of these magazines in the past through the columns of MONUMENTAL NEWS, and we wish for you many more years of successful service to the trade with the high degree of happiness and satisfaction that comes from a real service rendered.

With the best of all good wishes, we remain

Yours very truly,

E. A. McCANLESS, *President and General Manager*,
The Georgia Marble Finishing Works, Canton, Ga.



It is with keen interest we learn of your purchase of GRANITE, MARBLE & BRONZE. This is a step in the right direction, and we hope it will enable you to make your splendid publication just that much better.

With the Yuletide near at hand, may we go out of our way just a little to say to the Whitaker family that they have been a real asset to the monument industry. The MONUMENTAL NEWS has always been alert and progressive and a credit to our trade press.

Your plans for enlarging and widening the scope of your activities are most commendable, and we hope you will receive the full measure of success which is your due.

Cordially yours,

ALEX PARK, *Executive Secretary*,
M. C. A., Chicago, Ill.

We have received your notice of the merger of the MONUMENTAL NEWS with GRANITE, MARBLE & BRONZE, and wish to congratulate you upon this improvement, which I am sure will enable you to render a greater service to the industry.

There are no suggestions that I can offer at this time, but I do wish you every success. With kindest personal regards, I am

Very truly yours,

JOHN C. PLUMB, *Superintendent*,
Woodlawn Cemetery, New York City, N. Y.



I note with interest where your publication has absorbed GRANITE, MARBLE & BRONZE and in the combination you will increase the size.

MONUMENTAL NEWS has always been very constructive and helpful to the industry and at this time, when there are so many adverse comments with reference to the progress of the monument business, it is inspiring to see your faith exemplified in this merger.

I know you will make a success of it and especially do I feel that the large center section with the illustrations of nice memorials is worthy of the space you are giving.

Sincerely yours,

WEBB ROBERTS, *President*,
Roberts Memorials, Dallas, Tex.



Our sincere congratulations on the purchase of GRANITE, MARBLE & BRONZE. This shows that the MONUMENTAL NEWS will continue its progressive method of bringing the news of our industry to the dealers in all parts of the country.

It is also interesting to learn that you will have a larger page for your publication beginning with the January issue. This feature together with a larger memorial center section will enable you to make your magazine even more attractive.

My attention has been called to the fact that the December, 1939 issue will mark your 50th Anniversary. This is indeed a long record of fine service. May the next 50 be even pleasanter.

Cordially yours,

LEONARD BRAUN, *President*,
Yunker Memorials, Inc., Lansing, Mich.

Have received your letter of December 15th, telling of the merger of GRANITE, MARBLE & BRONZE with the MONUMENTAL NEWS, and outlining your plans for this enlarged publication.

I am sure that these combined publications under your splendid direction will afford the memorial trade a magazine that will meet every requirement. Success to you and your associates.

Sincerely,
FRANK F. MCNEEL, *Vice President*,
McNeel of Marietta, Ga.



Delighted to hear of your recent acquisition and hope that the purchase of GRANITE, MARBLE & BRONZE will bring you increasing good luck and prosperity.

Very truly yours,
A. L. GARDNER, *Advertising Manager*,
Pangborn Corporation, Hagerstown, Md.



I shall look forward, with a great deal of interest, to your January issue in its larger form. Not so sure I am going to like the larger size, as I have always found the present size very easy to handle—but I am open-minded.

As to the merger with GRANITE, MARBLE & BRONZE I shall be interested in watching whether you actually have "a far stronger and much improved magazine in 1940" (otherwise than size).

Whatever you do, please do not change the name of MONUMENTAL NEWS, to which I have been a constant subscriber for over forty years, and which you have wonderfully improved the past few years, and I hope you will continue to improve for many years to come.

With nothing but the best of wishes to you, I am

Yours very truly,
A. R. BAXTER, *Manager*,
Alexander McDonald Company, Trenton, N. J.



We were pleased to have your letter of December 14, advising that you have taken over GRANITE, MARBLE & BRONZE. We feel that one less paper in the Memorial Art Field will be of benefit to advertisers generally.

Yours very truly,
H. A. FLITZ, *Sales Manager*,
Ruemelin Mfg. Company, Milwaukee, Wis.



The Christmas season, when every one is possessed of the desire to spread good tidings and good will would be excuse enough to wish our friends well, but this December gives one many reasons for so expressing himself toward Monumental News Publishing Company and its entire staff. May I join the many others in expressing sincere congratulations upon your fiftieth anniversary marking your purchase of GRANITE, MARBLE & BRONZE and the inauguration of even a larger, more interesting service to the Monumental Industry.

Throughout the past years MONUMENTAL NEWS has occupied a position of importance to our craft, loyally and intelligently transmitting the news of our industry and faithfully fostering and encouraging its progressive activities and ideals.

So my congratulations and sincere wish for you is, may you enjoy many successful years in which to continue your worthy service to this fine and glorious industry.

Most sincerely yours,
C. P. SMITH, *President*,
M. C. A., Findlay, Ohio.



You have my heartiest congratulations and best wishes on the merger of the MONUMENTAL NEWS and GRANITE, MARBLE & BRONZE. It is my hope that some of the spirit, fearlessness and individuality of the editorial policy of GRANITE, MARBLE & BRONZE can and will be carried forward in the policy of MONUMENTAL NEWS.

While not always agreeing with the principles advocated by Pat McLaughlin, I have always admired and respected his fearless and sincere efforts to improve conditions in our industry. This policy, coupled with the industry education and information service which has

always characterized MONUMENTAL NEWS, should make this combination one of the outstanding trade journals of the country.

Your announcement of a larger page is received with some reservations as I have always felt that the present size of your paper was as large as should be properly used for trade journals, and, of course, the problem of future filing is no small one. Rather than criticize you for your decision, I shall look forward to this change in the hope that it will not prove to be too cumbersome and inconvenient.

You have been doing such a fine job of trade publishing it seems out of place for me to offer any suggestions or advice to guide you in 1940 other than a winsome hope that some of the fire and foam which characterized GRANITE, MARBLE & BRONZE will find its way into the editorial policy of your fine paper.

Sincerely yours,
DONALD P. BLAKE, *Secretary*,
Chas. G. Blake Co., Chicago, Ill.



In the spirit of the season, it is our sincere wish for the continued success of the MONUMENTAL NEWS in gathering and broadcasting information for the benefit of the Craft. We receive the news of the merger with GRANITE, MARBLE & BRONZE with approval and much interest, and while this magazine and its Editors has served New England's memorialists long and well, we feel that we of the East can expect more and better service resulting from the joining of forces by these two leading periodicals.

The progressive memorialist is ever alert to keep abreast of the times and the latest trends in Memorial Art. The trade journal performs an invaluable service in this respect, combing the nation for news, design suggestions, sales help, photographs of outstanding memorial work, legal advice and various other features of vital importance to the industry as a whole.

By lessening the number of trade publications and by improving the quality of your own, together with the proposed increase in size,—you have, and will, strike a responsive note with memorialists everywhere. The marked improvement in the appearance of the NEWS, its cover, printing and contents over that of a short while ago, is to be commended; now with added changes that are to be made, it will elevate our trade publications to a level unsurpassed in other fields of business endeavor.

It is our fond hope that the craft in general will profit by the example set by our trade news publishers and be encouraged to adopt similar methods, and set their own house in order by improving the appearance of their shops, their displays; not forgetting to revamp their code of ethics. Then, and not until then, will there be a solution to many of the ills of today. We hope your efforts will provide the inspiration.

Respectfully yours,
CLARENCE J. HUTCHINGS, *President*,
GEORGE T. HUTCHINGS, *Architect*,
Newton Memorial Art Company,
Newton Centre, Mass.



May I offer my heartiest congratulations and felicitations on the merger of the MONUMENTAL NEWS and MARBLE, GRANITE & BRONZE, announced today. These two outstanding trade journals, combined, ought to give to the trade, all the essentials, the informative news, and inspired editorials necessary for an uplift and revival which will carry us back to higher levels of service, than for years past.

The writer has been serving the Memorial Craftsmen for about forty years past, and during all that time, has been a subscriber to the MONUMENTAL NEWS. It was my privilege to know Mr. Whitaker during his lifetime, and to admire and respect the efforts of those who "took" over, after his passing. This constant effort to live up to the ideals he sought, have made the MONUMENTAL NEWS a "must" on our list of necessary trade journals, and now, with the increased scope of effort possible through this merger the NEWS should more than ever, fulfill all the desires and needs of a profession which, if it survives, must survive through higher ideals of service, a genuine belief in its purpose, and a determination to GIVE, rather than to TAKE, from those whose hope is to perpetuate memories, and preserve values, beyond this life.

As for suggestions, all I have to offer, is the wish and the hope that the NEWS, under your leadership, may continue to serve the craft; to offer constructive suggestions; to illustrate outstanding memorial

work; to work in every way, as it has in the past, toward a renaissance of the memorial craft. If in this work, I may be of any assistance, command me.

It seems to the writer that, more than for years past, an interest in those "loved and lost", is reviving in our thoughts. Possibly this is due to the unsettled condition throughout the world, possibly we are swinging back toward reverence and devotion to our loved ones.

With kindest regards and very best wishes for your continued success, I am

Yours,

HARRY L. OGBORN, *Designer*,
401 W. Boulevard, Charlotte, N. C.



I sincerely congratulate you upon this courageous and far-sighted step in bringing the GRANITE, MARBLE & BRONZE publication under your wing and editorial policy; that this well known publication will be merged with MONUMENTAL NEWS and its excellent personnel cannot but be another boost for our industry.

As to policy, I have been wondering for a long time if we are not attacking one of our biggest problems, The Carpetbagger, from the wrong angle. Without attempting even to learn what "makes him tick", our industry in general has chosen to consider him a pariah of the vilest sort. We seem to have contented ourselves with a general condemnation of the species, helplessly wrung our hands, commiserated with our Brother Dealer of the "would-be-Elite", sighed and gone back to our own desks and other problems.

Would it not be better to embark upon a planned program of education for these so-called sinners of ours and let them learn for themselves that many of us DO and many more CAN make an excellent livelihood in this Art of ours—the oldest on Earth?

With this newer and stronger publication of yours and a fearless and unhampered editorial policy, are you not the logical means of placing this information and education at the disposal of all of us?

Cordially yours,

LAMONT W. CALDER, *President*,
The Lincoln Monument Co., Montclair, N. J.



Congratulations on your Fiftieth Anniversary number and your plans for the improvement of your magazine in 1940. You deserve a lot of credit for the many fine articles and illustrations in the past fifty years and we assure you we have received a great amount of inspiration from many of the articles and no doubt the monument industry on the whole has done likewise. We feel sure with the great forward step you are taking in 1940, that many additional matters of interest will be published and we await eagerly each month for the publication.

With best wishes for your continued success, we beg to remain,

Yours very truly,

HENRY P. MCCARTHY, *Secretary*,
John H. McCarthy Monument Co., St. Louis, Mo.



I must congratulate you on this forward step, I consider it a move that will add untold prestige to the appearance of the already dominant NEWS, and bring added interest. This new format will lend the atmosphere of dignity and beauty to your memorial presentations for it will enable you to make more pretentious displays and that adds great value for the subscribers who have already found the NEWS a great help in sales approach.

I think your rate increase quite justifiable, it is quite deplorable that the trade should and could expect the services which the trade papers offer at such a small outlay for space. I know of no industry whose trade press functions on such a small income as does that of the memorial industry, and none reach as high a plane of editorial and display treatment. The memorial trade press enables manufacturers to maintain a prestige which would be impossible through any other medium.

I wish you every success in the new set up for the NEWS and I assure you of my every desire to be of whatever assistance that I may in carrying forward your good work.

Cordially yours,

W. E. SNOWDEN, JR., *Designer*,
Elberton, Ga.

News of the merger of GRANITE, MARBLE & BRONZE with MONUMENTAL NEWS appears to your readers to strengthen your magazine and to offer many advantages.

The announcement of several new features and larger format should prove very interesting. Your long history of service to the industry is the best guarantee of a continuation of such service. Congratulations and best wishes.

Very truly yours,

PAUL DAGGETT, *Executive Secretary*,
Cemetery Office, The Diocese of St. Paul, St. Paul, Minn.



Congratulations on your purchase of GRANITE, MARBLE & BRONZE and merging it with MONUMENTAL NEWS.

Also congratulations in celebrating your 50th Anniversary number.

I am looking forward to receiving the December issue and am sure with the increased personnel of your organization that greater service will be rendered to the memorial craft.

As you know, I have been a subscriber to MONUMENTAL NEWS for many years. I consider it one of the most valuable trade magazines that I receive.

Wishing you continued success, I am

Sincerely yours,

C. T. PERKINSON, *Vice President and Gen. Mgr.*,
Mount Hope Cemetery, New York City, N. Y.



Allow me to congratulate you upon the consolidation with the GRANITE, MARBLE & BRONZE. I feel that you will make this venture a very satisfactory one and one that will be a credit to the industry.

I have always felt that we have had too many trade magazines and I feel that the industry has a lot in store in awaiting the new publication.

I am sorry that I did not get anything in to you, but have been pretty well occupied and just did not get to it.

I wish to extend the kindest regards from the Stevensons.

Yours sincerely,

PAUL STEVENSON,
S. C. Stevenson Monument Works, Moberly, Mo.



I was interested to learn that you have purchased GRANITE, MARBLE & BRONZE and that you contemplate merging same with MONUMENTAL NEWS.

I want to congratulate you on your decision to bring out a larger and better journal and more especially on your faith and confidence in the future of the Memorial Industry.

If in these troublous times and after 50 years of close touch with conditions you still have the courage to invest and expand, this should prove an inspiration to the many who have all but given up in despair.

My hope for 1940 is for a United Industry—Producers, Manufacturers and Dealers—to get together, stick together and work together for the good and welfare of all.

With best wishes for your continued success, I remain

Very truly yours,

CHARLES J. BENISCH,
Benisch Bros., Brooklyn, N. Y.



It was with considerable interest that we received your announcement of the merging of MONUMENTAL NEWS with GRANITE, MARBLE & BRONZE.

I am sure that under your most able direction, Mr. Whitaker, that this new publication with its larger page and fuller contents will fill a long felt need in the industry for a trade paper having a genuine interest of our hard hit craft at heart and I feel confident that your new combination will go far to rekindle the lagging interests of our striving members and will aid considerably to revitalize the trade.

That is a large order, but I am sure with your own ability and your organization behind you, that this new merged magazine will take its place as the leading trade paper of our industry.

With my personal wishes to you for complete success in your new venture and looking forward to receiving the "Gold and Black 50th Anniversary" issue, I remain

Cordially yours,

J. SUMNER SWINGLE, *President*,
J. S. Swingle, Inc., Quincy, Mass.

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E. A. McCANLESS

PRESIDENT AND GENERAL MANAGER

THE GEORGIA MARBLE FINISHING WORKS

CAPITAL AND SURPLUS \$500,000.00

WHOLESALE DEALERS IN GEORGIA MARBLE.

CANTON, GEORGIA.

December 15, 1939.

Monumental News,
Madison, Wis.

Attention: Mrs. B. S. Whitaker,
President & Treasurer.

Dear Mrs. Whitaker:

Having had advance notice of your Gold and Black Fiftieth Anniversary Issue, making announcement of your merger with Granite Marble & Bronze, we wish to take this occasion and this means of extending to you our congratulations on the merger of two of the oldest trade paper magazines of the United States, and also to express our appreciation of the fine service rendered to the monumental industry by each of those magazines over a period of so many years.

Our company entered the monumental field about the time the Monumental News was founded and during forty years of that period it has been the writer's pleasure and privilege to have known all of the editors and publishers of the Monumental News and most of those of Granite Marble & Bronze, and he deeply appreciates the great service that has been rendered the industry by these trade papers.

Please allow us to extend to the Monumental News our sincere good wishes for its continued prosperity and for many more years of active and valuable service to the industry.

Yours very truly,

THE GEORGIA MARBLE FINISHING WORKS,

President.

EAM:SMA

An Advertisement of the

THE GEORGIA MARBLE FINISHING WORKS

CANTON • • GEORGIA

"Builders of Fine Monuments"

AN APPRECIATION

We welcome this opportunity to congratulate MONUMENTAL NEWS on its Fiftieth Birthday as well as upon the purchase of GRANITE, MARBLE & BRONZE.

In the American Scene there can be no question about the Importance of the Press in the Growth of America and all it means to us. Likewise in the Progress of American Industry The Trade Press renders an Invaluable Service.

Keeping all elements of the Monumental Industry aware of News and Developments, Initiating and Crusading for Improvements, Supporting all Beneficial Movements and Programs, often at the Sacrifice of Advertising Income, with a close attention to the Human Equation, represent Priceless Values. For all these contributions we offer this Appreciation to you of MONUMENTAL NEWS, on your Fiftieth Anniversary and wish you Fifty More Happy Birthdays . . .

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TRADE



QUARRY COMPANY
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from ANOTHER OLD TIMER



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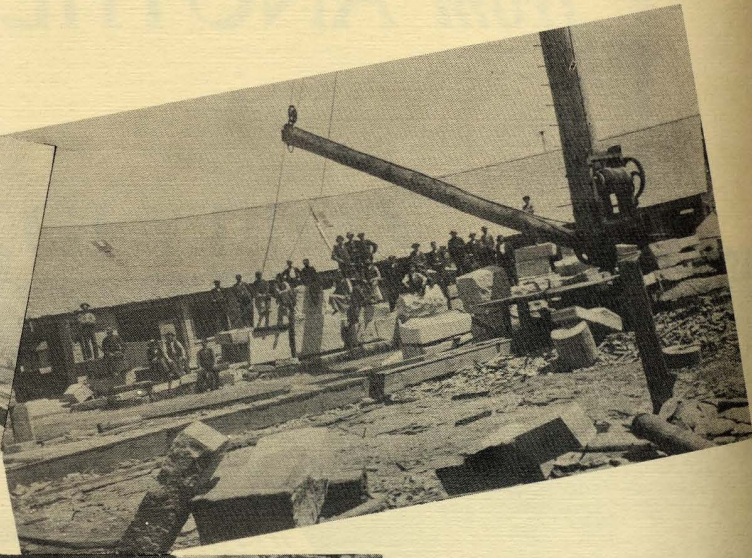
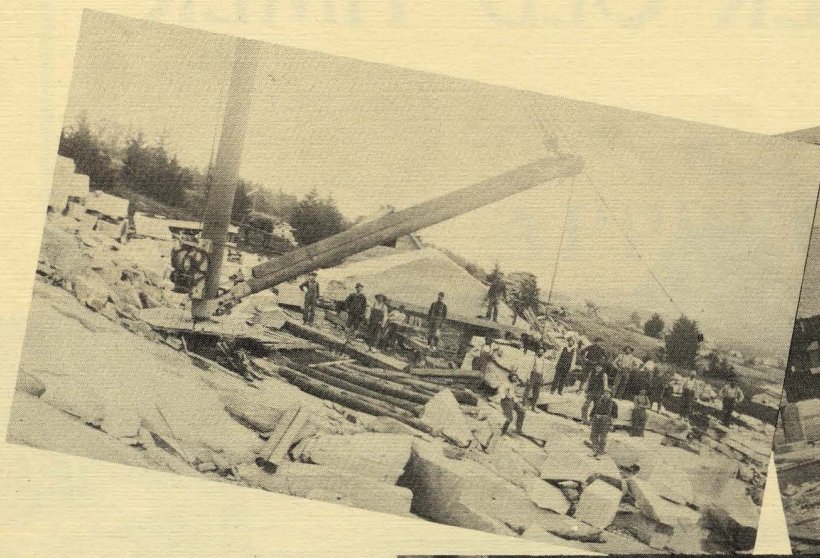
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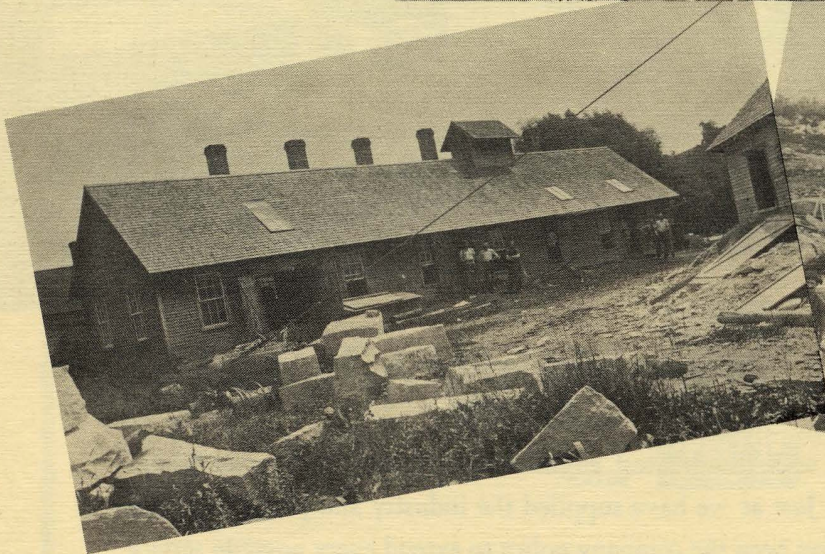
When Grandpa was a Boy—



1862



1940



These old time photographs of quarry operations are indeed a striking contrast to those on the facing page. The character of the stone and the integrity of the company have remained constant for 78 years.

WETMORE & MORSE

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Had the photoengraving process been in operation fifty years ago the pictures on the opposite page would almost certainly have appeared in the Monumental News.

For WETMORE & MORSE, at that time a concern with 28 years of quarrying experience was, then as now, a leader in the industry. More than three quarters of a century later WETMORE & MORSE, still an acknowledged leader in the industry is producing perhaps the best granite in its history. Verily times and methods do change but men and granite retain very much the same character through the years. For YOUR next job specify WETMORE & MORSE Select Barre Granite.

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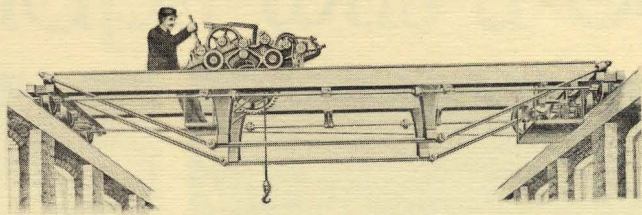
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The Monumental News.

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CAN WE STOP THE SLUMP? . . BY DESIGNER-SALESMAN

In This Installment the Designer-Salesman Makes His First and Most Important Suggestion for Protecting and Promoting the Memorial Idea. Readers Are Urged to Mail or Telegraph Their Answer to the Question Which Ends This Article

THE sale of more and better memorials depends upon the sale of more and better cemetery lots,—that was the topic of the first article in this series. While it is true that a vast number of occupied cemetery lots remain unmarked, nevertheless we must concede that basically the present and future of the memorial idea depends upon the quantity and quality of cemetery lot sales. The appalling slump in cemetery lot sales throughout the nation is therefore the basic problem we of the craft confront in common with our cemeteries.

What can be done to restore and sustain a demand for sizeable cemetery lots and family memorials?

The first and obvious proposal is that the cemeteries and memorialists of the nation should get together. But getting together will get us nowhere unless it will get us money, and a lot of money. The day has long since passed when wind-jamming speeches and mere organizing will do any good. We need money and a lot of money with which to promote and protect the memorial idea.

To effectively *promote* the memorial idea we must publish more literature than ever we have published before. We must make it possible for every dealer to send more and better literature to his public. We must compile and give nation-wide distribution to a concise and convincing exposition of the memorial idea and its mission in society. We must enlist the co-operation of writers and leaders of thought in the nation to the end that sentiment and respect for tradition will not give way to pagan materialism. We must advertise, publicize and circulate persistently and consistently. We must put our own house in order. More than the public itself, we of the cemeteries and the craft need to be educated. We need to learn a lot about sentiment ourselves. We must be educated to understand that cemetery lots and cemetery memorials are not a commodity, merely something to be sold. The cemetery lots and cemetery memorials satisfy no material purpose. They satisfy the heart and the soul. But why go on? These basic requirements of a promotional and educational campaign alone require the expenditure of money, and a lot of money.

To *protect* the memorial idea we must first protect the institutional cemeteries. We must protect them from the unfair competition of promotional and speculative properties. We must continue and intensify the successful efforts to legislate the cemetery racketeer out of existence. We have reason to know that this can be done because we know that it has been done; and that not a single new memorial park has been started in any of the states which have adopted the non-speculative law. We must banish the gruesomeness of neglected roadside cemeteries which glaringly advertise what the anti-memorialists call the "futility of old-fashioned cemeteries." We must unite enthusiastically with our cemeteries in restoring sentiment and respect for the cemetery as a sociologically important institution for the living. We must do this by in-

augurating memorial services, rituals, musical events, horticultural activities and other functions which will attract the *living* to the cemetery. But why go on? These requirements alone suffice to prove that any effective campaign to protect and promote the interests of our institutional cemeteries will require organization,—and money, lots of money.

But where is the money coming from?

The memorial dealers of the nation will never organize and sustain a fund sufficient to conduct an effectual campaign. The cemeteries are helpless to organize such a fund. Why?

Those of us who have participated in organization efforts these many years are sadly aware of the fact that a large body of dealers are totally indifferent and that their lethargy is hopeless. They cannot even conduct their own business efficiently. It is therefore utterly futile to expect them to contribute a dime toward any constructive fund. Another body of dealers would doubtless be willing to contribute but of necessity their contributions would be small. The remaining group could not be expected to carry the major burden of maintaining a promotional fund.

The cemeteries of the nation could never be organized on any fund-raising basis. The municipal cemeteries, for example, could not expect tax-payers to support such a national fund. It is doubtful if the mutual associations and the religious cemeteries could legally divert funds to such a program. The remaining privately owned cemeteries could not carry the burden.

What then can we use for money?

The other day I sat at a wake. It was a wake for the greatest co-operative effort in the history of the mortuary crafts. It was a sorry sight. I had witnessed the desperate efforts of a few brave souls to save the victim. But their valiant efforts failed. And there we all sat as they prepared the remains for interment. With gloom and foreboding the officials of the Memorial Extension Commission were deciding how to utilize what was left of the estate for the good of the industry. It was a tragic spectacle, tragic because it meant oblivion for the one and only feasible plan ever conceived for the equitable raising and spending of money in the cause of the memorial idea. The doom of the M. E. C. spells the doom of *financial* co-operation, the only kind of co-operation which can substitute action for hot-air.

I shall not dwell upon the brilliant achievements of the Commission. I would not undertake to write even an outline of these achievements in anything short of a book. It is unfortunate that the activities and achievements of the Commission were not given wider publicity. But this was impossible. It is never wise for an advancing army to publicize its campaign of action, nor to give details concerning the maneuvers which make the campaign successful. The information has a way of falling into the hands of friend and foe alike.

Perhaps if the magnificent work of the M. E. C. had been widely and regularly publicized, we of the retail craft might have shown some indication of supporting the supporters. It is possible but not probable. I am not sure. Nor does it make any difference,—now. The only thing that makes any difference now is: What are we going to do? How are we going to do it? Where are we going to collect the money?

At the "wake of the M. E. C." I sat beside Charles Benisch, father of the Benisch plan,—the plan to raise money for co-operative effort by taxing monumental materials at the source;

(Continued on page 567)



BARRE IN THE "NINETIES"

BY WILLIAM BARCLAY

EDITOR'S NOTE: *Knowing "Bill" Barclay of today, son of the first William Barclay, founder of the Pioneer firm of Barclay Brothers, it is difficult to believe that his personal reminiscences could cover this early period, but it must be remembered that "Bill", like other sons of illustrious Barre Fathers started young. "Bill" after the entrance of Barclay Brothers into the Rock of Ages Merger, served for some time in an executive capacity in the new corporation, resigning some two years ago to take over the management of Novelli & Calcagni, whose original founders, Mr. Novelli and Mr. Corti, were one time employees of "Bill's" Father. Needless to say we feel greatly indebted to "Bill" for this interesting story.*

TO LOOK fifty years ahead seems a long, long time—much more so than looking back over that same period. But such an era of progress it has been in our granite industry—from mostly hand labor to machinery and specialization. Emerging from the centuries of little or no advancement in the quarrying and cutting of granite to its present high development.

The year 1889 was the turning point in transporting rough granite from the quarries on Millstone Hill down to the manufacturing plants in Barre; descending a thousand feet in fully three miles. (Millstone Hill is so named from pioneer days when the thin outcropping ledges furnished ideal material for the grinding stones required in the numerous grist mills throughout this part of the country.)

In that year the Barre Railroad—then called "The Sky Route"—the steepest broad gauge line east of the Rockies began its service with special heavy duty locomotives and large capacity cars.

QUARRYING

Hand drilling was the order of the day. It was fascinating to watch the drilling of a large hole—one man sitting and turning the steel while two strikers stood and tellingly swung their heavy sledges—all knowing that one false blow might result in a shattered arm. The introduction of steam drilling followed by the general use of compressed air made possible the important operation known as channelling—a system of drilling a line of detached holes, then broaching (pulverizing) the connections so as to form a continuous cut or channel. Much other-wise wasteful blasting is thus eliminated and the finer grades of stock conserved.

The boom derricks, utilizing oxen or horses for hoisting and man power for pulling the loads around, were being supplanted by those actuated by steam—leading to our modern structures capable of lifting blocks weighing scores of tons.

In the late 80's coverings were erected over some of the quarrying openings during the winter months. Extended development, however, eliminated the possibility of continuing that so, for many years, they have been completely open to the elements.

At one time, there were over twenty-five quarrying firms—too many for successful results.

TEAMING

The horse transportation from quarries to plants was a real problem during our busiest period—in springtime when the

frost (often several feet deep) was coming out and making certain portions of the "quarry road" regular quagmires. Four, six and eight horse teams—about a score of them owned and operated by men who did nothing else—performed this service. Two trips daily was the usual program. During those mud times the first team to arrive at a bad section would wait until several others had assembled then all the horses would be hitched together and pull the load through. The first few loads would thus go right along—the later teams continuing to double up until all were on terra firma again. Sometimes, though, when the road seemed bottomless a heavy load would retard progress for hours.

There was little difficulty during the other seasons and it is astonishing the mammoth blocks of granite which were thus conveyed—bases ten feet square; die blocks six feet cube; shafts over thirty feet long and mausoleum roofstones of forty tons or more. And while winter transportation on sleds was easier, in some respects, it required the utmost skill and a thorough understanding of horseflesh to negotiate the steep road with its sharp curves. And that, in spite of the "clog" chains placed under the runners on the more dangerous places—for they (chains) would sometimes break and over the bank the whole business would go. Oft-times several spans of horses



Barclay Brothers in 1889. The late William Barclay, Sr., in center of picture (with burnside). Wm. Barclay, Jr., the author of this article, second row, second from right.



Marr & Gordon, Barre Vermont, in 1884. This was the first overhead crane. (Hand operated.)

would be hitched behind the load to hold back on the steeper pitches.

I can not recall a serious accident to either driver or horses in any of those spills—which were comparatively rare when considering the volume of material conveyed.

In recent years, automotive trucks have been competing vigorously with the railroad in transporting rough granite from the "hill" (as the quarries are locally termed) to the manufacturing plants.

MANUFACTURING

Fifty years ago most of the manufacturers—their employees too—were young men. Mere boys from a modern standard. Practical, skilled workmen they were but lacking in business training. To offset that they—partly through competitive necessity and partly through natural energy and ambition—worked physically during the day and did their office work in the evenings.

The office was sometimes a partitioned half of the blacksmith shop; sometimes a dusty loft in the end of plant; occasionally those duties were done at home. Where there were two partners one usually worked at the "banker" while the other did the "bossing"—which included serving as head lumper.

When better quarters were being gradually introduced and office help employed, there were dubious head-shakings and grave misgivings about such "extravagance."

The curved type plant, with boom derrick in the center of its circular yard, was the most common. The majority of those derricks, as well as the travelling cranes (out-of-doors) at the few straight-type plants, were hand operated. The first travelling crane here was imported from Scotland about 1884 and was equipped with chains—anchor chain style. Wire cables—a later innovation—were installed years afterwards.

It was during the early nineties that this class of machinery was changed from hand operation and horse sweeps to power drive. And it was during that same decade that the straight type of granite plant with its monitor roof came into existence.

We were not entirely without machinery in 1889 as cutting and polishing lathes, a MacDonald surfacer and the regular polishing machines were all in operation—as well as the first gang saw.

The lathes were turning out columns, urns, vases, etc. The MacDonald surfacer was a ponderous machine best adapted for spires, large bases and roof stones—taking them from the

rough and producing a hammered finish. Its set-up was two rotating vertical shafts with a four-armed spider on the bottom of each to which were attached bevel-edged discs set at a cutting angle.

Foot power grindstones were in general use and wood burning stoves were the principal sources of winter heating—the first arrival in the morning, lighting them.

Pneumatic machinery was introduced in 1892 on a monthly rental basis. When possible to purchase them later the hand tools cost \$200.00 each and the surfacing machines \$3500.00. Truly high prices from a modern viewpoint but the improvement over hand work justified it. The carving and lettering tools were first operated with forty pounds air pressure and the surfacers with sixty to seventy pounds.

The edging or honing saw made its appearance about 1912 although it may have been used earlier in the building centers. This machine is of great value in the safe and economical production of certain classes of work including rabbets and mouldings.

Very few large saws were installed until after 1910. They are of the gang, circle and oscillating types and all use chilled shot as a cutting agent. The gang saws have greatly increased during the last decade. This equipment conserves the consumption of rough stock and does much of the work previously done by the surfacing machines.

The sand blast, although operated in Scotland many years before being displaced by the pneumatic tools, was first used in Barre in 1915. It brought about an entirely new and simplified method of carving and lettering—and is still being improved upon.

The "ten-hour day" was supplanted by one of nine hours in 1890 and eight hours in 1900.

During these many years—and previously—the term "butty" has been common in our industry. Could it have been the fore-runner of the World War's "buddy"?

POLISHING

The polishing machines in 1889 were known as Verticles and Jenny Linds. The former, a straight shaft operated by belting and gears aloft with the polishing wheels attached at the bottom. The Jenny Lind was of the gate type with wooden arms. The "beds" were small—often individual stones. The grinding was light as all work then, aside from the very few sawed stones, were either pean-hammered or four-cut. The beds were single so each polisher helped to turn his own. The double beds developed during the "Gay Nineties."

Scotch shot, Naxos and Chester emery and rope-filled buffers with "putty powder" were the polishing materials. A wheel of thirty inches diameter was considered a large one. Carborun-



The Leland Stanford Roof Stone from the Wetmore & Morse Quarry on Main street, Barre, Vermont, in 1888.



Beck and Beck at the turn of the century. Extreme right, the late Lothar C. Beck. Boys on stone are sons of Lothar, Wendlin Beck, lower, Charles Beck, above, present proprietors.

dum was introduced about 1895 but it was only in recent years that the present method of grading the abrasives came into general use. Roughly speaking, polishing consists of three stages—ironing, emerying and buffing.

While various inventions have been tested in the development of different types of polishing machines—some of massive construction and ideal in theory—the Jenny Lind, or gate type, has proven the most satisfactory.

SHIPPING

One of my first duties as a boy five decades ago was “marking the boxes”—painting the customers’ name and destination on the boxed stones. That brought a familiarity with freight cars—for most of the plants were located on railroad sidings and did their own loading—often after regular working hours. Very little teaming to the depot—and no pool cars.

The ordinary freight cars then—mostly boxes—were of 24,000 lbs. capacity. Some were 30,000 while the rare ones of 40,000 were inspected with interest.

The new Barre Railroad had a few of 50,000 which were reserved for heavy stones. They were quite a curiosity.

THE BARRE GRANITE ASSOCIATION

The Granite Manufacturers Association—as called then and for long thereafter—was organized April 6, 1889; so is also celebrating its semi-centennial.

At a meeting held May 6th of that year, in the Odd Fellows Hall at Barre with fourteen members present, the annual dues were set at \$4.00 and the following committee was appointed “to try and get all the Barre manufacturers to join the Association”—Alex Buchan, Steve Forsyth, Alex Milne, John Sullivan and H. K. Bush.

There was apparently no definitely established apprenticeship term for granite cutting as at subsequent meetings the question was vigorously debated—whether two or three years.

A committee composed of William Barclay (father of the writer of this article), John McDonald, Sidney Wells, H. K. Bush and James Ingram finally recommended three years at \$0.75 a day for the first year, \$1.25 for the second, and \$1.75 for the third (and those were ten-hour days). That report was

adopted September 27th and the following month a committee from the Union—George Troup, Joseph Pierce and George Mitchell—met in joint conference and confirmed the regulation.

The officers for that first year of 1889 were: President, Alex Gordon; Vice-president, H. K. Bush; Secretary, Wm. Barclay; Treasurer, Thomas Williams; Board of Managers, E. L. Smith, Sidney Wells, James Ingram and John Sullivan.

The Association has steadily continued its valuable services—from a secretary doing the duties at home to the present organization which occupies a suite of rooms and is “manned” by an efficient staff.

HEALTH

Climatic conditions make necessary closed doors and windows in our heated plants several months of the year. So the advent of pneumatic tools brought a dust hazard. Suction equipment for the surfacing machines was installed in 1915. Continuous experimentation has since finally resulted in the perfection of dust removal machinery for the hand tools. Those important improvements, coupled with the absolutely dustless portions of granite cutting now being done by the various types of edgers, saws and steeling machines, have solved the dust problem in the Barre district—making granite cutting a healthy occupation.

THE MELTING POT

Five decades ago, Scottish immigration here was well under way. The Italian Colony was just beginning. The third large wave of foreign-born people—the French Canadians—did not really commence until about a score of years later. Of those three, the Italian was probably the greatest. The Spanish, starting early this century, would probably come fourth but we must not forget the Scandinavian, Swiss, Austrian, English, Irish and others scattered throughout this epoch. Those different nationalities—and others not directly connected with the granite industry—have all blended and worked together harmoniously in our community. As an illustration of that—bringing in, of course, the second and third generation—one of our recent football teams represented nine different nationalities.

CONCLUSION

As boy and man, this half century of contact with one of the oldest* of all industries has been a period of never failing interest; the development from hand to machine production; the transition from a ten-hour to an eight-hour work day—from a 59 to a 40 hour week; granite cutters’ wages increased from 29½¢ hourly “average” to the present 1.06¼ hourly minimum.

Last but not most important is our sound health basis—in the establishment of which both employer and employee have cooperated so harmoniously.

This article would not be complete without the extension of congratulations to the MONUMENTAL NEWS in its arrival—through periods of stress and strain—at its Fiftieth Anniversary.

WILLIAM BARCLAY.

* In support of my statement that this is “one of the oldest of all industries” we must remember prehistoric man with his stone implements, hammers, arrow and spear heads living in stone-hewn caves—centuries before the Metal Age. And doesn’t the Good Book tell of that basis of Law and Order—the Ten Commandments being engraved on tablets of stone—All done by men of our craft—stone-cutters. (Latter Spiritual?)



R. J. Haight on the Right, With Prominent Iowa Cemetery Man.

TRIBUTES TO R. J. HAIGHT

MONUMENTAL NEWS FOUNDER . . By Ray F. Wyrick and O. H. Sample

EDITOR'S NOTE: *Mr. Wyrick, Landscape Engineer, is well known to both Cemetery and Monumental men. His contributions to Cemetery Improvement have been many, both in his profession and through the editorial columns of the trade press of both fields. This article is reprinted from "The Modern Cemetery", now owned and edited by O. H. Sample, more than 30 years Editor of Monumental News, whose tribute to the Founder follows on the next pages.*

IN THE halls of memory, where hang the pictures of many wonderful friendships, none is brighter than the likeness of a courtly, kindly little gentleman, with a musical voice and a pointed white beard—Rufus J. Haight.

His memory is equally dear to hundreds in the cemetery profession. At Louisville, for instance, who could forget the polished and reverent manner in which he inducted a row of officials into the membership of the AACS, and his exposition there of the purpose and ideals of that national organization. Or the ovation given him at the New York convention or his introduction by President Perrott at Cincinnati as "possibly more dearly loved than any other AACS member." In these later years, it has been the hope of many who pass through Chicago to find him in his office, for a friendly chat.

The fact that Mr. Haight, even though he has never held an official position with a cemetery, could occupy such a prominent and intimate place in the great national organization of cemetery officials, is an indication of the influence he has had and the deep friendships he has made. The fact that he has been able to do this on his own merits, and the sincere friendship with which he is regarded in the whole cemetery profession, may well be an inspiration to any other man whose contact with the AACS is also of an allied rather than a direct nature.

We all admit that it is a fine and worthy thing to show sincere appreciation of our friends while they are still with us, that it is much better to give them our bouquets while they are still able to see them and to relish their fragrance, rather than to wait until it is too late. This is my humble effort to write a word of appreciation of Mr. Haight while he can still read it.

To me, and to a privileged few others, for many years, Mr. Haight has been simply "Uncle Rufus"; and sunshiny Mrs. Haight has been "Aunt Grace." I can see him yet, as the first time I met Uncle Rufus, and that must have been 25 years ago. He was then the editor and publisher of old "Park and Cemetery" now The Modern Cemetery, magazine as well as MONUMENTAL NEWS. I cannot remember now the object of my meeting him, but probably it was because in those days the magazine paid considerable attention to park plans and park improvements, and I was just then in the employment of the Park Commission at Kansas City. I may have seen him at the AACS convention in that city about that time, when the tour of inspection was made in carriages or coaches, and over some dusty drives. But one afternoon, in summer, at Chicago, I did walk into his office in one of those dingy old buildings, with dark hallways and creaking wooden floors. He sat well within the doorway, in a rather empty room, behind a table or desk, with a halo of sunlight from a window bringing out his schol-

arly head and twinkling eyes. He was in the midst of his editorial duties, going over papers with a blue pencil, and I was just a lonesome kid wanting to tell him the interest I had had in some article in "Park and Cemetery." But he dropped his work at once, and in a fatherly way made me feel at once at home; the silvery tones of his quiet voice speak to me yet.

Whatever the purpose of that first contact, which neither of us remember now, the memory of his courtesy has never dimmed, and like everybody else, every time I have seen him since I have admired him the more.

Uncle Rufus was born in New Orleans, and that accounts for his soft Southern accent, and perhaps for much of his native courtesy. When hardly out of boyhood, young Rufus and a chum traveled north on an old steamboat, seeking their fortunes. A job in which he finally landed was as a salesman at Detroit for those old galvanized, refined zinc cemetery monuments, sometimes called white-bronze. In the old graveyards of the country, thousands of these still survive. They are metal, and look like metal, but in their day when they were popular it was possible to cast them in many ornamental forms, usually obelisks, with funereal trimmings.

Chicago called to young Haight, and he became connected with the Chicago Trade Press. This marked his entrance into the publishing field. He had always had a feeling for landscaping, so naturally he became friends with President Farwell of Oakwoods Cemetery, and later O. C. Simonds of Graceland. He was a frequent visitor in Oak Woods, on the south side of Chicago. He was in attendance at the first session of the AACS at Cincinnati in 1887, and in 1889 started the magazine MONUMENTAL NEWS. Some of the original copies, with their quaint advertising, are still in his bookcases.

His first year's contracts for advertising totalled \$175, from Eastern states, so evidently he began publishing on a shoestring. He still tells with glee his first adventure in proof-reading, when he found one of his writer's saying "Do not hide your light under a bushel."

Speaking of his starting the first small "Park and Cemetery" he says, "I recognized the fact that the old-fashioned graveyard left a very great deal to be desired, and I hoped to develop in the minds of cemetery managers an appreciation of what could be accomplished by proper landscaping."

I have another memory of the Hights when they drove, years back, from Chicago to the annual convention of Iowa officials at Oskaloosa. He came then as the representative of his cemetery supplies firm, but there was absolutely nothing about the part he took in that convention which would even suggest high pressure sales or the thought of a commercial

occupation. In fact, to be perfectly frank, I have often wondered whether the competition of the business world was not extremely foreign to the natural tastes of this little Southern gentleman, that "very perfect gentle knight" as old Chaucer would have said. He sat at all the sessions, beaming on every one of the speakers with encouragement and appreciation, and taking a very modest part as speaker at the banquet. The weather may have been cloudy, but all was sunshine around this affectionate pair. I hope that that trip, behind George their colored chauffeur, was profitable to him, but there was nothing to suggest that Uncle Rufus was there merely to sell something; but rather to help us, and to further the cause of better cemeteries.

May the day be far distant when Uncle Rufus sets sail for that bright distant shore of Heaven, in which this devoted pair so fervently believe. When he does set sail, the will he leaves behind may not endow universities and hospitals and parks. Rather, he will leave us a treasure of wonderful memories, an inspiration and a sense of the worth and dignity of the cemetery profession; and his bequests, like those in the famous literary will of Charles Lounsbury, of London, can be the songs of the spring birds, the play spirit of happy childhood, the mel-

low moonbeams of the days of courtship, and the fine books and "happiness of old age."

We cannot repay the worlds of kindly things Rufus Haight has done for so many of us, and I can never repay the treasure of encouragement and optimism that he has given to me. My hope is that he will realize some of the appreciation which we all feel for him, that he may savor the beauty and the fragrance of the flowers of memory which we would like to lay in his hands.

A lifelong characteristic is his mannerism of standing with his head thrown back, with his chin thrusting out his snowy goatee. Maybe this is because he is short, and he likes to look up straight into people's eyes. Anyhow, it has always been "chin up" with him. In these latter years, when he has given up most of his activities and many troubles have had to be faced from year to year, his spirit still remains as fine and sweet as a child. Every one of his 82 years has been full of optimism.

You have given all of us many occasions for cheerfulness, Uncle Rufus, and not the least of those qualities we shall always remember you for has been your never-failing, chin-up courage.

STUMBLING OVER THE MILESTONES . . . By O. H. Sample, Thirty Years Editor Monumental News

AS THE second editor of MONUMENTAL NEWS, your present editor has asked me to reminisce on the early history of the magazine, a job which should really fall to the lot of the first editor and founder, R. J. Haight, who is I understand, prevented by illness from making his personal appearance. As a pinch-hitter for an Old Timer, I am merely a young Upstart, as I served editorially on your favorite journal only some 30 years. Lacking immediate access to old files, I can only stumble from memory over a few old milestones, and kick off some spalls at random.

An editor, I must explain, measures time not by years and months, but by the appearance of certain major cataclysms, known as editorial "features" or "campaigns", those rare occasions when editor and readers seem to function together, and really understand one another. These brief remarks are going to apply largely to three of these editorial milestones.

The first of these was known to your oldest subscribers as "The Money and Members" campaign, way back when state associations of retailers were being organized like wild-fire to battle those ancient Twin Bugaboos, the Carpet Bagger and Mail Order Catalogs. The National Retail Monument Dealers Association was struggling, with meager resources to get on its feet, and every convention orator of the time discovered a new remedy for association ills. One of the simplest, and most unpretentious of these was by the late Henry Whitaker, who took as his theme, at one of the state conventions, the thought that all the association needed was "Money and Members". MONUMENTAL NEWS, having proposed this startling thesis, felt obligated to do something about it, and an old-fashioned revival campaign through the Paper to get contributions for National organization work, was begun. Names of contributors were printed each month, and a Committee was appointed by the National Association to take charge of the money, and plan its expenditure. The fund finally amounted to enough to pay the expenses of a local organizer in most of the states or groups of states, and gave the National a real impetus in growth toward its most prosperous period.

The next milestone that comes to mind occurred during the post-war depression period, when the MONUMENTAL NEWS

staff in an unguarded moment, decided—alas prematurely—that the depression was just about over and that the editorial department had better get busy and do something to "uplift" the trade. The editor took a few turns about Capitol Square in Madison, and being out of breath and out of ideas, proposed the first National Design Contest. The cost was about a thousand dollars, and the result—the Depression still went on. It was a proud moment when the walls of the MONUMENTAL NEWS office were completely papered with about 150 assorted drawings, and the distinguished Jury of Award—judges to us—Lorado Taft, noted sculptor, Edward Law, Architect, and Prof. William H. Varnum of the University of Wisconsin Art School, assembled to do the judging. To their credit, be it said, they did not walk out on the collection, but painstakingly and generously appraised the drawings, and awarded the prizes. The art schools, art societies, National sculptural and architectural organizations, had all been notified of the contest, and responded so freely that very few of the contestants were from the ranks of monument designers. If memory serves correctly, only one of the five prize winners was a monument designer. While over-decorated and bizarre architectural types made the majority of the drawings impractical for actual use, the germs of two ideas were born, which later proved to be worth-while. One of the prize designs was executed in what we called "outline sculpture", for want of a better name. We arranged for the development of a few more designs in this technique, that resulted in some interesting examples of what was later called "flat Carving", an ideal type for the sand process.

The impetus for another editorial spree, also came to us through this contest—the promotion of the Monolith as a standard monumental type. It was slow work at first, as Old Man Base was deeply entrenched, and it was some years before the adventurous wholesalers who carried monolith designs, ceased to hear how: "We can't sell monoliths to our trade". Articles, arguments, designs, editorials on "Why is a Base", were our regular editorial fodder for several years. With the able assistance of a series of articles from young Ernest Leland, then beginning to feel the growing pains of his successful literary career, the type was established on a commercial scale.

REPRINTED FROM EARLY PAGES OF . . .

MONUMENTAL NEWS AND GRANITE, MARBLE & BRONZE

An 1889 "Carrie Nation"

A Kansas woman placed over her husband's grave a memorial of the illness which caused his death. At the base of a simple granite shaft is a mass of coiling, writhing snakes. Above is cut her husband's name and the simple sentence—"Died of delirium tremens."



"Good Advice" From the Editor

My success is owing to my liberality in advertising.—BANNER. Frequent and constant advertising brought me all I own.—A. T. STEWART. Success depends upon a liberal patronage of printing offices.—ASTOR. How can the world know a man has a good thing unless he advertises the possession of it?—VANDERBILT. My son, deal only with men who advertise. You will never lose by it.—FRANKLIN.



Trade Press Competition in the "90's"

A report is being circulated to the effect that THE MONUMENTAL NEWS is published by a monument concern in Chicago, who are running a well-known trade paper. The report does this paper an injustice as it is an independent journal, neither published by nor in connection with any other paper in the trade, nor is it run as a side issue to a monumental or any other business. It is published as a purely legitimate journalistic enterprise and on these grounds bases its claims to the support of the monumental trade.

EDITOR'S NOTE: Actually Mr. Hunt's paper G. M. & B. had the Credit Book as a sideline and Mr. Nicholl's "Reporter" accepted monuments for advertising and had a very healthy wholesale business.



An Old Old Story

A prominent western family who had given out that sixty thousand dollars would be expended in a family monument, finally decided upon a design costing about ten per cent of that amount. Fifteen hundred dollars is said to have been expended by the competitors in preparing drawings.



Granite Quarries, Etc., in 1889

The extensive marble quarries at West Rutland, Vt., owned by Gilson & Woodfin, with their interests in branch establishments in a number of Western cities, has been bought by the Vermont Marble Company, for the sum of \$200,000.



The people of Barre have just completed a railroad to the quarries, which are situated a few miles from the village. This much needed improvement will greatly facilitate business at this important point. Twenty-five quarries will be accommodated by it. Another road is nearly completed that will give Barre a new and direct line to Boston, and to Montreal and the west.



A stock company is being formed at Montpelier, Vt., with a capital of \$75,000, who propose operating the extensive quar-

ries at Barre, formerly worked by Wetmore & Morse. The property comprises twenty-six acres in the heart of the granite region and an extensive plant in the village of Barre. The sheds and shops will be moved to Montpelier, where it is expected between one hundred and two hundred men will be given employment. Mr. Wetmore will be interested in the new company.



Even in 1889 Editorial

Increasing competition has naturally augmented the number of agents in the monumental business until in the larger cities at least, they have come to be looked upon as a detriment to the trade, their numbers are illy proportioned to the aggregate of business to be obtained, which has of necessity resulted in the keenest kind of competition in which not infrequently, questionable means are resorted to. This condition of affairs reflects not only on the morals of those in the trade but must result disastrously in a financial way. Much of the trouble no doubt arises from men employed on commission who have no practical knowledge of the business and whose only qualifications are glibness of tongue and an over abundance of assurance.



McDonnell & Sons, quarry owners, Quincy, Mass.: "The News is the best trade paper ever issued in the monumental line, and we wish it success."



The Birth of St. Cloud

St. Cloud, Minn., lays claim to the title "Granite City of the Northwest," it lies in the center of a vast field of granite ten miles square. An excellent quality of granite is being quarried which is mostly used for building and paving purposes.



Redfield Proctor the marble prince of Vermont and Ex-Governor of the state has been elected president of the Vermont Marble Co., they have a capital of several million dollars and control one of, if not the largest marble interests in the world.



The Smith Granite Co., Westerly, R. I., is erecting two massive mausoleums in San Francisco, one for the estate of the late Charles Lux and the other for the bonanza king Ex-Senator James G. Fair. Both are said to be very elaborate structures.



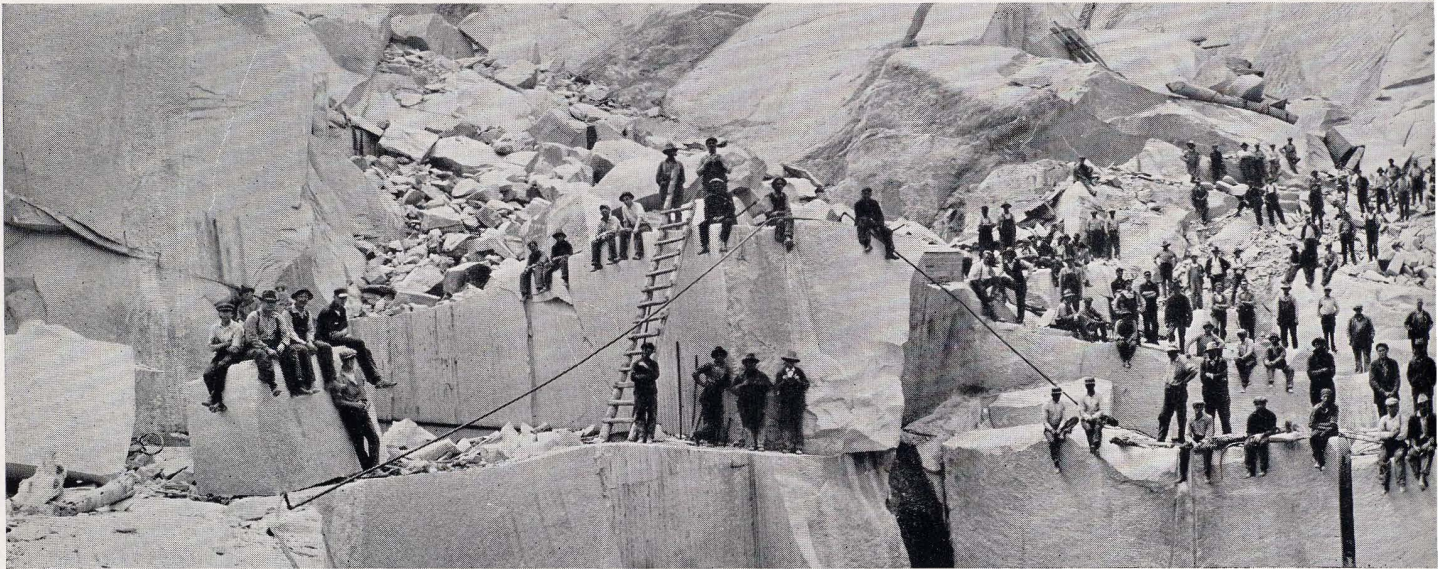
A Westerly granite monument recently erected by Joseph Carabelli, Cleveland, O., is said to be the most noteworthy monument of a private nature ever erected in that city.



R. C. Bowers, president of the R. C. Bowers Granite Co., Montpelier, Vt., was in Chicago last month and favored us with a visit. The firm do an extensive business in American and Scottish granites.

(Continued on page 556)

CONGRATULAT



PIRIE'S SELECT BARRE GRANITE QUARRY AT THE TURN O



JAMES G. PIRIE



J. K. PIRIE



FRED F. PIRIE

A PIONEER IN THE BARRE GRANITE BUSINESS AND HIS SUCCESSORS

The Pirie Granite Quarries were founded in 1882 by J. K. Pirie and another pioneering partner. Since then, the business has always been conducted by members of the Pirie family with James G. Pirie and Fred F. Pirie as manager and superintendent.

PIRIE'S SELECT

ONS

to a Pioneer Magazine

IN THE GRANITE INDUSTRY

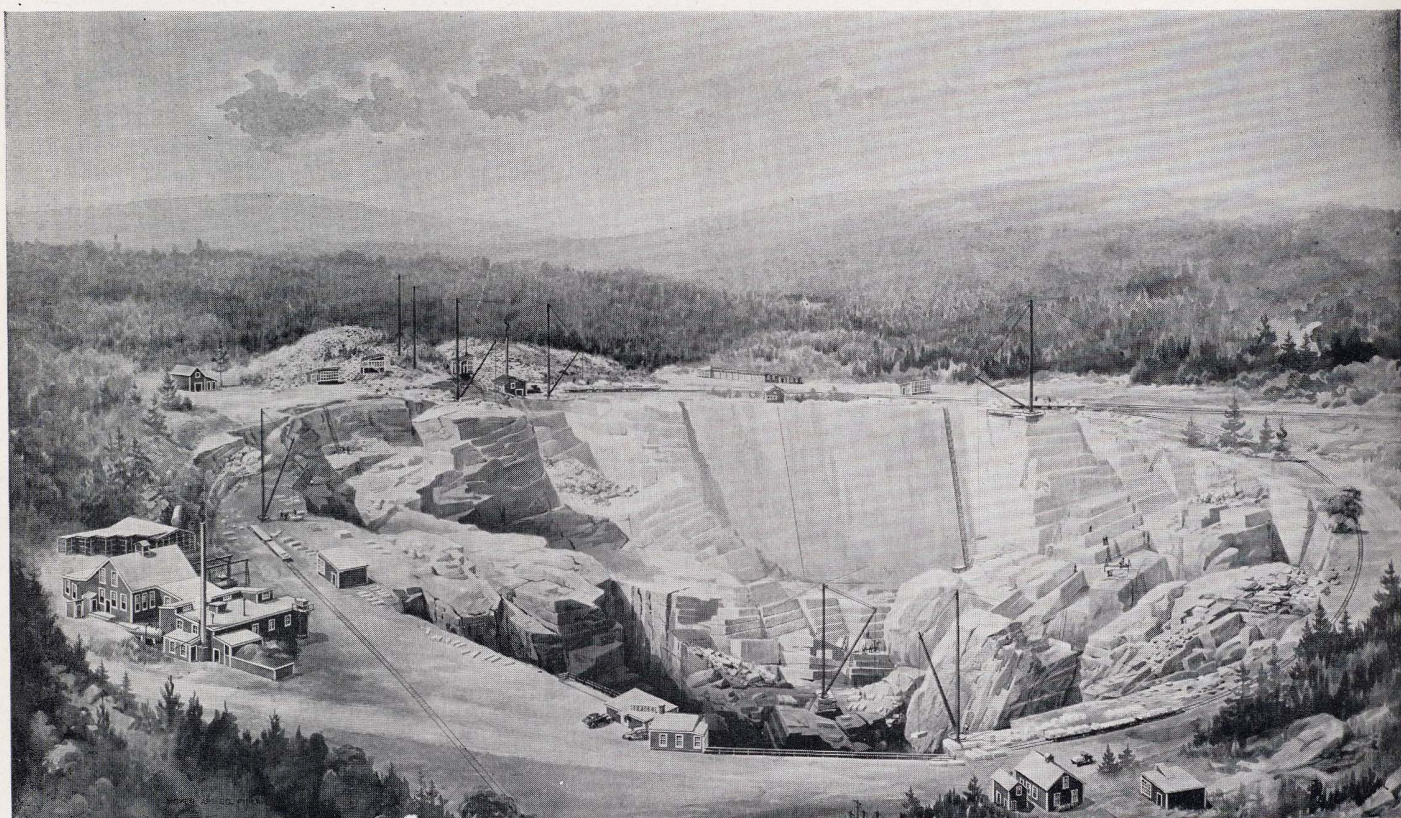
from a Pioneer Quarry



Long and faithful service deserves recognition. Pirie's Select Barre Granite has been quarried since 1882, and as a pioneer in the granite industry the officials of this organization are pleased to extend congratulations to a pioneer magazine in appreciation of the service Monumental News has rendered to the granite industry for half a century.

J. K. PIRIE ESTATE, Barre, Vermont

THE CENTURY



PIRIE'S SELECT BARRE GRANITE QUARRY TODAY

BARRE GRANITE

REPRINTS FROM MONUMENTAL NEWS AND GRANITE, MARBLE & BRONZE

(Continued from page 553)

A Plea For Epitaphs in 1889

Of all the wise sayings that emanated from Josh Billings' fertile brain none are to be found on his monument, it bears simply his name and nothing more.



"Jo-Jo" at \$95.00

The R. C. Bowers Granite Company was incorporated January 4th, 1888, succeeding to the business of R. C. Bowers & Co. The new firm is composed of the following: President, R. C. Bowers; vice president, Fred E. Smith; treasurer, F. L. Eaton; secretary, H. A. Bowers. Mr. Smith is president of the Vermont Mutual Insurance Company and is also largely interested in several other business enterprises. Mr. Eaton is cashier of the First National Bank of Montpelier. This is their first experience in the granite business.

The Bowers brothers have been in the wholesale granite business for the past seven years, and are acquainted personally with a large number of the dealers all over the United States and Canada. This business was a success from the start. Their sales were double their expectations for the year 1888, and the first three months of this year was four times as large as in the same period of last year, which is a heavy increase and one they may well feel proud of. They handle all the American and Scotch granites, sawed Italian, finished Italian monuments, statues, etc.

The name "Jo-Jo" is familiarly known as a cottage 16-inch Die monument which they put on the market last October for 30 days at \$95. This had the desired effect, there being 162 ordered, which we believe is the largest number of any one monument ever sold in 30 days of the same value. This was a big advertisement for them and made their name and business familiar to all dealers.



Mrs. Cornelius Vanderbilt has sent her check for \$1,000 to the mayor of Charleston, S. C. The money is to be used in carving for the grave of Gen. Francis Marion of revolutionary fame.



Twenty yoke of oxen were required to draw the granite of Miles Standish to the top of the hill at Duxbury, Mass. The monument, which has been under construction for a number of years, will be dedicated July 4.



Barre, Vermont, Summer of 1889

Trade is good. Several new firms have started in business and a number of new sheds are in course of erection.—The works of the Wetmore & Morse Granite Company are to be removed to Montpelier about September 1st.—The entire length of the new sheds of E. L. Smith & Co., is 500 feet.



Mr. D. McG. Newall, manager of the Dalbeattie Granite Works, Westerly, R. I., favored the MONUMENTAL NEWS with a call last month. In connection with his Westerly work Mr. Newall imports a large amount of scotch granite from his father's quarries, at Dalbeattie, Scotland, which are the most extensive in that country.

The First Pneumatic Tool in 1896

A pneumatic tool for cutting granite has been introduced into a Westerly, R. I., establishment, with the most satisfactory results. The following description of it is from the Providence Journal:

"Located in the engine house, a short distance from the carving building, is an engine of 12x10 in. In the rear of the steam cylinder is an air cylinder of the same size, which produces the compression. Steam is furnished the engine at 75 lbs. and the air cylinder discharges into a receiver where a pressure of from 40 to 50 lbs. is maintained. From this receiver a pipe conducts the air thus compressed to the carving building. Here a main pipe is run overhead from which are branched a number of flexible tubes which are in turn attached to the 'pneumatic tube'. The tool consists of a cylinder in which is a piston with a transverse annular valve. The latter controls the several parts of the piston. The compressed air is admitted alternately above and below the piston. Between the piston and a surrounding metallic cylinder is a body of air in which the piston floats, thus reducing the friction to almost nothing, rendering the process of oiling unnecessary. The piston is not attached to the spindle or stem, but strikes it outward, the return stroke being made by means of a powerful spring. The stroke is very short, but its rapidity is truly wonderful. It has been estimated that these machines run as high as 15,000 strokes per minute. The outer end of the spindle or stem is designed to hold or carry chisels and cutting tools of various kinds and sizes, suitable to the given class of work. The workman with the right hand holds the engine part, while with the left he guides the chisel, and he is able to wring and twist the machine in all manner of positions to suit his work. When he desires to stop his machine he turns a slip collar, which closes the exhaust port, which is at the upper end of the cylinder. With one of the larger machines, with any chisel attached, a workman is able to cut a swath half an inch in depth with almost incredible rapidity; in fact a wood worker on hard wood and using a sharp chisel, could not produce a like smooth groove much quicker. When the machines were first put in operation the men were inclined to regard them with disgust, with the idea that they were disastrous to labor but during the short trial the idea has been dispelled, and the men have learned to regard them in their true economic light."



Barre Association Formed in 1891

A Granite Manufacturer's Association has been formed in Barre, the members thereof banding together for mutual protection against swindlers, and for any emergencies that may arise. Some of the dealers here have been "caught napping" by dishonest parties, and have taken their pay for cutting monuments in promises. The newly-formed Association proposes to put an end to that sort of business. Stone-men all over New England are to be regularly furnished with a "black-list" of the names of dishonest dealers who refuse to pay their just debts; and the parties thus made history of will be compelled to either pay up or go out of the business and make way for more honest men. The officers of the Association are: President, Alex. Gordon of Marr & Gordon; Vice-President, M. K. Bush, of the Vermont Granite Company; Secretary, William Barclay, of Littlejohn & Barclay; Treasurer, T. Williams, of the National Granite Company. Board of Managers: Sidney O. Wells, John McDonald, James Ingram, J. Sullivan and E. L. Smith.

This is the epitaph of an English woman who was an accomplished cook:

*"Underneath this crust
Lies the moldering dust
Of Eleanor Batchellor Shoven;
Well versed in the arts
Of pies, custards, and tarts,
And the lucrative trade of the oven."*



Georgia vs. Vermont in 1889

Henry W. Grady, the silver-tongued orator of the South, delivered a speech before the Memphis Board of Trade on "What the South Needs," from which the following is an extract: "We must try to build up our cities by manufacturing enterprises. We had a funeral in Pickens county, our state, one day, which started us. We had to dig through three feet of marble to make the grave, and yet the marble slab that formed the headstone was made in Vermont;—in fact, we discovered that Georgia furnished nothing for that funeral but a hole in the ground and the corpse."



Exaggeration of a Barnum

A local New York concern advertise that they have one million dollars worth of monuments for sale. As the stock is not visible to the naked eye, local dealers suspect that this gigantic concern has a corner on the product of the New England quarries.



The Granite Railway Co., Quincy, Mass., is getting out a large sarcophagus for the grave of the late Ex-President Arthur.

Kitty Kitty

A Virginia dealer who received the first copy of the MONUMENTAL NEWS in March, writes: "I am delighted with this rich issue of your paper, everything has a new and artistic appearance. Hope you will keep out of the twenty-year-ago style of the -----."



Even in the Nineties

A deceased citizen of Los Angeles, Cal., willed that a \$25,000 monument be erected over his grave and stipulated that the money should be expended on local talent and material. Considerable interest was manifested in the competition by dealers and architects on the Pacific coast, no less than forty-two designs were submitted including several models. The collection must have bewildered the administrators who after considering them decided to erect a mortuary chapel which has been designed by a local architect.



F. E. Triebel, of Triebel & Sons, Peoria, Ill., whose studio is in Florence, Italy, is engaged upon a marble sarcophagus for an Episcopal cathedral in New York, in memory of the late Bishop Whitehouse. A bust of Gen. Logan by the same artist is on exhibition at the Art Institute, Chicago.



A. D. Morse, Barre, Vt., has a contract with the city of New York to furnish over a million dollars' worth of paving blocks.



Like Monumental Palsy?

A New York gravedigger says that persons of his calling are subject to what is called "corpse quake." It attacks a digger when he is about the cemetery, the victim shaking as though suffering from a chill. Sometimes it cannot be overcome; in one case a digger died from its effects.—EXCHANGE.



WISCONSIN DEALERS' ASSOCIATION MEETING IN 1904

Among those present in this picture to the best of our ability to ascertain are: The late Fred Schlimgen (4th man from left), Karl Manthey at his left, the Collins sisters sitting in front, the late Mr. Fred Schlimgen, extreme right, lower row. In top row are seen the late Charles Richter of Montello, 2nd from left; Henry Haertel, 5th from left; the late Levi Cross of Cross Brothers, 8th from left; the late "Pop" Irvine of the old "American Stone Trade", 9th from left. In the next to top row at extreme left, Louis Schmidt; 5th from left, Austin George; the late John Batchelder, 8th from left; Mr. R. J. Haight, founder Monumental News, 11th from left. The late Mrs. Fred Devoe is the lady in the center of the photograph. Next to her at her left is the late John Schaefer.

A Georgia Marble Co. Press Agent in 1889

A New York newspaper man, in looking over the great marble deposits of Georgia, says he saw a pig reveling a greater luxury than the horse of Caligula ever enjoyed. The Roman horse ate his oats from a marble manger, but the Pickens county porker stood on a marble floor and drank his swill from a marble trough. This bit of pleasantry is woven into an interesting description of Georgia's extensive marble quarries, and the story of their development. Eight years ago Frank Siddals, the Philadelphia soap-man, and H. C. Clements, a well-to-do merchant, were traveling together, when one of them picked up a copy of a paper which was laying on a car seat and, noticing that the word marble was repeated several times, they read the article, which referred to a great vein of marble in Pickens county, Georgia. The travelers decided to investigate, which they did, taking with them the writer of the article which had attracted their attention. The out-cropping of marble was found on a farm owned by the sons of the discoverer of the vein, who prior to his death had frequently told his sons never to sell the land, as it would prove more valuable than a gold mine. Experts were employed, who traced the vein over two miles, with an average width of 2,000 feet. Its depth has never been ascertained, but solid marble has been found for a depth of 135 feet. This led to the organization of a company with a capital of \$1,500,000, and they have already expended over \$600,000 in developing the quarries. True to their father's injunction, the Tate brothers refused to sell their land, but made long leases of it, which is now bringing them in royalties exceeding \$1,000 a month, and will constantly increase as the demand for Georgia marble is constantly on the increase.



The Old "Machine Age" Worry in 1898

An article which appeared in these columns recently, referring to stone working machinery, seemed to have caused a feeling of disquietude in certain circles where there evidently exists a mortal fear of anything that savors of the introduction of labor-saving appliances. It is only a repetition, however, of the feeling that has been experienced in all trades prior to the use of machinery, but when we consider how fully machinery has demonstrated itself to be the handmaid of labor, it is not a little surprising, at this late day, to see such a spirit of uneasiness evinced by those who should welcome the fruits of the genius of the 19th century, instead of decrying that which is destined to raise the standard of labor rather than to effect it in the manner so commonly but erroneously ascribed.



A Rutland marble marker, of unique design, marks the resting place of a traveling man, in the Burlington, Iowa cemetery. It is a facsimile of the grip he carried and is inscribed "My trip is ended, send my samples home." There are two plain bases, on one of which is the balance of the inscription.



The First "Mud House" in 1899

The New York company who are actively engaged in advancing the claims of dessications as a means of disposing of the dead, takes its name "The New Mausoleum", from the resemblance of the structures they produce, from which the term mausoleum was derived, because like it, the new structures are to be the best of their kind, modernized mausoleums, constructed on scientific principles. Plans have been prepared for a mausoleum for New York City, with a frontage of 350 feet,

and an average depth of 100 feet, five stories in height, affording room for forty thousand caskets, with a number of separate or family compartments. These sepulchres or casket spaces, as well as the greater portion of the mausoleum are to be of concrete, built up, as nearly as possible, without seams or joints to prevent the escape of liquids or gases or the admission of moisture from without. For purposes of ornamentation the exterior walls will be faced with granite or other stone, and the corridors floored and ceiled with marble, every precaution being taken to insure the building being fire-proof, while the well-known enduring qualities of concrete insures the permanency of these monolithic structures. A simple method is designed to arrest the decomposition of the bodies. Each sepulcher is provided with an inlet and outlet for the passage of air; conduits built into the concrete walls lead to a furnace in the cellar which forces a current of dry air through the casket spaces; another current therefrom is conducted to the furnace, where it is purified before being discharged into the atmosphere, leaving behind the dessicated solid matter of the body in its natural form, relieved merely of the moisture of water, which is said to cause decomposition.



Forsees the Future No-Monument Cemetery in 1891

An Ohio editor, evidently a crank on cremation, says: "In time our cemeteries will be turned into parks and zoological gardens, as places of resort."



Trow & Holden employees at a "sugaring off" party in 1890.

An 1889 Freezing System

One more scheme has been added to the long list already suggested for disposing of the dead, and like its predecessors, the originator claims great superiority over present methods. The plan, which is credited to a Denver man, is to immerse the dead body in water, freeze it into a block of ice by chemical action, transport it to the north and deposit it by one of the Arctic seas where he proposes establishing an international cemetery. Here future generations may visit, and gaze upon those who have gone before, who in their frozen condition will look as natural as life. The projector states that an English syndicate are considering the matter with a view of establishing an international cemetery on the shores of Baffin's Bay. This plan so effectually dispenses with the time-honored custom of "seeing that our graves are kept green," that we are constrained to believe it will be a cold day when it is adopted.

"The Carpet-Baggers of 1897" as Read in "Granite"

We are constantly in receipt of letters from retail dealers complaining of the practice of the agents, who are selling monumental work at prices which are as low as he, the retail dealer, carrying a stock, can secure.

By the agent we refer to those who do not carry a stock of monumental work, and whose only office is in their hat. We quote from a letter recently received from a Shelbyville, Ill., retail dealer, who is quoted as carrying a stock worth \$2,000: "There is a certain party here, who does not carry a dollar's worth of stock, who quotes prices so low that there is nothing in it for me. I want the trade to know that he can secure prices as low as myself without references or any basis for credit. I have come to the conclusion to sell off my stock as soon as possible and conduct a business on the same principal as the above party." It is certainly poor business judgment, to say the least, in giving credit without security, and we cannot believe that this is done, probably the bill is usually secured by the wholesale dealer by the purchaser making over the contract. Let the manufacturer keep his skirts clear of this kind of business if it is the desire to sell the retail dealer. For aside from the possibility of making a bad bill sometime in the future there is a certainty of losing not only the respect but also the business of the retail dealer.



McCanless Buys Control of Georgia Marble Finishing Works

(From GRANITE 1905)

The largest and most important deal ever made in Canton, Ga., property was consummated recently in the transfer of the Georgia Marble Finishing Works by Captain and Mrs. T. M. Brady to Colonel R. T. Jones and E. A. McCanless, one-third interest being retained by Captain and Mrs. Brady. The amount involved in the deal was about \$50,000.

A charter has been applied for and the new company formally organized by the election of Colonel R. T. Jones, president and treasurer; Captain T. M. Brady, vice-president; and E. A. McCanless, secretary and general manager. The business will be continued along its former lines, which has grown to be one of the largest and most successful plants along the Louisville and Nashville railroad. No material changes will be made at present, but additions will be made from time to time. Colonel Jones is president of the Bank of Canton and of the Canton Cotton Mills, and is also the largest merchant in this section. Mr. McCanless has been with the Georgia Marble and Finishing Works many years and is also connected with the McCanless-Jones Marble Company at this place.

Owing to ill-health, Captain Brady is forced to give up active control of the business and will rest awhile.

Another marble deal of great magnitude is the transfer of the interest of the present lessors of the Georgia Marble Company at Tate, to Colonel Sam Tate, of Tate, and his associates, who will take charge of the quarries and the works about the first of next month. These are what is known as the Tate quarries along Long Swamp valley in Pickens county that have supplied the famous Georgia marbles for years past and has every prospect for meeting the demand for years to come.

Captain Brady came from Boston, and in 1891, established the Georgia Marble Finishing Works at this place, which has had an unusually prosperous career and steadily grown in volume of business and size of plant. Captain Brady is one of the best and most practical marble men in this section, an artist of few equals as the Lion of Atlanta, in the confederate section of Oakland cemetery in Atlanta, will testify, being one of the



THE PIRIE QUARRY OF BARRE IN 1883

With only ox-team tractive power, size of stones hauled was limited to animal power and human ingenuity.

earliest of his own productions from his work at Canton. He is progressive and conservative. He is now president of the Georgia Marble Dealers' Association, and has served the people of Canton as mayor.



Getting a Tombstone Cheap

(From GRANITE 1896)

The economy which is too strong to be disturbed by grief or bereavement is so akin to avarice that no one feels any self-reproach for holding it up to ridicule although the circumstance may have to do with the saddest of events. There was once an eccentric old lady who lived in one of the seaport towns of New England, and who was renowned alike for her oddities and for what her neighbors called her "neatness". She was a widow, and had inherited not a little property from her husband, which she carefully handled, and which increased in her care. It was made a matter of reproach that she did not erect a tombstone to her husband, but she always said that she could not afford such an expense.

In the course of time, however, the widow made up her mind to have a tablet, and accordingly went to Boston to select it. She visited one marble yard after another, but for a long time could find nothing cheap enough to suit her. At last she came upon a large handsome slab which was set aside to be cut down.

"You see it was spoiled," the stonecutter explained. "We began it for a man named Mark, but his wife changed her mind by the time we got so much of the name on, and there is the whole slab spoiled."

"I'll take it off your hands," the widow said promptly, "if you'll let me have it reasonably."

"Oh, I'll let you have it very cheap, to save the bother of having it cut over. But what can you do with it?"

"I'll use it," she answered, and at once proceeded to go into the discussion of the price.

When she had at last beaten the stonecutter down to an absurdly low figure, the widow bought the slab.

"There," she said, "now what I want you to do is to put 'the perfect man' after that word in the same sort of letters, and then the name and the date can go just there."

She indicated to the astonished stonecutter with her long finger the disposition of the inscription, and thus it came about that in a certain well-known cemetery of her native city her husband sleeps under a marble whereupon the world is admonished to "Mark the perfect man!"—YOUTH'S COMPANION.

How Different in 1894

The price of Barre stock was raised about thirty-three and one-third per cent during the past month.



Public Monuments and Millionaires

In his will, the late Chicago millionaire, John Crear, bequeathes \$100,000 for a monument to Abraham Lincoln to be erected in Chicago. The will distributes over three million dollars to friends and public charities and provides for a plain granite head-stone at the grave of the deceased after his body has been interred in Greenwood cemetery, Brooklyn, N. Y. The cemetery is also bequeathed \$1,000 for the perpetual care of the lot.

In West View cemetery, Atlanta, Ga., stands the recently completed confederate soldiers' monument. An oolitic stone pedestal twelve feet in height is surmounted by an Italian marble figure of a confederate soldier, 8 feet 9 inches in height, from whose mouth a rebel yell would come at the order to "charge," says an Atlanta paper in its description of the monument.



Rules Governing Apprentices at Barre, Vt., in 1890

"Rules regulating the employment of apprentices stone cutters in Barre, Vt., adopted by the manufacturers' association:

Article I. Two years shall be the term of an apprenticeship in Barre.

Article II. All lost time of an apprentice shall be made up at the end of each year before starting off on the next year, at the same rate of pay per day that he was getting during the year in which the time was lost; but he shall not be required to make up any time that he may lose by reason of his shop being shut down.

Article III. The apprentice shall be paid for every day that he works during each year of his apprenticeship.

Article IV. The pay of the apprentice shall be as follows: 75 cents per day the first year; \$1.25 per day the second year; and \$1.75 per day for the third year.

Article V. Should an apprentice become dissatisfied, and make complaint that he is not fairly treated; or shall the employer become satisfied that he cannot make a stone-cutter of the apprentice; then the case shall go to a standing committee of three employers and three stone cutters, and shall by them be thoroughly investigated; and if it is proven that either party has not lived up to this agreement, then the engagement shall be considered broken and the apprentice be at liberty to leave, or the employer at liberty to discharge the apprentice; but in no case shall said apprentice be hired by any other firm until fully acquitted by the committee; and no other firm shall be allowed to pay said apprentice more wages than he is entitled to for the time he may have worked as an apprentice.



A St. Louis dealer says: "Widows are the quickest to order, the most emotional in the selection of inscriptions, the soonest to forget and the slowest to pay."



Nebraska Association Formed in 1899

Nebraska monument dealers have formed an Association. The initial meeting was attended by about half the dealers in the State. An organization was formed and the foundation laid for good work if the intentions of the founders are properly carried out. All classes of trade have their organizations nowadays and the benefits to be derived from them are too well proven to necessitate a reiteration of all that has been said in their favor; yet it is a surprising fact that less than a half dozen associations of the kind exist in the monument trade in this country, and it is regretted that in some of them the members do not manifest the interest they did at the start, thereby re-

tarding the good work that might be accomplished by harmonious action, as well as discouraging similar movements in other localities. New organizations are not like new brooms, and should not be expected to make a clean sweep of all the objectionable elements of the trade until ripened by years of experience. It is generally admitted that many evils exist in the trade that should be repressed, one of the most conspicuous being that of unbusiness-like competition which prevails to an alarming extent and it is safe to predict can never be remedied without District, State and National organizations, officered by capable and efficient men, who have the best interests of the Society at heart. There is much work of a reformatory nature to be performed and it demands the united effort of the best men in the trade to accomplish the desired results. Other trades are benefited by such associations, and there is no plausible reason why the monument trade should be an exception."



The Beginning of the A. G. A. Reports—1896

In our Barre correspondence some months ago mention was made of an association that had been organized among the manufacturers for the purpose of protecting themselves against losses from irresponsible dealers throughout the country. Similar associations have been formed at Quincy and Boston and we are now reliably informed that it is the intention of the three associations to cooperate and furnish each other with such information as they may possess relative to the standing of delinquent dealers in the retail trade. As has been published, it is the avowed purpose of the manufacturers to prepare a list of such firms as may have a reputation for not paying their just debts or for other and equally serious reasons. The penalty imposed on those whose names may appear on the list, it sufficiently severe to render the situation an unenviable one, and is believed to be the only means of abolishing the excessive losses, wholesale price-cutting and general demoralization of the business. This, with the practical abandonment of the agency system, so ably discussed in these columns last month, may solve the vexed question of maintaining prices. It should be stated in behalf of the association that their rules provide that no member shall offer the name of any dealer for enrollment on the "list" without just cause, which shall be made known at the time. Thus, it will be seen that any dealer who is now a delinquent, will be given ample opportunity of liquidating his accounts. There is no desire on the part of the association to manipulate prices, as has been charged or to do any one an injustice, but merely to protect the interests of its members. The outcome cannot be otherwise than beneficial to the trade at large and already has the endorsement of a great many retail dealers.



1889 Plastics?

Wisconsin has a quarry in which the stone is so soft that a stick may be forced into it, but upon exposure to the atmosphere it becomes exceedingly hard. The stone has been used for monument bases.



Thos. Phillips & Son, New Haven, Conn., are carving a monument out of a huge block of Quincy granite, weighing 19 tons. It will represent a rustic rock with a fissure in which will rest a large anchor chiseled from the stone itself. On the stock of the anchor will be the family name and at one side a highly polished shield with the inscription.

Installment Buying in 1889

Competition has become so brisk in some cities that monuments are sold on the installment plan, the dealer retaining the legal title to the monument or headstone until the last payment is made.



First Notice of Elberton, Ga., in 1901

Georgia granite bids fair to make such a name and fame as is now enjoyed by the marbles of the State. The native stone is already being largely used for building purposes in the cities. A correspondent, writing from Elberton a few days ago, says:

"The granite industry in Elbert County is growing into huge proportions. The foundations of the city of Elberton and for miles around seems to be granite, and of the very finest grade. The Coggins Granite Company, incorporated, with Dr. N. G. Long as the principal stockholder and general manager, does the largest business. They are operating four separate quarries and work 175 hands. Their quarries are directly on the Seaboard Railroad and afford excellent shipping facilities. This company ships from seventy-five to one hundred cars of granite each month to all parts of the United States. In fact, they have gone right into Richmond, the home of the finest granite of the world. The granite quarried here is of either a dark or light blue, and is surpassed by none anywhere. It is used in Washington and other large cities, and is shipped largely to Pittsburgh, Pa. It is shipped regularly to Charleston, Savannah, Augusta and Atlanta. The company received an order for 200 cars to be shipped to Atlanta. The business has increased 300 per cent within twelve months, and they have never traveled a man. Dr. Long has received many flattering offers for his interest, but has declined them all.

"Through Dr. Long, the Coggins Granite Company will make bids on Atlanta's new library, the federal prison and the jail. In an interview Dr. Long states that he fears no competition, but does not care to bid where cheap granite is wanted, as his company handles nothing but the very finest grades of granite. At present the company is putting in a large contract for the Seaboard at Columbia. They are prepared to furnish the material to do all kinds of work. One day just before Christmas, a car each was shipped to New Orleans, Louisville, Norfolk, Portsmouth and Washington. Each year new improvements are made and the business increased. The supply being inexhaustible, the work bids fair to rival the quarries of the world."

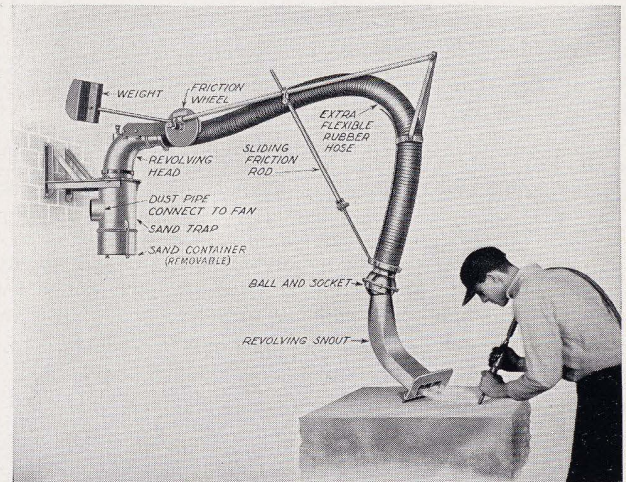


Marble and Granite Dealers of the Nation, Attention!

Take notice that the annual meeting of the National Marble and Granite Dealers' Association will be held at Kirkwood House, Des Moines, Iowa, February 13, 1901, at 10 A. M., and you are urged to be there, not so much for the good of the cause as for your own good, because what is good for the trade in general, is certainly good for the individual dealer. And if there were no pecuniary results to be obtained from an attendance on these meetings, still from a coming together and exchange of ideas and thought a man is lifted out of a rut and his mental faculties are enlarged and he is thereby enabled to more readily cope with the complex circumstances in which he is frequently placed in this complicated and oft times confiscated business. You notice I say "if." But there are "pecuniary" profits which are results of the National Association meetings and the writer has saved a good many dollars to his company in the last three months, because of the last meeting, and the end is not yet. All this will be explained at the next Association meeting, which will be composed of legitimate dealers only,

PROTECT YOUR CUTTERS

—Get Rid of the Dust



The Ruemelin Banker Dust Collector quickly removes the dust and chips created by pneumatic tools. Extreme flexibility permits instant adjustment to any working position. More than 1000 installations in service, including 400 in Barre district.

Write for prices

RUEMELIN MANUFACTURING CO.

3840 N. PALMER ST., MILWAUKEE, WIS.

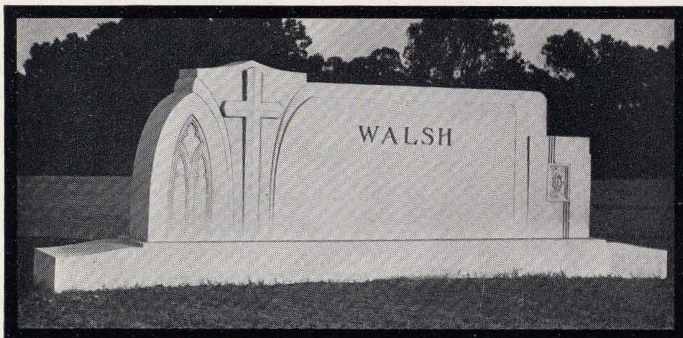


**Every architect "on the top"
Uses Only SGA'S Everlasting
Granite for Monumental and
Building Purposes**

**SVENSKA GRANITINDUSTRI
AKTIEBOLAGET**

Founded 1896

KARLSHAMN, SWEDEN



The Walsh Memorial was furnished C. Lenwood Moore of Dallas, Texas from one of Mr. Moore's copyrighted designs. The die is 9'2 x 1'2 x 3'3 and the base 12'6" x 1'8" x 1'0"

"GRANITE IS OF PERFECT EVEN TEXTURE AND THE WORKMANSHIP IS EXCELLENT" writes C. Lenwood Moore in this letter:

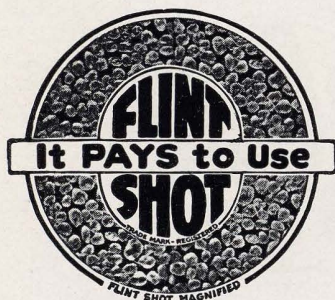
"The Walsh memorial has been erected in the Calvary Hill cemetery and it is entirely satisfactory. The granite is of perfect even texture and the workmanship is excellent. Our specifications for select granite and the finest of workmanship were fulfilled in every detail, and we are grateful to you for the completion of this work in such satisfactory manner."

Mr. Moore's unsolicited testimonial is characteristic of the comments we are receiving from our clients about our beautiful "WEIBLEN GRAY" Granite and our superior craftsmanship. For Quality, Durability, and Beauty you can make no better choice than "WEIBLEN GRAY", sold in saw blocks, slabs, or finished memorials.

Send us your sketches for estimates.

ELBERTON CITY QUARRIES

Quarriers and Manufacturers of "Weiblen Gray" Granite
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**FLINT
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**MONUMENTAL
SANDBLASTING
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Ottawa, Illinois

and those desiring admission, must be prepared to prove their identity to the committee on credentials. A dollar saved is equivalent to two dollars earned, and we can show you where you may save many dollars.

But the saving of the small expense attached to attendance on these meetings is like "saving at the spigot and wasting at the bung-hole."

The basis of admission to the meetings is that of owning a shop and being a practical workman, or keeping in your employ at least one general workman.

You cannot afford to miss any of the sessions, so be in early and stay till the close.

Remember the time and place, Kirkwood House, Des Moines, Iowa, February 13, 1901, at 10 A. M.—J. M. GRAHAM, President.



"Granite" Boosts Its Credit Book in 1897

We are in receipt of Vol. I, No. 1, of the Manufacturer's Bulletin, which it is proposed to publish monthly by Thos. H. Cave, Jr., Secretary of the Barre Granite Manufacturers' Association. It has certainly started at a lively pace, and we trust that it will be kept up, and, of course, be improved upon. We certainly take exceptions to the following:

"There are 162 members in the Granite Manufacturers' Association of Barre, Vt."—REPORTER.

"No wonder there are failures in Barre, and no wonder dealers don't pay their bills when they can go from one to another of 162 firms and get credit, doing all, and paying none."

It is hardly possible that the editor means exactly what he says, and we take it that it is his way of impressing upon the manufacturer's mind that every retail dealer is not good pay, and to use all precaution in extending credit. With all the facilities which the manufacturers have at hand to protect themselves in extending credit, it does seem that if they will notice the warnings that are thrown out that the chances for making a bad account should be very small. We have always claimed, and do so now most emphatically, that the best methods that a firm can employ in protecting themselves in extending credit is none too good, and the cheap article is not worth considering, as it is misleading. It costs money to secure reliable information, and that which is not reliable is not worth having. The Manufacturers' Bulletin is a step in the right direction, so we say "Good luck to it. May it live long, and prosper."



A Plea For Evening Drawing Schools in 1900

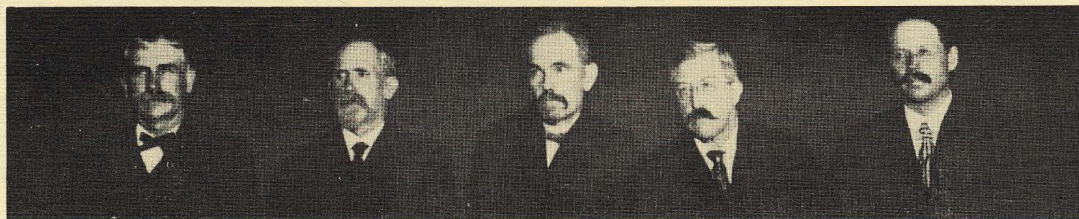
It is becoming each year more and more a necessity that each granite centre provide for an evening school for the purpose of providing an art education for the present granite cutter, the future granite cutter and possibly the proprietor, and by no means should the granite manufacturer be left out of it. As the years go by, the rich become richer and spend more thought on the education of their children, who are given an opportunity to travel, coming in contact with objects of art, artists and sculptors, and so, in the place of a purely commercial nation full of hustle and go-ahead, we have time to devote to other things. From this early hustle money is accumulated and time is provided for the second generation to provide themselves with an art education, which from necessity their fathers were denied on account of lack of money, time, and perhaps desire. This will and is making a demand for larger and more artistic memorials.

Memorabilia of Older Days

As seen in Monumental News and Granite, Marble & Bronze

EDITOR'S NOTE: The advertisements, illustrations and editorial articles reproduced on these pages, many reduced in size, are not, strictly speaking, representative, nor are they meant to be. Rather, like a College Reunion, they affect the Lighter, more Human Side. However, it is our hope that they will, in some slight way, indicate the important role that Monumental News and Granite, Marble & Bronze have played in knitting the Industry together these past fifty years.

Massachusetts in Line with a Retail Monument Dealers' Association.



Reading from left to right: P. T. Fitzgerald, Quincy, Chairman of Executive Committee; John B. Sullivan, Taunton, Treasurer; John L. Miller, Quincy, President; William F. Cook, Springfield, Vice-President; A. L. Walker, Boston, Secretary.



SALESMEN, TRADE PAPER REPRESENTATIVES, AND OTHERS AT THE MEETING OF THE N. Y. R. M. D. A.

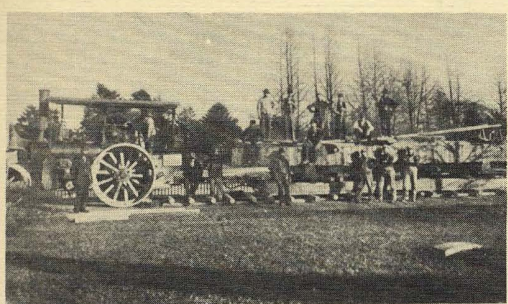
Reading from left to right: E. T. Hindman, Monumental Photographs, Milwaukee; T. M. Howard; R. J. Haight, Monumental News; W. H. Brown; A. R. Patterson; S. Sullivan; H. C. Whitaker, Rock Products; P. G. Lamson, Granite, Marble and Bronze; George Dunham; C. A. Metcalf; Donald Smith, E. L. Smith & Co.; T. W. Eagan; F. W. Hosler, Foster & Hostler, Chicago.



SALESMEN AND SOME OTHERS AT THE IOWA MEETING.

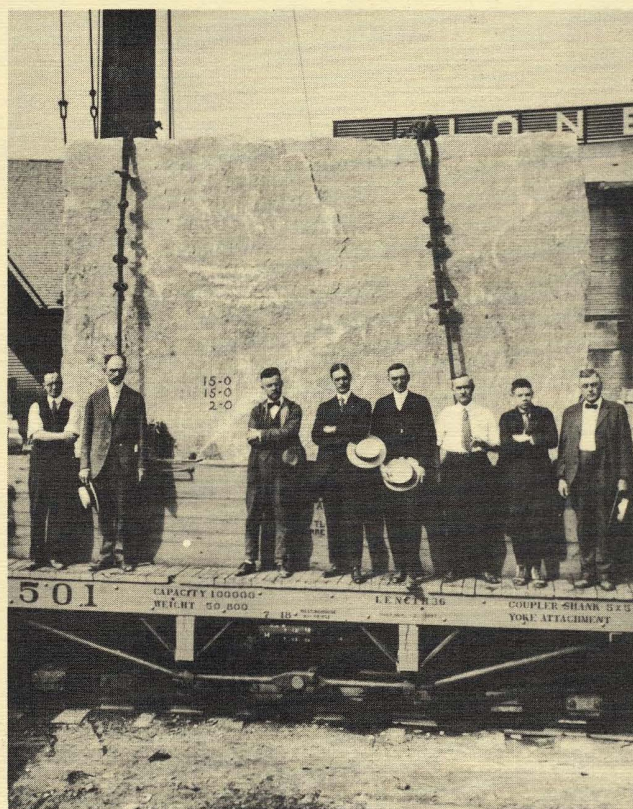
Reading from left to right, commencing in back row (blank spaces are left to be filled in by those who know: our representative failed to send in names, so the editor was obliged to trust to memory): F. A. Heywood, representing Granite, Marble and Bronze: _____; _____; W. O. Willison, E. C. Willison & Co.; E. R. Fletcher, Hardwick, Vt.; N. C. Moody; _____; E. T. Hindman; A. A. Sample, Monumental News; Bernhard McNulty, Rock Products; Charles Field; Master Spencer Willison, a possible future salesman; A. B. George; Richard T. Storer.

A ROOF STONE going up in 1904

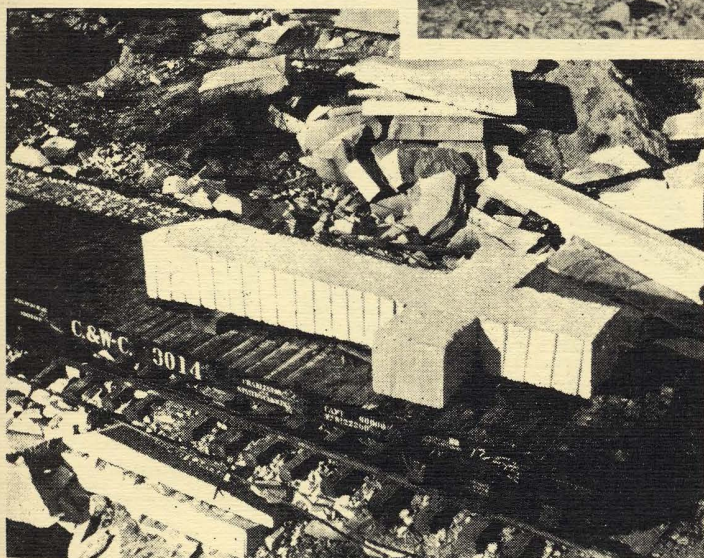
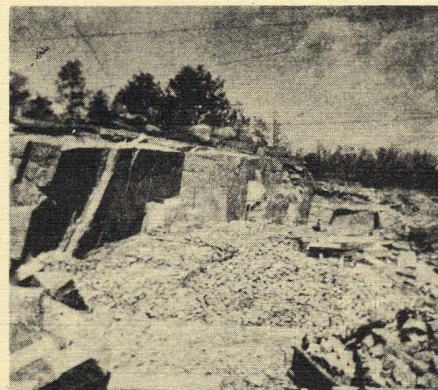


ROOFSTONE from BARRE HILL

Robert Jones, 3rd. from left; 4th D. S. Howell;
5th. Fred Bancroft; 6th. the late Hugh Jones;
7th. Wendell Smith; 8th. the late Donald Smith;



A MISSOURI RED
QUARRY *in 1897*



CROSS *for* CHAS.C. BLAKE, CHICAGO
from OGLESBY QUARRIERS

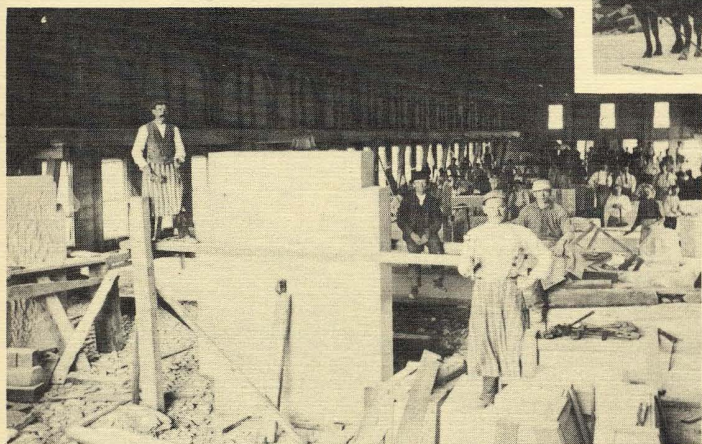


SPIRE *from* WELLS-LAMSON

ROUGH STOCK FURNISHED TO THE LIMIT OF TRAFFIC

1900

BARCLAY BROS. 1904
6 Horse Team Hauls
15 Ton Stone on Sled

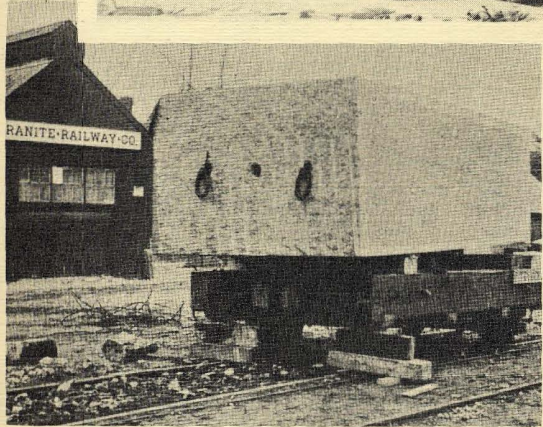


TYPICAL MANUFACTURING PLANT
IN 1890
Truly "The Machine-Less Age"

LOWER QUARRY
E.L. SMITH & CO.
1890
*You should see
The Old Hole Now!*



MARR & GORDON
Winter 1903
*It Took Men
in Those Days*

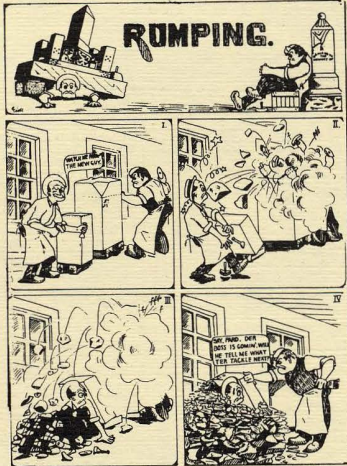


GRANITE RAILWAY QUINCY 1896
*Die for William C. Whitney Memorial
about to be Polished.*



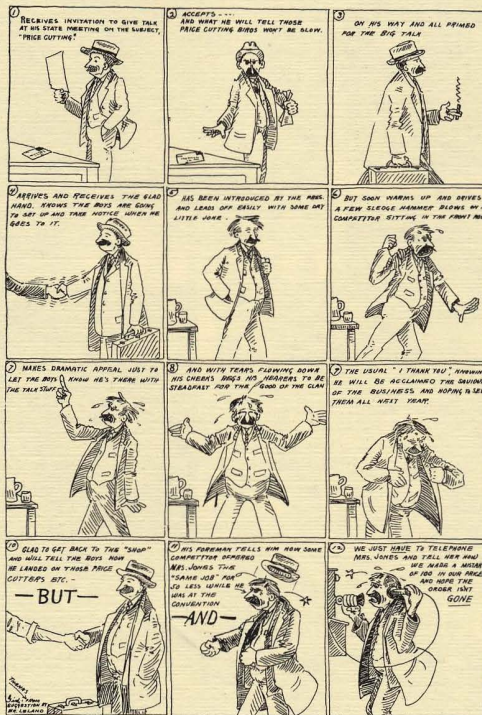
HORSE TRANSPORTATION of 25 Ton STONE
Summer 1896 in Barre

Cartoons by "GID"



TYPE OF SHOP THAT IS PASSING AWAY.

AND THEN HE TOOK UP PRICE CUTTING--BY "GID"



HIS FIRST EXPERIENCE WITH THE PNEUMATIC TOOL.



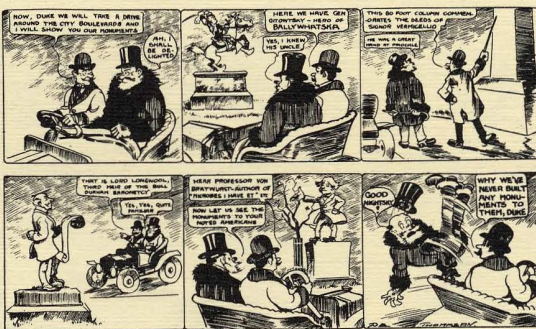
A SATISFIED CUSTOMER.



A MAN WILL START IN ALL RIGHT, BUT

THIS IS THE WAY IT LOOKS TO THE PROPRIETOR.

Seeing the Monuments in Our Public Parks



TONY'S PORTRAIT GALLERY--BY "GID"

THE GABALOTTA MONUMENT WORKS.
Tony Gabalotta, Prop.
Originality by Our Own Sales Division
One above market for Specializing
All letters by Paul Phoenix.

noVember; 24 1925--
monument news:
Madison-Wisconsin.
Dear friends: I have been in biz
a long time. I accumulate lots of
pictures of men in the stone biz
which some of them I have seen an
some I have not and I think
maybe you like some of them pic-
tures for your paper so I send you
one ever a while over. Some of



carNum which sells that rock of
eyes stone down there at mt. Peter
which is in vancouver on which they
give them airframes (guess that's
it) for all that stone which they
sell, I bet they are few hundred
boys and give me glad han if I call
on them. They advertise so much
all the farmers out here know
what that rock of eyes is when
they know it to get that gray rock.

Tony's Best Job

By "GID"

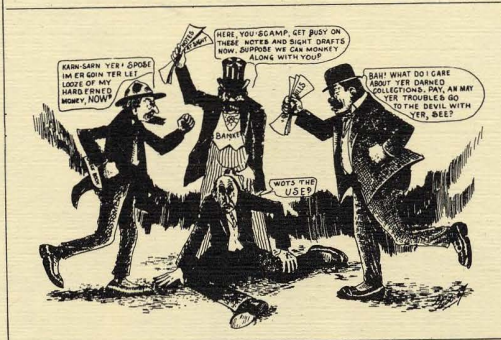
THE GABALOTTA MONUMENT WORKS
Tony Gabalotta, Prop.

monument news:
Madison-Wisconsin.
Dear Friends:
well here she is again the best picture for this year. I sed it wood be thear. the
job sets in a outstandin yard so I had too crasl up on top of a windmil which stands
just outside the yard to get the phot an i got a good one. this is a private yard of the
smith and jones family an the relation which it is sed key up as you see, with swell
land skapen which they invented for so many jobs in a small place, so the jobs wont
get fruster and easy to move the gas, I sold about half of the jobs at a profit but the
rest was go to them for nothin, but the outstandin job is the big one in the front for
the rigined old boy hisself and they wanted it to tell all about him which i gess they
did but I had to cut em down at that he was such a fine man in his community and i
think it al right two to say something on a job for which it is for: as you can get the
comparson by lookin at the other jobs which they say nothing about which they are for
dout you, this Smith job was bot from the handback grant co and i feighted it from
the quarry myself so saved the freight, and blew it myself and it is a good job, old smith
had the big family by his first wife an when she passed away he married the widow of a
fellow by the name of jone which had eleven more kids and they had had another job
by the second marage which made them start a community yard of these own which
indian girl several years ago which you read about in the history book. her name was
Pukehones or something like mounds that way, the book said she was swell an nobody
ever blamed that other smith i gess. this job is plain pol, on the back like smith,
the die is 6-2 by 1-4 by 4-0 and you can see the six of the base, what makes this job
standout is which is lettered on it. hows business; we diddnt have more than we cood
attend to in 1924 but we got by.

your Friend Tony

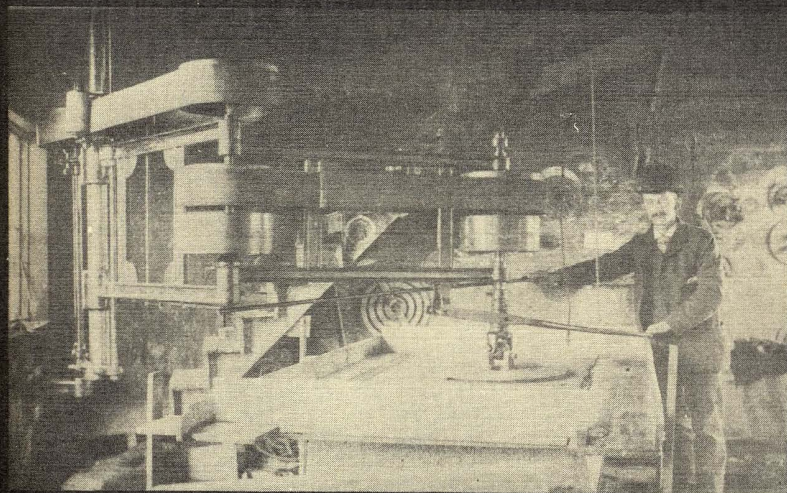
p.s up where the ex is in the letter i left of (by the other birds) so ad that to make
it read right.

THE RETAILER AND THE FINANCIAL STRINGENCY





TROW & HOLDEN in 1889
*Will Holden Now president, youngest son in line
 Calvin Holden, His Father, Then President -
 holding the reins.*



WILL LANE, Barre, and HIS POLISHER



BARRE ASSOCIATION COMMITTEE
 D. F. Kyle, Wm. Alexander, D. H. McLeod, A. J. Young, Jas. Adie, Jas. G. Brown
 R. C. Bowers, Wm. Barclay, Jr., J. W. McDonald, George Robins, James Campbell, J. J. Callahan



QUINCY ASSOCIATION COMMITTEE
 W. T. Sprague, H. S. Nye, James Ricock, Alex. Palmer, John L. Miller, E. J. Dunphy, T. F. Manner
 THE COMMITTEES OF THE QUINCY AND BARRE GRANITE MANUFACTURERS' ASSOCIATION
 THROUGH THEIR EFFORTS THE RECENT GOOD TIME AT BARRE WAS SUCCESSFULLY CARRIED THROUGH. (See page 12.)

JOINT QUINCY and BARRE MEETING
*An Annual affair - Chas. Baker
 Scotch ale, Tug of War, Pleasant
 Races etc. Note Riley Bowers
 and dashing Bill Barclay in 1904
 And they still Dash!*



COOK & WATKINS
 QUINCY PLANT
 IN 1890

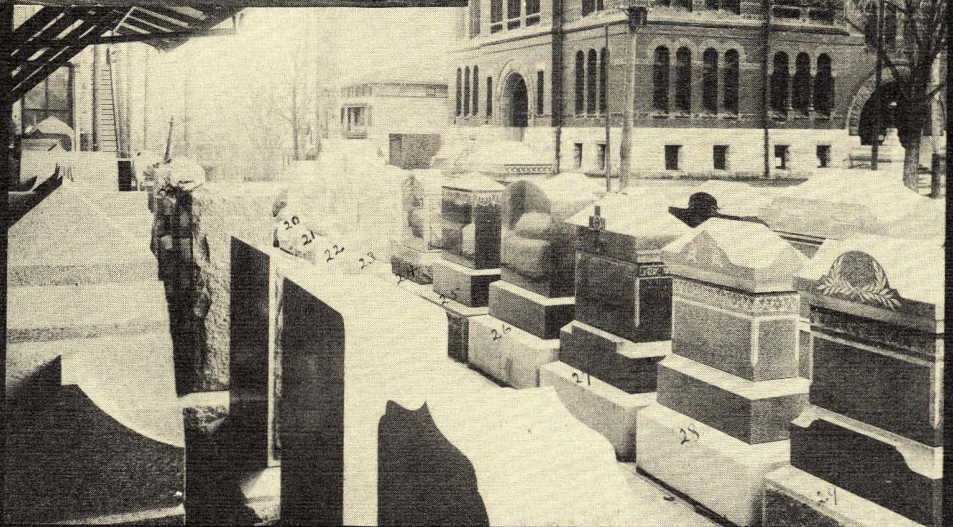
Retailing in the "Nineties"

JOHN MERKLE
"In old Peoria"
and still going
Strong Today!



SCHLIMGENS in 1889
MADISON WISCONSIN
Even Then a 2nd
Generation Firm

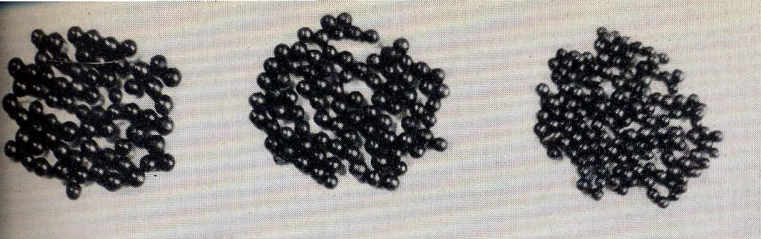
Caps and How
Some Stock!
SCHLIMGEN'S in 1902
20623
28229 Darls Barre
24121 Quincy
25 St. Cloud
26 Missouri Red



JOHN B. SULLIVAN'S TAUNTON MASS.
Father of Frank Sullivan



CHARLES HEIDHART'S
BEATRICE NEBRASKA



Heat-Treated Shot and Grit

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.

Heat-Treated Shot for polishing granite under the most severe conditions will surely cut your polishing costs.

We manufacture **ONLY Heat-Treated Shot and Heat-Treated Steel Grit.**

The largest granite producers are using our Shot and Grit, and are saving money daily.

A ton or a carload shipped the day orders are received.

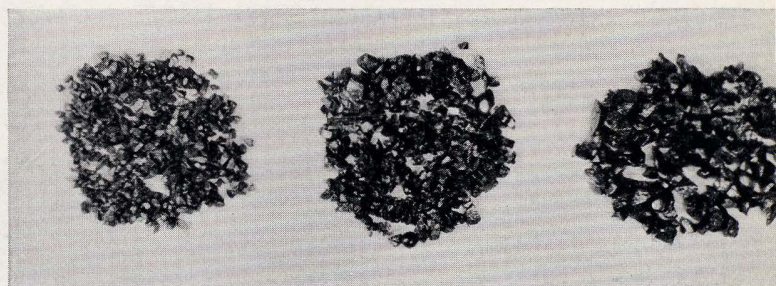
HARRISON ABRASIVE CORPORATION

MANCHESTER, NEW HAMPSHIRE

We Never Compromise with Quality

Exclusive Distributors for the Granite Industry in the State of Vermont

CASELLINI-VENABLE CORPORATION, BARRE, VT.



"Loving Competitors" in 1902

We publish below an advertisement, a proof of which has recently been forwarded to us:

"For cemetery work go to Bailey's Monumental Works, North Side Square, Warrensburg, Mo. The only house in Johnson county that furnishes strictly first-class work on honest material."

For proof I dare any competitor in the county to select a disinterested man, I to select one, and these two to select a third, have them sworn before a Notary Public, and then let them go into any cemetery in the county where we both have work, and let this committee's verdict decide which Works is the best. I dare them to do it. Let them put up or shut up. The Works are on West Pine St., whose sign is typical of the men who run it. (The sign is run by wind.) The proprietor is known to the trade as "Windy". Blows about three shops, when the facts in the case are that he has lost his grip on the Sedalia trade fooling with this "wind mill" here. Both put together would only be a lot of leavings from other shops; in proof see MONUMENTAL NEWS, published in Chicago—reads as follows: "Wanted to buy cheap jobs now on hand, shipped in two weeks. Address E. Farley, Columbia, Mo. As evidence, book and advertisement are at my shop. My reason for this personal advertisement is the fact that the proprietor of the 'Wind Mill' on Pine street came into my shop and then and there threatened me with bodily harm; said he would crush me, I should not carry on business in Warrensburg, that he would take work away from me any d—n way he could, foul or fair, and when he did get it I must keep my hands off and mouth shut or I would get myself into trouble, and he would not respect my gray hairs. A similar threat was made by another Marble butcher from Knob Noster. Both of these fine athletes born

since I learned my trade. Now, I welcome gentlemanly competitors who try to do good work, but as for Bushwhackers, who threaten your life, we want it distinctly understood we claim the rights of an American citizen, and we propose to carry on an up-to-date Monumental Works on the north side of the court house square in spite of the devil and all his imps. The patronage of a discriminating public respectfully solicited."



Selling Monuments on Installments in 1900

A California monument firm writes that they are especially interested in hearing what our readers have to say of selling monuments on the installment plan. We should be glad to hear from any one who can give any information on this point with especial reference to whether this method has been intelligently tried and as to what form of contract is best suited to installment selling. We invite communications on this subject.



"Granite" 1902—Editor Hunt is a Boston Gentleman

We may be over-particular, but we do not believe that cartoons similar to those published in the MONUMENTAL NEWS and REPORTER, have a good effect upon the trade. We were not surprised that the REPORTER should publish cuts of this kind, but that the MONUMENTAL NEWS should follow the REPORTER's lead in that respect is, to say the least, surprising. We can understand why they are published in the daily papers and can understand why a well-designed cartoon should find a place in a monumental paper, where everything should be in keeping, from an artistic standpoint, but that a self-respecting editor of a monumental paper should publish such absolutely rank and vulgar sketches we fail to understand.

Give A Man Shot He Can Use



**THESE
ARE
FACTS**

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

A world of difference "Samson" makes. You're assured of a uniformly graded durable shot. "**SAMSON**" will hold up under the steady gruelling downsweep of the saw blades. All Sawyers will tell you, **SAMSON STEEL SHOT** can "take it". Sawyers, everywhere, know that with all this talk of heat treated shot "**SAMSON**" is the only shot that is really heat treated by a rigidly controlled heat treating process. The only process which makes for uniformity of performance and stability in every grain.

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

PITTSBURGH CRUSHED STEEL CO.
PITTSBURGH, PA.



STEEL SHOT AND GRIT CO.
BOSTON, MASS.

TRADE NEWS

QUINCY GRANITE MANUFACTURERS MEET

An optimistic keynote for Quincy's granite industry in 1940 was sounded by W. Channing Deacon, president of the Granite Manufacturers' association, at a meeting and election of officers in the Italian society hall, South Quincy.

The granite association's president told leaders in the local industry that he looks forward to "a substantial increase in the volume of business during 1940".

Joseph P. Settimelli was elected as president for 1940 to succeed Mr. Deacon, Peter G. Ruscitto was elected vice president; George C. MacLeod was reelected treasurer, and Edward D. Marnock was reelected secretary. Over 200 members of the association enjoyed a chicken dinner following the business meeting.

The association's retiring president, Mr. Deacon, pointed out that Quincy has many plants with up-to-date machinery, and their facilities are to be pooled to enable the Quincy manufacturers to meet the competition of other granite centers.

The memorial salesmanship class held every week in the Quincy High School with an average attendance of 35 members is doing much to improve the methods of selling, it was reported. Secretary Marnock talked briefly on the new workman's compensation insurance which now permits the granite industry in Massachusetts to obtain coverage for both accident and silicosis.

President Deacon was presented a gold watch as a token of the high esteem the members held for him and for the able and efficient services he had given to the association during his term of office. Presentation was made by Past President A. E. Settimelli.

BARRE GRANITE ASSOCIATION HOLDS ANNUAL BANQUET

The Barre Granite Association held its annual banquet at the Pavilion Hotel in Montpelier, Vermont, on Dec. 18, 1939.

This followed the business meeting held at the state armory in Barre in the afternoon, at which time Maurice C. Watkins of Barre, Heber G. England of Montpelier and Herman H. Cross of Northfield were elected directors of the Barre Granite association.

They succeed Matthew W. O'Hagan of Barre, Paul A. Mammolo of Barre and the late Levi T. Cross of Northfield, and will serve three-year terms. There are nine directors on the board and they will select the chairman.

Watkins is of the Cook, Watkins and Patch company of Barre, England of Jones Brothers of Barre and Cross of Cross Brothers of Northfield. O'Hagan is of the Roux Granite company of Barre, Mammolo of the Peerless Granite company of Barre and the late Levi T. Cross of Cross Brothers of Northfield.

A wrist watch was presented to Mr. O'Hagan at the banquet in appreciation of his service as chairman of the Board of Directors for three years, and member for six; this was accompanied by a written message in behalf of the organization, signed by the 75 manufacturers and their representatives who were present.

O'Hagan presided at the banquet, at which Gov. George D. Aiken, Mayor E. F. Heininger of Barre and Mayor William F. Corry of Montpelier were presented for brief remarks. "Ed" Weeks of Binghamton, N. Y., a humorist, entertained with a witty discourse which had his audience in constant laughter.

At the business meeting Neale W. Hooker made his report as secretary of the advertising committee and Julian L. Watkins of the H. B. Humphrey company, an advertising agency, spoke briefly concerning the association's advertising. About 100 manufacturers attended the business meeting.

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

CYCLONE BLAST ABRASIVE

Hard — Sharp — Fast Cutting

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

AGENTS IN CANADA: RITCHEY SUPPLY CO., TORONTO

M. C. OF A. LETTER TO TRADE PRESS

(Continued from page 540)

indications point to a definite hope of cooperative action at an early date.

The Barre Granite Association is supporting the Memorial Craftsmen of America's program, substantially and morally, as evidenced by their renewal of 20 associate memberships, and the officers of this association would be ungrateful, indeed, if this splendid cooperative gesture passed by unheeded.

It is most interesting to note that the Southern Granite & Marble Producers and Manufacturers Association continue their support of the M. C. A. program with eighteen associate memberships, which with the addition of two individual memberships by firms from that association, makes a total of 20 associate memberships from that area.

Producer and Manufacturer Associate Members of the Memorial Craftsmen of America for 1940

Anderson Brothers & Johnson Co., Wausau, Wis.
Twenty Barre Granite Association, Inc., Barre Vt., memberships.
Cold Spring Granite Co., Cold Spring, Minn.
Dakota Granite Works, Milbank, S. D.
French Creek Granite Co., St. Peters, Pa.
Georgia Marble Co., Tate, Ga.
Harris Granite Quarries Co., Salisbury, N. C.
Melrose Granite Co., St. Cloud, Minn.
Royal Granite Co., St. Cloud, Minn.
Eighteen Southern G. & M. P. & M. Association memberships.
Sullivan Granite Works, Westerly, R. I.
Vermont Marble Co., Proctor, Vt.

You count them.

ACTION

During 1939 Executive Secretary Alex Park of the Memorial Craftsmen of America, attended ninety-nine meetings of monumental builders.

Most of the meetings of course, were with retail groups, but a few were with producers and manufacturers.

These continued contacts with every branch of the industry in every part of the country give the Executive Secretary a national viewpoint which is invaluable.

Mr. Park has been invited to address the various state conventions out of which it is hoped may come enough enthusiasm and determination that local and national publicity campaigns will be started during 1940.

CLEARVIEW ISSUES NEW CATALOG

The Clearview Equipment & Mfg. Company of St. Louis have just issued a new catalogue for 1940. In this will be found complete information on supplies for the monumental trade as well as special equipment manufactured by the Company. Copies will be gladly sent upon request.

PURCHASES OLD ESTABLISHED BUSINESS

Lloyd J. Watkins of Owego, N. Y., has purchased the stock and goodwill of Heywood & Son, Owego, N. Y. closing this old place of business.



CESCO'S *New* No. 92 RESPIRATOR

Approved by U. S. Bureau of Mines

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

CHICAGO EYE SHIELD CO.
2319 Warren Blvd. Chicago, Ill.

DEDO MONUMENT PORTRAITS



Over 40 Years
of
MANUFACTURE
and
SERVICE
Are Embodied
in
DEDO PICTURES

Catalogue on Request.

J. A. DEDOUCH COMPANY, INC.
608-10 Harrison St. Oak Park, Illinois



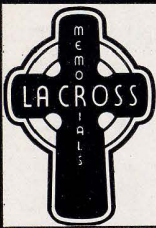
FLASCHNER'S
Burnt-in China Portraits
to set in *Monuments and Headstones*
Are Warranted Everlasting Weatherproof

Our standard size panels:

Oval No. 1— $3\frac{1}{4} \times 4\frac{1}{2}$ **\$6.00** Oval No. 3— $5\frac{1}{4} \times 6\frac{1}{4}$ **\$10.00**
Oval No. 2— $4\frac{1}{8} \times 5\frac{1}{8}$ **\$8.00** Oval No. 4— $6\frac{1}{4} \times 7\frac{3}{8}$ **\$12.00**

Larger, smaller, and special sizes upon application

PROMPT SERVICE GUARANTEED—Address
FLASCHNER CO., 1296 Third Ave., New York



Barre Granite Memorials

HONEST CRAFTSMANSHIP
ECONOMICAL PRICES
DEPENDABLE SERVICE

"Look for the Cross"

Write For Quotations Today!

Post Office Address: BARRE, VT.

LA CROSS MEMORIALS, GROTON, VERMONT

OUR SPECIALTY

SHEAHAN'S MISSOURI RED GRANITE

Sawed, Axed and Polished Slabs
Monuments - Markers - Rolls

Also Other Granites

Wholesale Manufacturers

PICKEL STONE CO.

1320 S. Vandeventer Ave.

St. Louis, Mo.

Mail your inquiries to

Rib Mountain Granite Company

Wausau, Wisconsin

*Quarriers and Manufacturers of two
leading Monumental granites*

**RIB MOUNTAIN
DARK RED**

**WAUSAU
RED**

Finished Memorials—Rough Stock—Sawed Slabs

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

AMBERG GRANITE

clear stock—in large sizes—is
now always available. Reason-
able prices. Prompt service.

Write

E. A. Mundt Granite Company

Marinette, Wisconsin

Also a limited supply of Wisconsin Mahogany

SALESMAN BECOMES RETAIL DEALER

Frederick A. Buxton has severed his connection with Cross Brothers of Northfield, Vt., thus ceasing selling activity in their behalf, to open his own memorial shop at Corpus Christie, Texas. MONUMENTAL NEWS wishes this competent, genial salesman every success.

BECOMES MANAGER

Mr. Vance Burks, former Georgia marble salesman, is now managing one of the largest monumental firms in the south-west, The Louisiana Monument Company of Shreveport, La.

NEW FOLDER ON PORTABLE COMPRESSORS BY P. K. LINDSAY COMPANY

The P. K. Lindsay Company, 210 Broadway, Everett, Mass., has just issued a new folder, illustrating their "Direct Drive Compressors" and "Portable Pneumatic Equipment."

According to the P. K. Lindsay Company, The Baker Street Cemeteries of Roxbury, Mass., recently purchased an ES-12 Compressor with R. S. Phep Drill,—the outfit was purchased for Hard Pan but report it of great value for use on frozen ground for grave excavation work.

The new folder is available upon written request to the Lindsay Company.

NEW SHOP

A. J. Martin, Jr., of Jackson, Mississippi, has moved into his new modern shop, it has modern up-to-date machinery and a very fine show room.

ADD "& SON"

L. P. Hamerly is now associated with his father at Menominee, Wisconsin, the firm name is P. H. Hamerly & Son, well known retail dealers of northern Wisconsin.

RANDOM NOTES

J. M. Moore is manager for the Michael Moore Monument Co., at Chicago Street in Evanston, Illinois.

The Carroll Marble & Granite Works at Carroll, Iowa, is fifty-five years old, it is well equipped to do all finishing of its work and reports business as very good.

The Mahan Granite Company at Mount Ayr, Iowa, has recently installed a new compressor. Also reports business good.

The Goughnour Monument Co., at Allerton, Iowa, says 1939 business best since 1930. Installing a new sand blast.

Ottumwa Granite Works at Ottumwa, Iowa, has installed new cemetery sand-blast, reports business good at both Ottumwa and Oskaloosa shops.

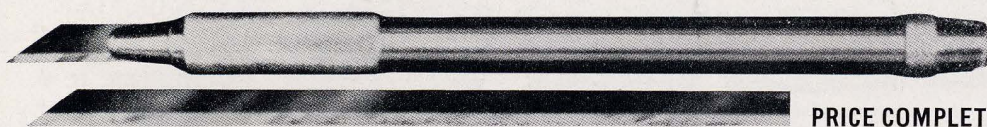
O'Toole Bros. of Liberty, Ind., was established in 1818. This retail firm reports sales as "fair".

R. J. Van Fossen of Bloomington, Ill., reports business very good. He has an attractive display room, showing a variety of granites.

Heller Bros., Crawford Ave., Chicago, report business as fair. They are a pioneer Chicago firm. Are still setting monuments in Chicago cemeteries in early January, so mild has been the winter in the midwest.

THE SONS "CARRY ON"

Two sons of C. S. Mooney (Idaho Falls, Idaho) Monument Company will now operate the twenty-seven year old monument business, established by their father, C. S. Mooney, allowing him time for his hobbies, fishing, etc. The sons are Frank and A. S. Mooney.



H&M "Constant Sharp" Stencil Knife

PRICE COMPLETE \$1.25 EXTRA BLADES \$.25-2.50 DZ.

BLADE SHARPENED ITS FULL LENGTH, SO THAT AS IT WEARS
OFF A NEW SHARP EDGE IS CONSTANTLY AVAILABLE.

HOLES & McCLELLAN
BEDFORD, OHIO

CAN WE STOP THE SLUMP?

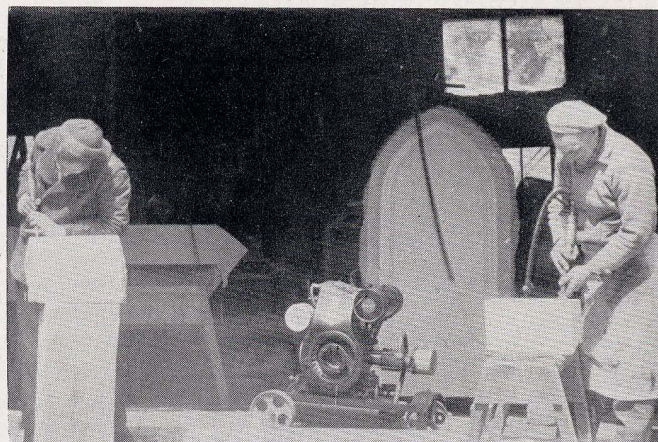
(Continued from page 547)

the plan which was the nucleus of the M. E. C. Beloved, respected and admired by all who know him, Charles Benisch literally put his soul into the cause of the M. E. C. His counsel and generalship was a major factor in the successful activities of the organization. But there he sat witnessing the collapse of his project. Like General Lee at Appomatox, he did not betray the emotions that must have stirred in his heart. Stoically he watched the closing scenes of a tragedy that might have been an epic in the history of memorial art. The tragedy was not a fault of his plan. It was not the fault of those quarriers who stubbornly supported the Commission to the last ditch. It was not the fault of those quarriers who refused to support the Commission. It was the fault of us in the retail field who failed to support the supporters. We failed by failing to persuade non-supporters to support the M. E. C.

The collapse of the M. E. C. cannot be charged against the quarriers who found reasons good, bad and indifferent for not supporting the Commission. These quarriers were doing a good business. Indeed, certain of these quarriers were doing a booming business. Why should they place a tax on their materials when the trade—their customers—manifestly cared not a tinkers dam about saving the industry? And for the same reason, why should the supporters of the Commission continue to pay money into a general fund for the good of the industry when the same money might be spent for their own good? Let's be fair. Who can blame them?

There are those who place the blame for the collapse of the M. E. C. on petty and inter-sectional jealousy. There are some who place the blame on the method or basis for collecting the tax. Others place the blame on the "dam Austins",—two men whose professional training and long experience on the job could not have been replaced without seriously handicapping the activities of the organization. The Austins were accused of being partial or prejudiced (as if other supporters would tolerate any such partiality!!). They were accused of everything from mayhem to murder by the cemetery racketeers. But blame the Austins, blame the method of taxation, blame the non-supporters, blame those who opposed a small-time advertising campaign, or blame the fact that we retailers could not run the show,—the cardinal fact remains that by and large we retailers failed to realize what the Commission was doing and what it might have done with our unified support. So what?

"The memorial and cemetery industries must get together "to save the memorial idea, to promote the sale of more and better lots for more and better memorials. The formula is obvious and simple. But no getting together will accomplish anything unless it will get together some money. We craftsmen cannot raise the money. The cemeteries cannot raise the money. The Benisch plan remains our one and only salvation. If we can raise money, our future course is relatively simple. If we cannot raise money, if we must struggle to survive without co-operation and organization, then our course is different and



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

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

P. K. LINDSAY COMPANY

Factory 2

210 Broadway

Everett, Mass.

difficult. It will be a pitifully inadequate substitute for the ideal solution. Obviously therefore the supreme question before us is this:

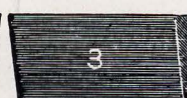
CAN WE REVIVE OR RE-ORGANIZE THE MEMORIAL EXTENSION COMMISSION?

I realize that certain of the quarry centers have become discouraged and that they have committed themselves to programs of their own. I do not see how we can blame them. I realize that highly competitive conditions between certain quarry centers inevitably generate distrust and disagreement. I realize that we cannot hope to lift a large body of dealers out of their indifference and lethargy. I realize that many cemetery executives throughout the nation—notably non-members of the A. A. C. S.—are not keenly aware of the work that the M. E. C. has done for the cemeteries of the nation. I realize that with these and other handicaps it will be almost a super-human task to assemble the monumental quarriers of the nation in one last and final effort to raise a community fund for the salvation of the memorial idea. But I refuse to believe that the better memorialists of the nation are helpless to persuade the better quarriers of the nation to make the one last and desperate effort.

I believe that a petition signed by the better dealers of the nation and by leading cemetery executives will convince the quarriers that one final effort should be made. I believe that the petition signed by the dealers should go so far as to state a promise to support the supporters. I believe that the existing Memorial Extension Commission should finance all expenses for the conclave. But what I believe makes not a particle of difference.

What do readers of MONUMENTAL NEWS think?

WEDGE LEAD



Above shows actual size. Order by number.

**ROCHESTER
LEAD WORKS**
ROCHESTER, N. Y.

Correspondence Solicited

BRONZE

Doors, Grilles, Tablets, Etc.
For Mausoleums and Other Buildings

ILLINOIS BRONZE & IRON WORKS
915-23 So. Kildare Ave., CHICAGO

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

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

PRICE \$4 PER COPY, POSTPAID

THE BAKER & TAYLOR CO.
55 Fifth Avenue, New York City

Manufacturers of Quality Memorials in Domestic and Foreign Granites

*Gold Brand Shape Carving
a Specialty*

Estimates Cheerfully Given

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QUINCY, MASS.

MAILING LISTS



GET OUR FREE
REFERENCE
BOOK and
MAILING
LIST CATALOG
FREE

Gives counts and prices on accurate guaranteed mailing lists of all classes of business enterprises in the U. S. Wholesalers—Retailers—Manufacturers by classification and state. Also hundreds of selections of individuals such as professional men, auto owners, income lists, etc.

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R. L. POLK & CO.

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World's Largest City Directory Publishers
Mailing List Compilers. Business Statistics.
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THE OBITUARY RECORD

Robert J. Stewart

Robert J. Stewart, owner of the Manufacturer's Sawing & Polishing Co. of Barre, Vermont, died after a two year illness. (November, 1939). He was an uncle of James B. Stewart, Marr & Gordon Co., and George C. Stewart, salesman of Detroit, Michigan.

Martin L. Smith

Martin L. Smith, Cutter-Designer, aged 54, died at Decatur, Indiana, Dec. 14th after a long illness from silicosis. Mr. Smith a native of Decatur, learned his trade with The Wemhoff Monumental Works and later was employed by several firms in different sections of the country.

Among his employers were the Candora Marble Co., of Knoxville, Tenn., and for the past 15 years he was the sandblast designer with Mason Monumental Studios, Columbus, Ohio.

He was an expert workman,—a gentleman—and a true christian. He served overseas in the World War, and was a member of the American Legion, and fourth degree Knights of Columbus.

He was unmarried. He leaves to mourn a sister Anna of Decatur and another sister, Sr. M. LAURINE, C.S.A. teacher in Crown Point, Indiana, Catholic Schools.

Funeral services were held at the St. Mary's Catholic church with interment in St. Joseph's Cemetery, Decatur.

Alfred V. Wilhelmsen

Alfred V. Wilhelmsen, granite manufacturer at Barre, Vt., died suddenly on Dec. 21, 1939, death following a heart attack.

Born at Oslo, Norway, on January 28, 1886, he passed his early years in that country and learned the granite working trade as a boy. He first came to this country in 1905 residing for four years in Milford, Mass. Afterwards he went to Concord, N. H., where he was employed for some years, coming to Barre in 1919. He took up employment in the granite sheds here, being skilled as a carver and letter cutter.

In 1923, with Ernest Carlson, he entered the Steele Granite company firm, remaining as secretary and treasurer of the concern when it later became a corporation. He was an active member of the firm until his death.

He was a member of the National Rifle association, for many years a director of the Barre Fish & Game club and prominent in its activities, a member of the North Star Swedish lodge, a member of the Masonic order and of the G. C. I. A.

He is survived by his wife, Matilda E. (Molitor) Wilhelmsen to whom he was married in 1914 at Los Angeles, Calif. He is also survived by his mother in this city and by one brother, and a number of nephews and nieces.

OHIO DOES HER PART

By H. A. ZENKER, Secretary, Ohio M. C.

Much more will be accomplished if ten men have a definite object and concentrate their thinking and working toward that object, than if 100 men are all of different minds.

It may be possible that the ineffectiveness of various State and National organizations within our industry in the past has been because of a lack cooperative, concerted and coordinated thinking.

One of the outstanding demonstrations of singleness of purpose was evidenced in the recent series of meetings in Ohio. One subject was discussed at every meeting; that being the Program of Progress by the M. C. of A., and the Executive Secretary of that organization was the principal speaker at ten group meetings in Ohio.

The State officers very thoroughly arranged and organized the meetings before the national secretary arrived and at each meeting there was an excellent attendance of retail monument builders. The entire program of national advertising as set forth in Bulletins 35 and 35 A was discussed by Mr. Park and all its phases investigated and discussed by practically every dealer in attendance at the various meetings. The Program of Progress was practically unanimously accepted. As a matter of actual fact, a definite count revealed that not more than five opposed the program and over 100 were in favor of it. At the conclusion of all the larger meetings a rising vote of thanks was tendered Mr. Park for his effective organization work and for the fine enthusiasm which he had developed among the retailers in the industry.

classified advertising

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

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.**

CEMENT

IMPORTED GERMAN STONE CEMENT—REPAIRS MARBLE. Granite. 1 Kila 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
Huntington, L. I., N. Y.

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

MACHINERY FOR SALE

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

WANTED, USED DUST ARRESTING EQUIPMENT, INCLUDING fan and motor or either one. Address **A. S., care Monumental News.**

MEMORIALS

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

FOR SALE

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

POSITION WANTED

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

POSITION WANTED AS GENERAL MANAGER OR CONSULTING engineer with large firm who operate granite quarries and finishing plant. Have 27 years' experience. **Write M. C., care Monumental News.**

CONNECTION DESIRED. 25 YEARS EXPERIENCE AS ALL around workman. 12 years experience in sales. Address **C. J. O., care Monumental News.**

ALL AROUND WORKMAN, CUTTER, LETTERER, LAYOUT, sandblast operator, shape carver, wants work with reliable firm. **T. R. M., care Monumental News.**

SANDBLAST MAN, EXPERIENCE INCLUDES LAYOUT AND shaping. Want permanent year around position by start of season. Go anywhere. **P. A., care Monumental News.**

POSITION WANTED BY ALL AROUND WORKMAN, 25 YEARS experience airbrush designer, shop sales. Thirteen years with present firm. **Box 99, care Monumental News.**

MARRIED, 20 YEARS EXPERIENCE, LAYOUT, CUT DOPE, cut any type letter, cut stone operator, sand blast and sharpen tools. Best references. Passed by Wis. Medical examiner. Address **Box 50, care Monumental News.**

SALESMAN WANTED

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

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.**

AT LAST...

A granite to fill the urgent need for warmth, life and delicate color in Memorials. Such is our **CORAL PINK.**

Remarkably bright pink in color, it is at once soft and warm in tone. Equally pleasing axed, steeled or polished, it does not absorb or hold moisture and is easy to work. Answer the trend to color in monuments today by placing a monument or two of CORAL PINK granite in your show-room. It will brighten your display and make money for you. Write us.

MISSOURI GRANITE CORPORATION - Farmington, Mo.

BOOKKEEPING SYSTEM

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

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

D. D. LENNER & CO.

511 Aqueduct St.

Akron, Ohio

• BRONZE •

Doors and Equipment for Mausoleums MEMORIAL TABLETS

High Class Material, Workmanship and Service
Detroit Mausoleum Equipment Works
DETROIT—14th and Bagley Ave.—MICHIGAN



OWENS LONG LIFE SAND-BLAST NOZZLE

It will give as much service
as 200 cast iron nozzles

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

Order one today or write for circular

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

MONUMENTS - MEMORIALS - STATUARY

IN GRANITE, MARBLE AND BRONZE

SALES PREMIUMS A SPECIALTY

• No matter what your needs are—Barre, St. Cloud, Elberton or any of the other Granites or Marbles available, you will find our proven service helpful. Our complete line of sales premiums are proven Sales and Collection Helps.

Write for Information and Samples.

E. G. LADEWICH & CO., Mansfield, Ohio

Exclusive Wholesale Manufacturers of

Missouri Red Granite

— Also All Other Granites —

CENTRAL MONUMENT CO.

3535 Gratiot St., St. Louis, Mo.

THE HARRIS GRANITES

from Salisbury, North Carolina

BALFOUR PINK

CAROLINA PINK

CAROLINA MODIFIED PINK

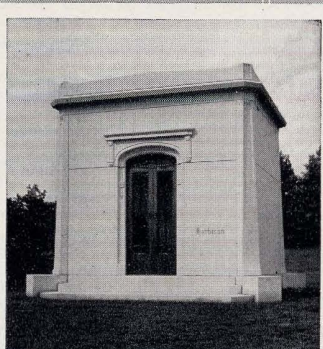
THE HARRIS GRANITE QUARRIES CO., Inc.

Quarries, Shops and Executive Offices

SALISBURY, NO. CAROLINA

★
Eastern Representatives
WHITEHEAD & KLOCK
101 Park Ave.
NEW YORK CITY

★
Western Representative
J. K. BATCHELDER
DIXON, ILLINOIS



★
This Gothic Mausoleum, done in one of the Harris Granites and erected in Kensico Cemetery, New York, was finished in the Shops of the Harris Granite Quarries Co., Inc., Salisbury, N. C.

Specify Harris Granites for Memorials of distinction

DEVOE

GRANITE COMPANY

WAUSAU, WISCONSIN

●
**Quarriers and
Manufacturers**

●
**Wausau
Memorial Granite**

Here

"You have given all of us many occasions for cheerfulness, Uncle Rufus, and not the least of these qualities we shall always remember you for, has been your never-failing chin-up courage."—Tribute to R. J. HAIGHT, *founder of the Monumental News*, by Ray F. Wyrick.

There may be little good will from pleased customers but there can be a lot of bad will from displeased ones.

"I believe in the stuff I am handing out, in the firm I am working for, and in my ability to get results. I believe in working, not weeping; in boosting, not knocking; and in the pleasure of my job.

"I believe that a man gets what he goes after, that one deed done today is worth two deeds tomorrow, and that no man is down and out unless he has lost faith in himself.

"I believe in courtesy, in kindness, in generosity, in good cheer, in friendship and in honest competition. I believe there is something doing, somewhere, for every man ready to do it. I believe I'm ready—Right now."—ELBERT HUBBARD.

Repetition may be boring, but we have yet to see anyone bored with year after year profits.

and

"The right to bury carries with it the right to do so according to the usual custom in the neighborhood."—THE MITCHELL CASE, *N. Y. Court of Appeals*.

In today's "Four Lane" business world, the middle of the road only gets you a ticket.

"It might make one in love with death to think that one should be buried in so sweet a place."—SHELLEY *at the grave of Keats in Rome*.

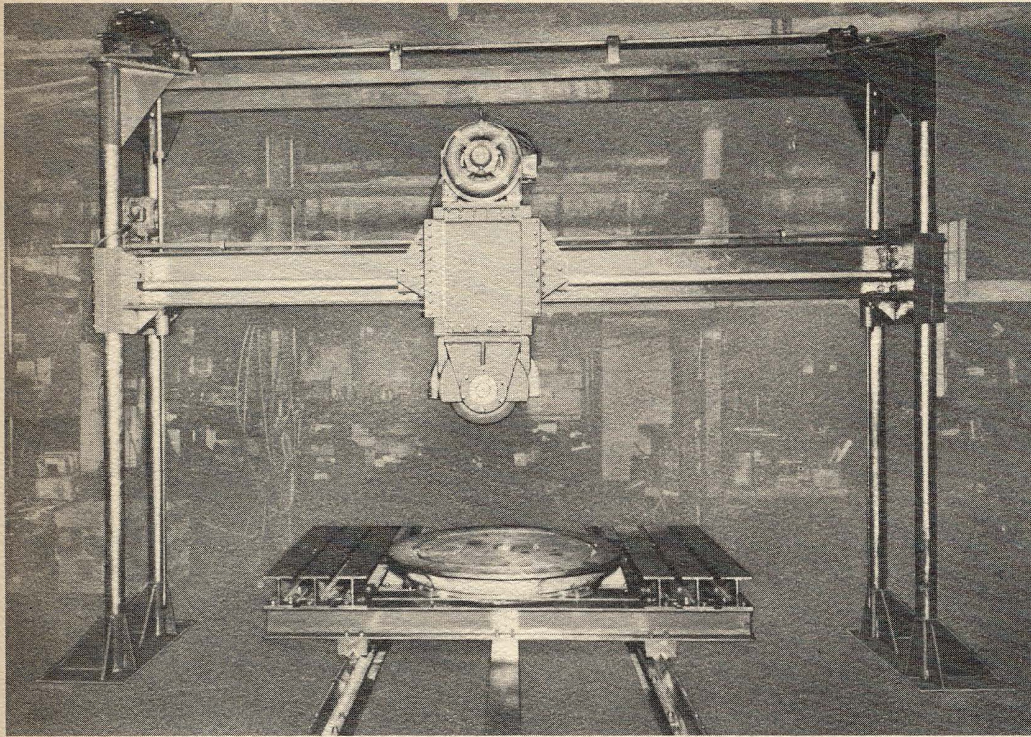
Speaking of the free calendar—free pencil—free blotter at this time of the year, we are reminded of the comment of the sedate Baptist deacon who received a calendar from a monumental dealer featuring an attractive young lady, he said, "Almost the first thing one notes about here is that she hasn't got any clothes on."

Setting a goal to reach provides a motivating power that is well-nigh irresistible. If you are working for success in terms of real happiness, plus financial reward, the accumulation of money is not a good definite goal to attain. The perfect goal is something you strive to reach, regardless of all monetary considerations. The money end of it will automatically take care of itself.—GROVER A. GODFREY, *Writer*.

The modern mother says "Turn the Other Cheek," then duck and let him have it—"Count ten fast then sock him."

There

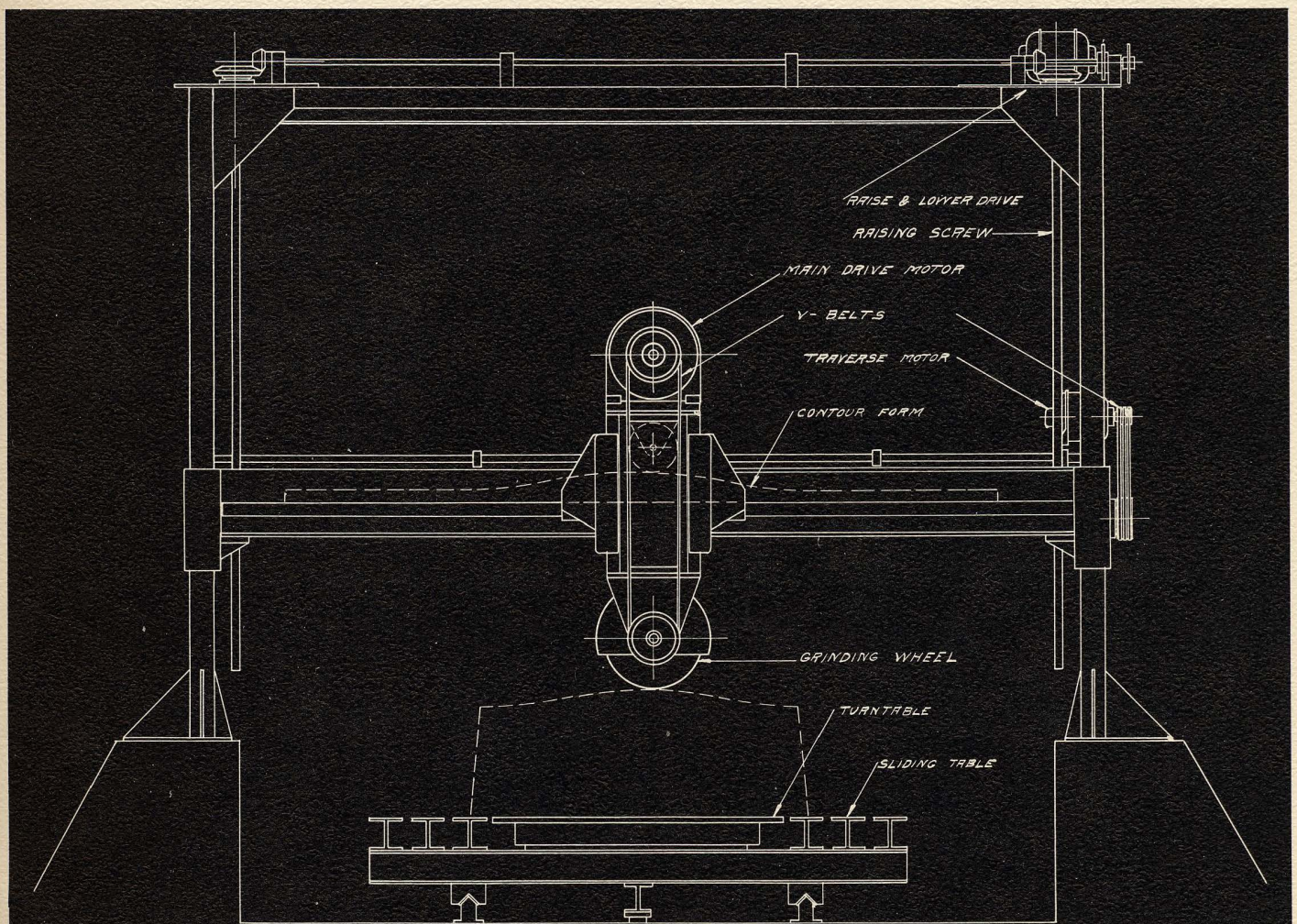
ANOTHER LANE CONTOUR GRINDER MAKES ITS DEBUT



For Grinding Flat, Serpentine or Oval Tops, Straight or Turned Ends, Joints and Moulding Work with Abrasive Wheel Guided by Templates. This Machine also can be used for Sawing.

This second Lane Contour Grinder, now installed in a prominent Barre Plant, is here shown set up in our own shops preparatory to final engineering check up and tests. This Machine, as will be seen in the Specifications and drawing below, is lighter and has a smaller motor than the previously illustrated COOK, WATKINS & PATCH Contour Grinder.

NUMBER 10-25 GRINDER SPECIFICATIONS: 10 Foot Cross Travel—5 Foot Vertical Travel—6 Inch Vertical Travel over Form 25 Horsepower Drive Motor—18 Inch by 5 Inch Grinding Wheel—24 Inch Sawing Wheel—8 Foot by 4 Foot 6 Inch Sliding Car—52 Inch Diameter Ball Bearing Turn Table.



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LANE MANUFACTURING COMPANY

Established 1857

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

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

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

124 Union St., Aberdeen, Scotland

Quarries: Barre, Vt.

LONGER WEAR and BETTER SERVICE

for 1940

with

**TROW & HOLDEN'S
STONE WORKING
TOOLS**

**HAND HAMMERS
WEDGES & SHIMS
PLUG DRILLS
PNEUMATIC TOOLS**

write for catalogue

TROW & HOLDEN CO.
BARRE, VERMONT

