

ROTARY

MONUMENTAL NEWS

GRANITE · BRONZE

MARBLE · SCULPTURE



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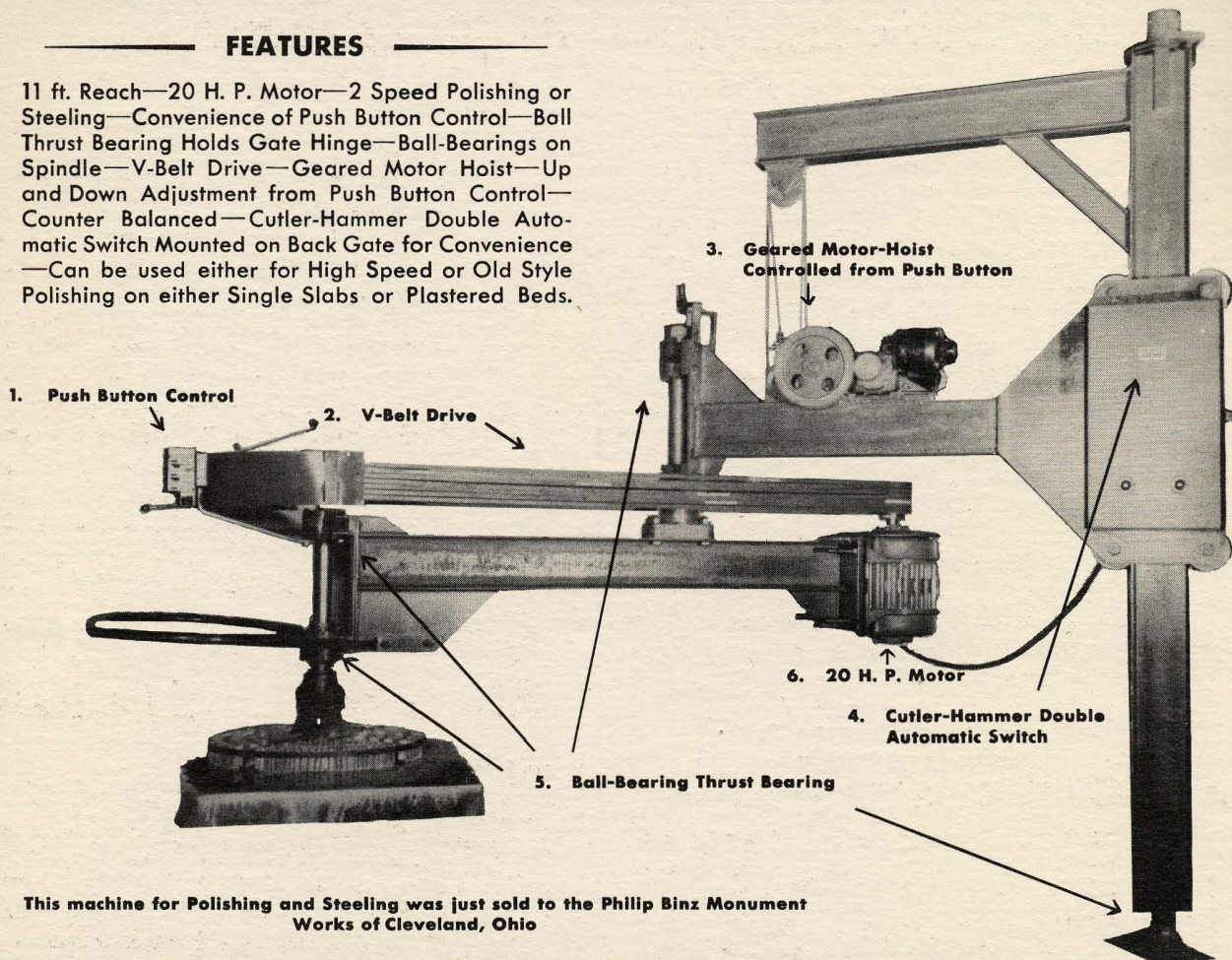
Another Triumph of Lane Engineering

THE NO. 11-20 SOLID GATE POLISHER

11 FOOT REACH 20 HORSE POWER

FEATURES

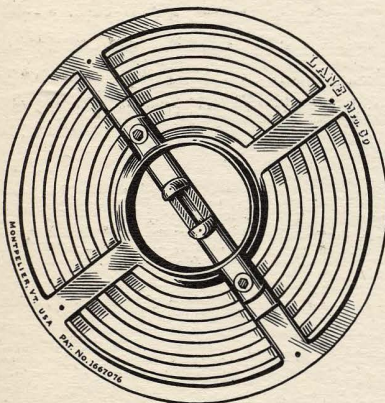
11 ft. Reach—20 H. P. Motor—2 Speed Polishing or Steeling—Convenience of Push Button Control—Ball Thrust Bearing Holds Gate Hinge—Ball-Bearings on Spindle—V-Belt Drive—Geared Motor Hoist—Up and Down Adjustment from Push Button Control—Counter Balanced—Cutler-Hammer Double Automatic Switch Mounted on Back Gate for Convenience—Can be used either for High Speed or Old Style Polishing on either Single Slabs or Plastered Beds.



THE *New* LANE COARSE EMERY WHEEL

Clean Running and Fast Cutting

Cast in One Piece—No Cover Required

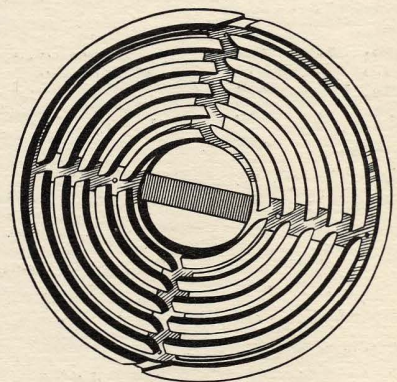


Cast-in-one Offset High-speed Coarse Emery Wheel
(TOP VIEW)

We consider this new wheel—the result of thirty-four years' experience in wheel design—the most valuable yet produced; for with the continued development of high-speed polishing, it becomes more and more apparent that the most valuable instrument is the wheel that grinds with coarse abrasive.

This wheel, manufactured in 27", 32", 37" and 42" sizes, is equipped with a combination Hopper and Driver, the pin holes being bushed with heat-treated steel.

It is speedy cutting and leaves a true even surface free from trails and with clean edges and corners. It is, in addition, a very clean running wheel, which contributes to the comfort of the operator, and, by not wasting abrasive, contributes to the profits of the owner.



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

LANE MANUFACTURING COMPANY

Established 1857

MONTPELIER VERMONT

The Voice of THE TRADE

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

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

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

"GOLD IN THE GRAVEYARD"

Stevens Point, Wisconsin, May 14, 1938.

MONUMENTAL NEWS,

Gentlemen: In the May 5, 1938 issue of the new magazine KEN there appeared an article entitled "Gold in the Graveyard" which exposed the racketeering being practiced in the promotion of memorial park cemeteries. It is an excellent article with wonderful possibilities for our industry and we felt that you might be interested in reprinting it in MONUMENTAL NEWS.

We have written KEN thanking them for printing this article and we have secured permission to reprint it. We have also written to the Memorial Extension Commission, the Memorial Craftsmen of America, and a few others.

We have also written to the READER'S DIGEST asking them to use this article to help repair some of the damage caused by the article they recently published entitled "A Cemetery Without Gloom." If enough letters were received by the READER'S DIGEST they might be induced to reprint this KEN article. Thus the readers of MONUMENTAL NEWS should be urged to write to READER'S DIGEST. Sincerely yours,

HENRY HAERTEL SERVICE,
George Haertel.

(We are reproducing this article on page 198)

BEAUTY IN MEMORIAL DISPLAY

MONUMENTAL NEWS,

Gentlemen: We have just been in our new home about one year and I believe, without a doubt, that this investment is going to pay a mighty fine dividend over a period of years. It is the general talk in this section of the country that this has been the worse spring in twenty-one years, but in spite of this, we have found our business to be about normal and I am forced to believe that our building and display has been responsible for the pleasing business we have enjoyed this spring. Prospects from all walks of life, have come into our reception room and expressed their thoughts of how restful and beautiful it was. This, to my mind, is very conducive to the purchaser in buying. In other words, I believe it is easier for a prospect to make a decision in buying their memorial in pleasing surroundings rather than trying to satisfy a desire to commemorate a life-long love in a junk yard.

I have noticed in your magazine and other monumental publications, several very beautiful and appealing memorial displays. This, I believe, will have more to do with raising the standard of memorials than any other one item.

May I add that the MONUMENTAL NEWS plays an important part in our scheme of merchandising?

Sincerely,
TULSA MONUMENT COMPANY,
Tulsa, Oklahoma,
By E. N. Holmes.

Vol. 50, No. 5

May, 1938

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

Why are nearly all the fine Monumental Granites Priced so High?

■ No American granite is non-competitive and prices for the most part are close to production costs, which are determined by many variable factors such as age and structure of quarry, percentage of good stone, management and selling policies, transportation to market, etc.

The most beautiful and most enduring granite is in the northern glacial belt. There quarries for the most part have been developed in recent years at higher costs and less time to write off overhead. In these quarries a small percentage of the stone is suitable for monuments, sometimes as low as 5%—the rest becomes expensive grout piles.

Why is Millstone Granite Priced Lower?

■ For one reason only . . .
It costs less to produce. Why? Because the Millstone quarry is over 100 years old and major development costs were written off before 1900.

Dark
Blue

Dark
Pink

Because the Millstone quarry is an unusually fine formation but chiefly because we sell nearly 90% of our stone, fine but not quite up to our rigid monumental standards for building purposes. Therefore our monumental stone costs less.

MILLSTONE GRANITE

THE GRANITE WITH THE GREATEST CONTRAST

The Millstone Operating Corporation

Quarriers and Manufacturers
JAMES E. RANTA, Manager

MILLSTONE, CONNECTICUT

**IMPORTERS
OF
ITALIAN MARBLE
STATUARY**



**LARGE
SELECTION
IN STOCK**
at all times

*Write for
Descriptive Folder*

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

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

Select
"F/C" BLACK



FOR MEMORIALS
OF
BEAUTY
WORKMANSHIP
AND
DURABILITY

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

The Voice of **THE TRADE**

Yoakum, Texas, May 13, 1938.

MONUMENTAL NEWS,
114 S. Carroll St.,
Madison, Wisconsin.

Gentlemen: We have received a copy of the MONUMENTAL NEWS and were very much pleased with the high quality of the magazine.

We are enclosing herewith our check for a yearly subscription. We are also enclosing a clipping from a local newspaper which you may use in your column, if you wish, as it may be of interest to other dealers, as well as monumental "prospects".

Very truly yours

YOAKUM MONUMENT COMPANY,

By Joe Machac.

**TWO MEN SELLING MONUMENTS
SOUGHT**

Victoria County officers are on the lookout for two men posing as salesmen for a "Marshal Monument Company," a firm which allegedly doesn't exist, following a communication from the Department of Safety at Austin.

Citizens in this section are warned to be on guard for these so-called representatives and in the event they are contacted to notify the local sheriff's office.

According to information learned here, the two men have been "selling" tombstones to Texans, collecting \$10 as a down payment and the balance to be paid on delivery.

After a resident of Broadus, Texas, inquired of the Chamber of Commerce as to whether such a firm existed, complaints have been received from residents of several other cities.—Victoria Advocate.

TOMBSTONE RING

Hibbing, Minn., April 22, 1938: The mystery of range tombstones prematurely crumbling and aging may be cleared with the arrest of four men and a woman recently. Two have been released on \$200 bail and the other three on their own recognizance. They will face trial on the charge of tombstone defacing in the June term of district court. Should charges be proved, it will disclose one of the most vicious rackets ever operated in Northern Minnesota.

They are Henry Salo, 41, Duluth, tombstone salesman; Fred Comstock, 59,

Coleraine cemetery sexton; Victor Sund, 33, Coleraine; Antone Dukleth, Bovey, and Mrs. Henry Salo. For some time police have been puzzled by the mysterious aging of tombstones in Northern Minnesota cemeteries. Stones which ordinarily would stand up for more than a lifetime, overnight became defaced and shabby looking, police said.

In most instances, following the sudden defacement and aging of the stone, a salesman for a competing company would appear and extol the virtues of his own product, at the same time disparaging those of the stones defaced, police added. The stones were ruined through pouring hydrofluoric acid on them, police explained.

The five arrested denied all connection with such activity.—THE GUILD DAILY, sent in by Benj. T. Greene, *President of Greene-Grignon & Peterson Granite Co., Minneapolis, Minn.*

MONUMENTAL NEWS,

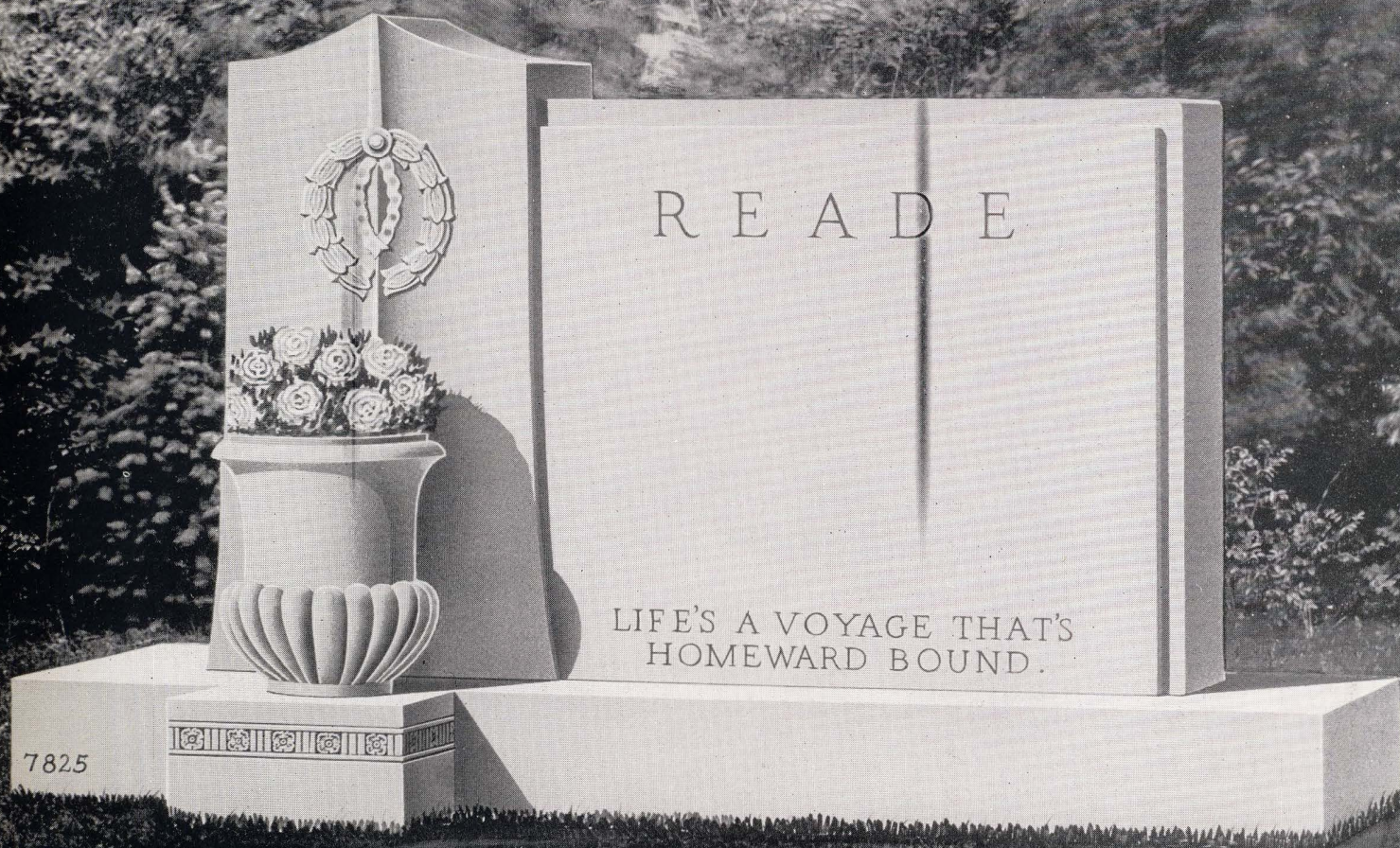
Gentlemen: There seems to be a general misunderstanding among the wholesale manufacturers, not only in the South but also all over the country, in regard to Social Security tax on salesmen's commissions. It would appear to me, and from all information that I am able to secure, that a traveling salesman selling various lines of granites on a purely commission basis would be termed as self-employment and, therefore, his commission would not be subject to deductions for Social Security by the wholesale manufacturers.

If you could secure this information and post as a news item, I believe it would be of interest and appreciated by a great many of the manufacturers all over the country. I merely mentioned this as a suggestion.

SALESMAN.

(We understand that the manufacturers must make these deductions.)

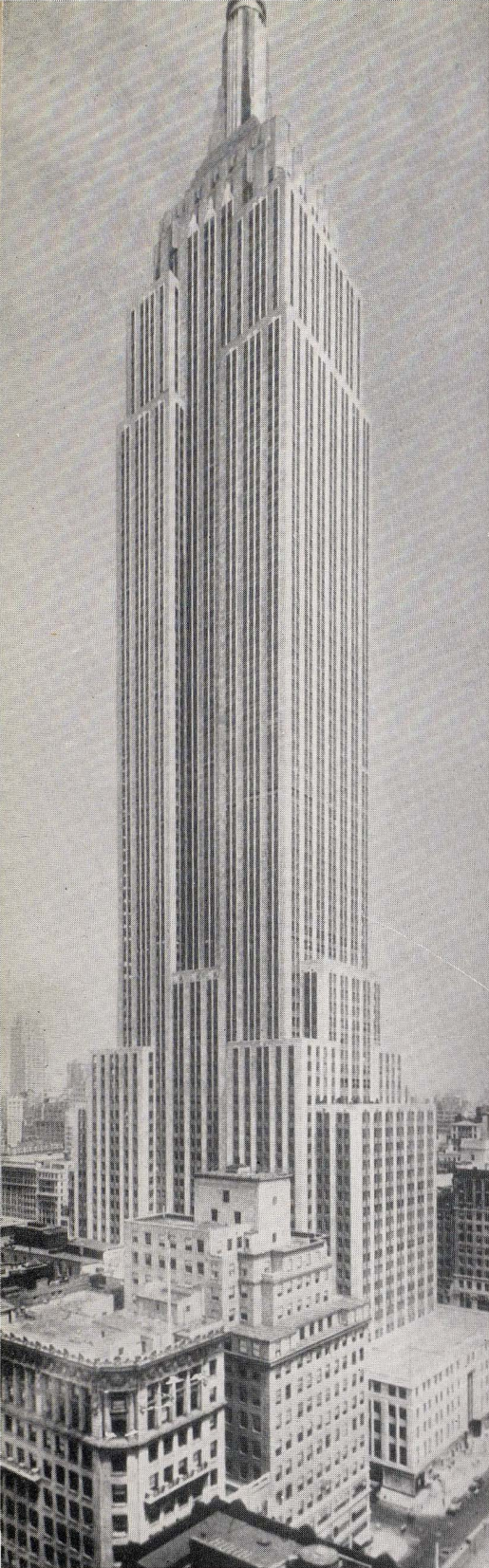
"As a very wise man said, 'It was a great day for fools when modesty was made a virtue.' Silence and self-depreciation reduce the fool and the genius to the same denomination." — E. ST. ELMO LEWIS, Counsel in Consumer and Trade Relations.



THE GEORGIA MARBLE FINISHING WORKS

"Builders of Fine Monuments"

CANTON, GEORGIA



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

ALL OVER THE WORLD

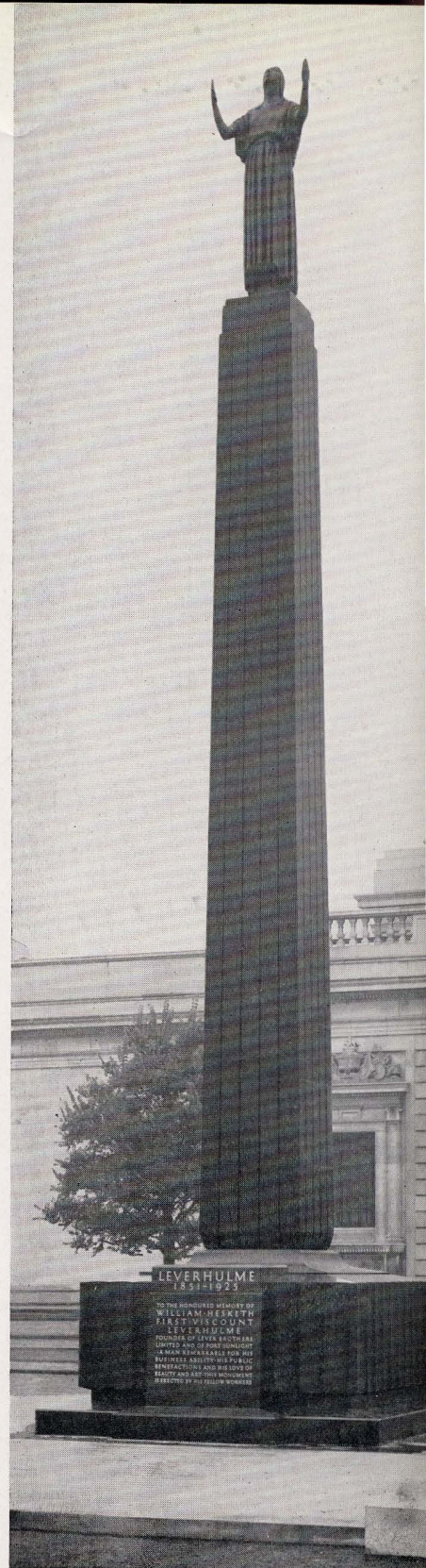


IS USED WHERE
HIGH GRADE GRANITE
IS REQUIRED

**BUILDINGS,
MONUMENTS,
SCULPTURAL WORKS**

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

WRITE OR CABLE:



THE LEVERHULME MONUMENT,
LIVERPOOL, ENGLAND

The granite work in AKF granite, Bonaccord Blueberg.

Executed by Granitwerk Adam Müller, Wirsberg, B.

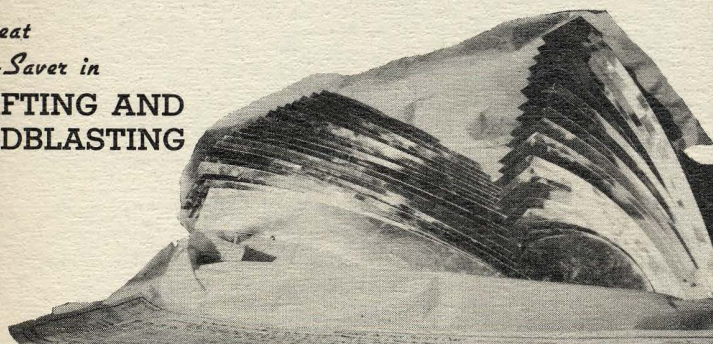
“FERNSTRÖMS”
Karlshamn, Sweden

PROVEN PRODUCTS

MACHINERY EQUIPMENT & SUPPLIES

THE McLEOD PATTERN SYSTEM

*A Great
Time-Saver in*
**DRAFTING AND
SANDBLASTING**



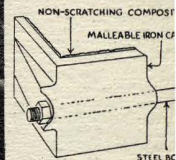
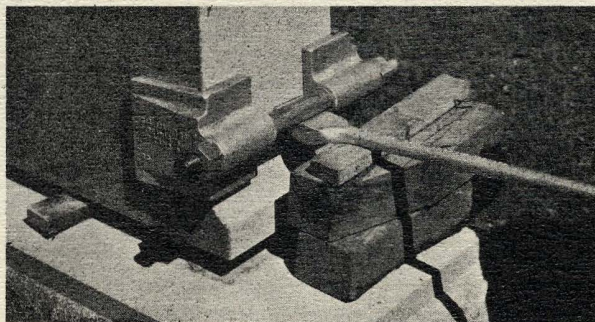
Accurate Curves in $\frac{1}{10}$ the Time

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

Write for Complete Information

W. ALFRED McLEOD JR. BARRE, VERMONT

CARLSON REGULAR NON-SLIP CLAMPS



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

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

\$22.00
Plus Freight

Write for Descriptive Folder on Our Safety Handling Equipment

CARLSON MANUFACTURING CO. - READING, PENNA.

THE PORTABLE HIGH-SPEED POLISHER

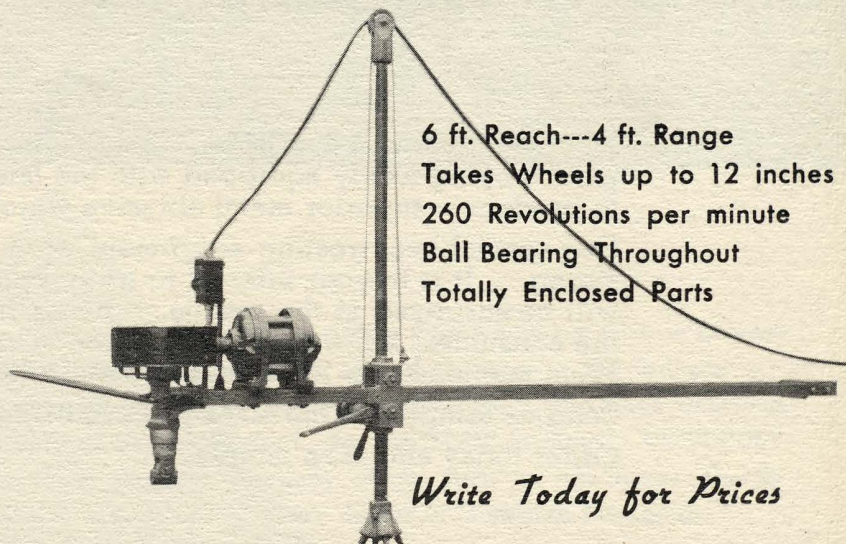
THIS machine is built throughout of the best material obtainable for the purpose. The construction is such that most any shape stone can be polished as easily as plain surfaces, such as bands, panels, round and apex tops, dies, concave, etc.

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

The machine is equipped with 18 ft. flexible cord.

Electric switch and connections.

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



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

Write Today for Prices

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



BEFORE



AFTER

TWO ADRIAN PRODUCTS

Here is a BEFORE and AFTER photograph of the Quincy High School steps which were entirely covered with yellow stains and black scum and dirt.

The lower steps show what ADRIAN'S P D Q and SPEEDIE did to restore the natural, clean appearance of the Granite. The entire job was done by two men in less than two days, using less than 2 gallons P D Q and 10 lbs. SPEEDIE.

P D Q sells at \$7.00 per gallon. 4 gallons \$28.00
SPEEDIE sells at \$9.00 for 10 lbs. 25 lbs. for \$15.00

Write for small sample of these products today!

MANUFACTURED ONLY BY

THE MSA ABRASIVE MASK

Total Weight less than four pounds

The MSA Abrasive Mask, one of the more recent developments of the MSA Dust Research Laboratories, is a lightweight and comfortable unit, capable of giving complete protection to the wearer from the heavy concentrations of fine dust present in shot and sandblasting rooms, yet sturdy enough to stand up under the impact of high-velocity abrasives. Its protective efficiency and durability have been thoroughly tested and proved by months of service on both shot and sand-blast work.

MSA Abrasive Mask, complete, \$35

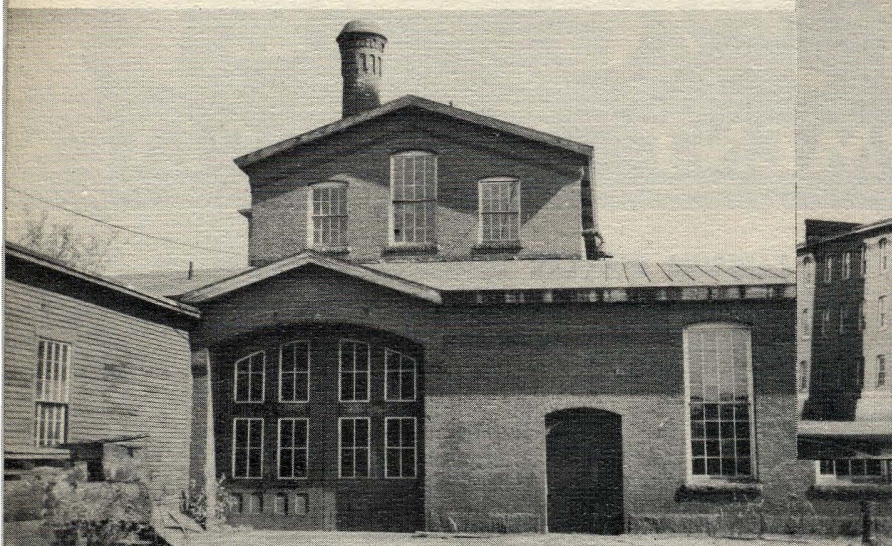
MADE BY

MINESAFETY APPLIANCES CO.
PITTSBURGH, PA.

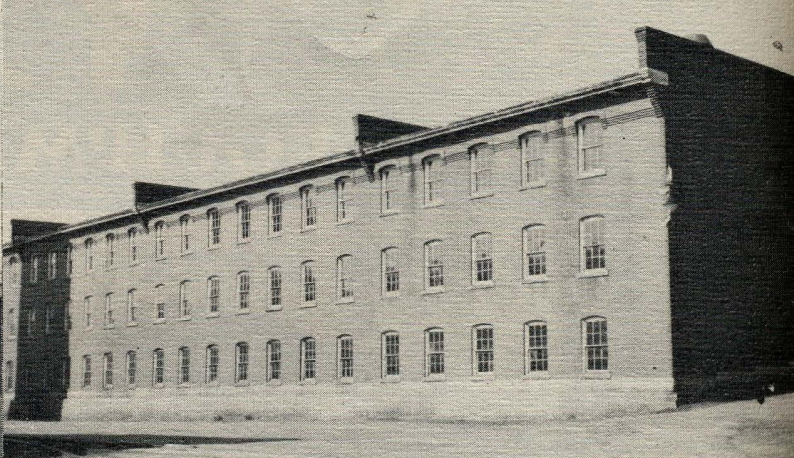


WM. M. ADRIAN, 48 Penn St., QUINCY, MASS.

DAWSON-MACDONALD CO.
178 Purchase Street, BOSTON



This photograph shows part of the Foundry of the Harrison Abrasive Corporation. This building is 235 feet long by 85 feet wide and it is estimated that its yearly capacity will be 25,000 tons.



This three-story granite and brick building, owned by the Harrison Abrasive Corporation, is 230 feet long by 35 feet wide. It will be used for storage purposes.

HARRISON ABRASIVE CORPORATION

MANCHESTER • NEW HAMPSHIRE

Manufacturers of a new Heat Treated Chilled Shot and Diamond Grit. Our plant's being newly equipped with the latest improved machinery enables us to produce a superior metal abrasive which will wear long.

Our special heat treating equipment produces shot and grit very tough and strong. It is to your interest to try it, both for sawing and polishing. You will be surprised at the results. Being independent manufacturers insures the consumers a low reasonable price always. No jobbers or middle men. From manufacturer to consumer one profit; one quality---the best.

Send us samples of the sizes you are using; we will match any size.

Order today and save money.

Please remember

WE NEVER COMPROMISE WITH QUALITY.

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Guardian MEMORIALS



Where is the monument dealer who would not wish to possess a designing department second to none in the industry—a complete department staffed by trained, talented men who have achieved the highest rating in their profession? Beyond YOUR facilities? **DECIDEDLY NOT**—for the Jones Brothers Company places such an advantage directly and completely in the service of every dealer in Guardian Memorials.

In a sense ours, this famous designing department, belongs essentially to the dealer. It is his for research and counsel. It is his for the creation and submission of outstandingly beautiful and appropriate designs to meet his suggestions and his client's approval. It is his for the purpose of accepting and carrying out any project from a modest monument to an imposing mausoleum. It is his as a selling and service foundation with which he may successfully and profitably meet the challenge of his competitors.

This organization's policy is ever to give such close cooperation that the dealer forms the habit of considering the Jones Brothers Company as an actual part of his own business, ready and helpful in every circumstance to further his business advancement. We ask interested dealers to make further inquiry.

THE JONES BROTHERS COMPANY, INC.

Established 1882

10 High Street, Boston, Mass.

Quarry & Works, Barre, Vermont

ABENDROTH STUDIO



The Original Abendroth Studio China Portraits

Photographs burned on china for monumental purposes are everlasting and imperishable. Finished in Plain or Natural colors.

NOTICE:

We now take orders for special Porcelain on copper, with fastener (pat. appl. for), only one size, 3x4 oval for the present.

THE ABENDROTH STUDIO

7008 S. Paulina St. Send for price list Chicago, Ill.



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

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

DEVOE

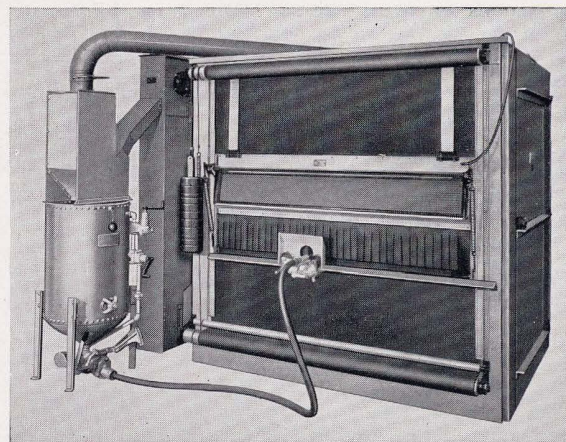
GRANITE COMPANY

WAUSAU, WISCONSIN

Quarriers and
Manufacturers

Wausau
Memorial Granite

Modernize Your Plant with New RUEMELIN Equipment



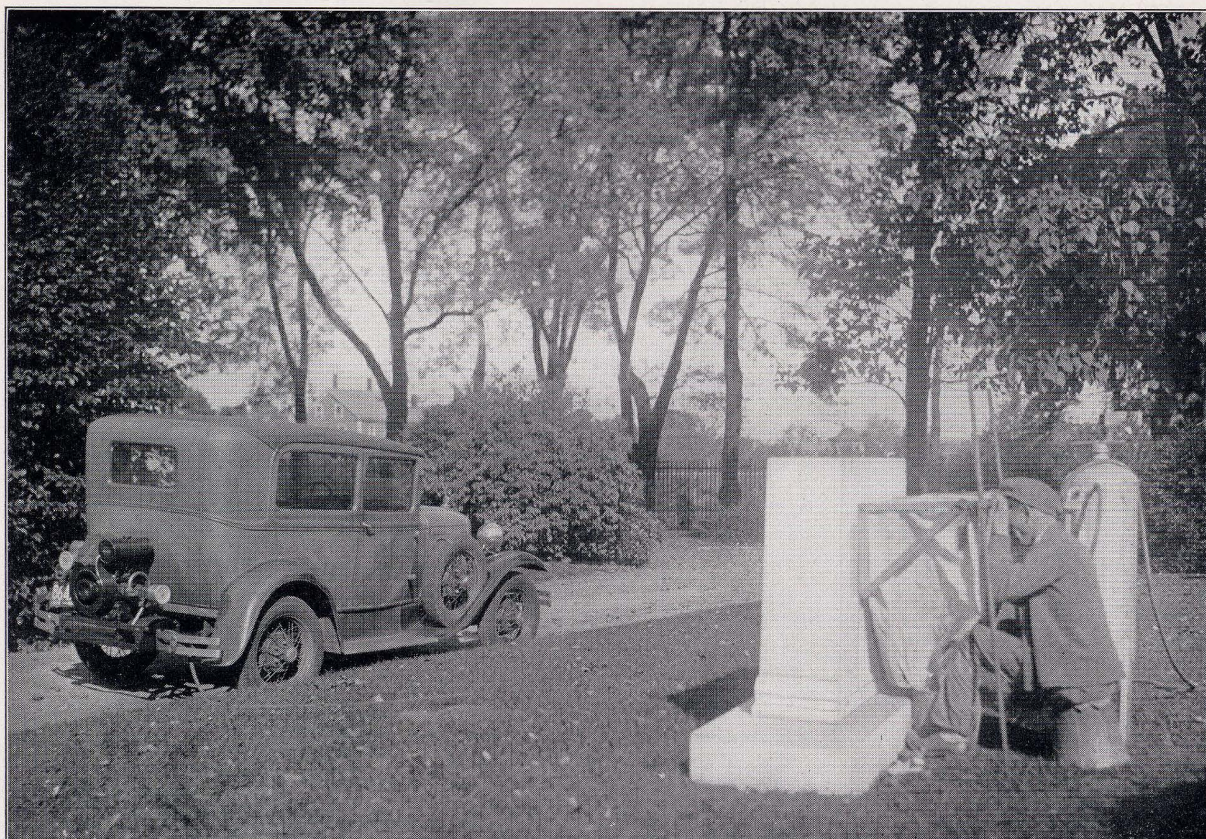
Ruemelin Memorial Art Carving outfits are preferred by experienced craftsmen. Durable blast machines, simple control, perfect lighting and accessibility to the carving zone are features to provide when selecting new equipment.

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

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

RUEMELIN MANUFACTURING CO.

3844 N. PALMER ST., MILWAUKEE, WIS.



This photograph taken back in 1932 is interesting in connection with that in P. K. Lindsay Company's ad in this issue as both show cemetery sandblast jobs by Kimball Brothers of Salem, Massachusetts. They purchased the Lindsay Compressor shown on the back of the car for this type of work with their sandblast and portable cabinet and also for their outside pneumatic tool work.

Last year they added the more easily handled blast and

curtain shown in the later photo to use with the same compressor which is now starting on its seventh season. They report they are very well pleased with the outfit and that it has paid for itself many times. This compressor is so compact and portable that it can be mounted on a substantial luggage carrier or carried in a pick-up truck or it can be furnished with a special auto trailer mounting which also carries the blast and curtain.

Rail Savings for the National Convention of Memorial Craftsmen November 29, 30, December 1, 2, 1938

The managing officers of the Association hope to make the next convention one of unusual interest to the memorial industry. It will be at the Hotel Stevens at Chicago.

They agree with Ralph Hitz, President of the National Hotel Management Company, that the annual gatherings of business, civic, educational and other bodies attract increasingly large numbers of men and women.

News is still a vital element in human progress, if we may take a composite reason as the one compelling interest of convention delegates.

They want to see with their own eyes and hear with their own ears—and no published account of sessions or minutes of meetings will satisfy.

We realize that the great majority who will attend the convention will travel by motor. Those who make use of railroads should keep in mind the fact that railroad West of Chicago make reduction in round trip fares.

Those travelling by railroad to the Chicago convention from points West of that city may make a considerable saving by buying round trip tickets; this does not apply to points east of Chicago. Railroads do not make special convention rates. This practice was discontinued in 1936.

Arrangements will be made whereby those driving their own

cars will be able to avail themselves of either indoor or outdoor parking space at reasonable rates.

An example of the saving that may be made: One-way fare, pullman, from Minneapolis to Chicago, is \$12.21, the round trip allowing a 30-day stayover \$18.35. Coach fare from Minneapolis to Chicago one way is \$8.15, round trip \$15.50. Other points West of Chicago are reduced in proportion; make inquiries of your local station agent.

Begin to plan. Mark down the dates—November 29, 30 and December 1 and 2.

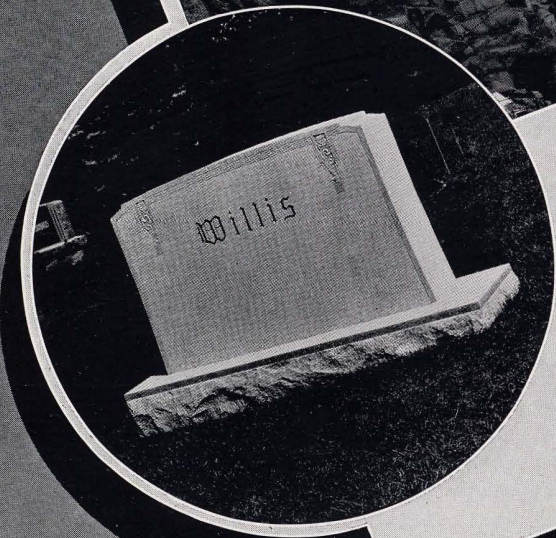
GLASS MARKING INK WITH SIMPLE GLYCERINE FORMULA

When an ink-marking on glass is desired, an effective ink for this purpose is easily made with the following formula:

Glycerine	40
Barium sulfate	15
Ammonium bifluoride	15
Ammonium sulfate	10
Oxalic acid	8
Water	12

All parts by weight. The viscosity may be adjusted with water. Use the mixture in a hood or a well ventilated room. To speed the action, up to 5% of sodium fluoride may be added.

Pirie's SELECT BARRE GRANITE



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

**BARRE
VERMONT**

MONUMENTAL NEWS



The Monumental News Publishing Company

.. ESTABLISHED 1889 ..

114 SOUTH CARROLL STREET, MADISON, WISCONSIN

B. S. WHITAKER, *President*



Editorial

Vol. 50, No. 5
May, 1938

SIDE LINES AND IDLE OVERHEAD

IN ALL LIFE, business or organic, growth is accompanied by changes. Whether this evolution is progress or retrogression is debatable, but none can question the necessity of adjustment to meet these changes, for too many of us already know that the compassion of the banker in business hours is Nature's only Rival. That the Monumental business is no exception to natural laws, is obvious; that our industry is suffering from natural indigestion of adjustment is also clear; that our Retail members, obviously by far the most important element in the industry, are as yet the least adjusted in a transition from making to selling is not so generally recognized. In the main the Memorial Craftsman of Yesterday is becoming the Memorial Architect of Tomorrow and in the process he is having to lighten his heavy and expensive gearing to effect the Chrysalis.

What is this burden? Primarily it is Idle Overhead. Particularly in smaller communities where even the finest of creative selling has practical limitations. There the general practice is to either hire a man or two and work oneself part time at least in manufacturing to cut down this overhead. Often one has too few men in the Spring and too many the rest of the year. And even where the retailer is an accomplished designer and salesman, he still finds himself and his employees, craftsmen or salesmen, with limited opportunities. Do Side Lines offer any great hope?

For some time we have investigated this problem and we are inclined to believe that the opportunities are larger than might be thought. We do not believe that like the old Apothecary we can become the Modern Druggist—The General Store of the 20th Century, but we do believe that we can develop a considerable amount of business in lines not strictly monumental, until such a time as the 'Build While You Live Idea', with proper and intelligent promotion, becomes an actuality.

Several months ago we asked our readers to send in stories with pictures, if possible, of their successful efforts in sidelines. We offered and still do a year's subscription (extension or additional copy) for any published article. We asked Supply firms, portable and stationary Compressor and Sand blast manufacturers to write those they have sold. We are now contacting Bronze and Statuary firms, cleaner manufacturers, and many others. We expect some worth while results. In the meantime won't you, who have been successful in these lines, share your experience with the rest? The dividends should be handsome. We hear stories of retailers who have doubled their Monumental cleaning by promotion; we hear of portable compressors and idle workmen kept busy by a blind ad in local papers on painting houses, whitewashing barns, etc. (all done with a \$4.75 spray gun and a portable compressor). We hear of those who have sold iron fences and gates, bird baths, fountains, garden furniture, etc., we understand that several have been successful as landscape architects, even as consultants where Cemeteries insist upon doing the work; we know that many have done well with religious statuary (the most unusual avocation we've encountered is the selling of no-monument Cemetery lots, which we found were taken in payment for the entrance, but we pledged secrecy on this). It would seem that selling lots in privately owned cemeteries might work in some cases, however. This month on another page we feature our first Side Line Story of how the pioneer firm of Haldy Memorials, founded in 1845, sandblasted a Linoleum frieze for a new high school, which proves here's one old dog that can be taught new tricks. Won't you write us your story?

ELSEWHERE in this issue that eye-opening revelation of the No-Monument Cemetery Racket, which appears in a recent issue of "KEN", is reprinted. . . . Elsewhere this month a respected member of our Craft urges letter to the "READER'S DIGEST" suggesting "Gold in the Graveyard" as worthy material to counteract "Light Like the Sun" and the Bruce Barton article. . . . We pause to wonder whether or not such a reprinting will really help us. . . . Isn't it just possible that our innocent feathers may be tarred by the same brush? Isn't it just possible that the good suffers with the bad in such exposals? We don't know, but we're still wondering. . . . As we go to press Labor storms resound from the many production centers and everywhere labor clouds are ominous. . . .

As near as we can determine and analyze at this early date, the impetus came from the building trades depressed for many years into a less than one hundred day work-year . . . and now it looks like we're taking the rap as the Building Tail wags the Monumental Dog, virtually Hijacking the Industry by playing districts against one another. . . . Of course when you read this all may be bright and sunny. . . . And that's that until next month.

EDITORIAL POT-POURRI

GOLD IN THE GRAVEYARD

By ARTHUR BARTLETT

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KEN Magazine

FOR thirty-two years the two maidens had kept house for their three brothers, there in Dayton, and life had been placid and uneventful. Then, one by one, the brothers had died, and now the last one was gone, and their entire life savings of \$5,700 were tied up in the Building and Loan—and only worth about half the face value—and they hadn't even been able to pay the undertaker for Brother's funeral. And then this nice man had come.

The way they understood it there was some new ruling by the Governor, or something, and this nice man was going to get them the full face value of their Building and Loan certificates within two years, and pay them \$10 a month on it in the meantime. But he talked so fast that, land sakes, a body couldn't get it all straight at once. They didn't know. . . . They weren't quite sure. . . .

He was so nice and sympathetic that he decided to make a special arrangement whereby they would get an immediate check to pay the undertaker's bill of \$482.98. So Miss Sarah and Miss Mary went upstairs to get their Building and Loan certificates from the back of the bureau drawer. It wasn't until several days later, when a niece came to visit them and began reading the fine print on the official papers, that the old ladies realized that they had exchanged their Building and Loan certificates for 22 lots in a cemetery called Crown Hill Burial Park.

The cemetery was real—quite a beautiful park, indeed, of 256 acres, between Cleveland and Akron, with an imposing entrance gate, a funeral chapel, and even some people buried in it. But the Misses Palfrey didn't want any cemetery lots. And because the nice salesman hadn't said anything about selling them cemetery lots, the District Attorney got their Building and Loan certificates back for them. Therein their case differed from thousands of others.

The salesman had outsmarted himself. Perhaps he hadn't paid close enough attention in the salesmanship class conducted by the Crown Hill Development Trust back in Cleveland. Anyway, while he was selling the Misses Palfrey by his somewhat evasive methods, a large crew of his fellow-alumni of the salesmanship class were selling many of the Misses Palfrey's fellow-holders of the depreciated Building and Loan certificates by franker tactics. That is to say, they at least admitted they were selling cemetery lots. It was almost uncanny—unless you could figure out that they had a sucker list—how they headed,

High pressure promoters discovered an easy-to-sell item in the bronze-markered "democracy in death" Memorial Park. Folks with money tied up in depreciated securities are first on their sucker list. They trade cemetery lots for whatever you have, promising to pay full value plus profit on your securities when and if they sell a flock of graves for you. Meanwhile cashing in your securities and pocketing the market value. You wait for graves to sell, ignorant of the fact that the promoters have provided our cities with enough cow-pasture Memorial Parks to inter two centuries of not-yet-born.

like ferrets, straight for the homes of the holders of the distressed certificates.

But why should anybody in Dayton want to buy cemetery lots 200 miles away, between Cleveland and Akron? The answers to that are what the salesmen had learned in class. The Building and Loan certificates were frozen and depreciated. Too bad. But here was a golden opportunity to realize the full value on them. All you had to do was to sign this contract, whereby you acquired burial rights in Crown Hill and authorized the Crown Hill Development Trust to resell them for you at double the price you paid—and maybe more. In the meantime the company would pay interest on your investment at the rate of 50c a month on each \$100 lot—until they were resold. Certainly that showed how sure the company was of reselling within a couple of years, at the outside. Why, they'd be practically forced to sell at handsome profits? People had to die, didn't they?

And so the graves were sold, and the salesmen took the stock, and the buyers got impressive contracts with phrases like "Guarantee to Purchaser" and "Full Amount" in big letters. The contracts, sure enough, authorized the company as the sole reselling agency—but didn't say anything about when, if ever, the reselling was to be accomplished.

Anyway, the salesmen got the Building and Loan certificates, and took them to local brokers to be converted into cash, at the market value; and if, as in the case of the Misses Palfrey, it had seemed wise to offer an immediate cash return, it was just a matter of mathematics to figure out the deal so that there would be a surplus over the regular price of the lots.

For two or three years, the 50c a month on each lot (amounting to 6% interest on the investment) came in; but the number of lots resold was only about big enough to supply the salesmen with a dossier of testimonial letters to show to other prospective customers. And then the owners of graves were notified that it would be impossible to pay interest any longer. (If the customers got the impression that this was because of some new state law, as many of them did, it made them all the more amenable.) And they were presented with new contracts to sign, which would relieve the company of continuing to pay the 50c a month on each lot. Instead, the company proposed to boost the reselling price 25%, thus getting the customer a "bonus"—when the reselling was accomplished.

Shortly after that, dissatisfied customers began bringing lawsuits, and a Grand Jury investigation got under way. That was bad for business, and the Crown Hill Development Trust quietly folded up, turning the cemetery over to another outfit. At the same time that the Crown Hill boys were working Dayton, salesmen for at least three other cemeteries, one in Cleveland and two in Cincinnati, were also mopping up. And the same thing is still happening with only minor variations in detail, all over the country.

Up to the early 1920's, the real estate sharks and the high-pressure promoters had overlooked God's Little Acre. Then somebody conceived a new kind of cemetery: a Memorial Park, with no old-fashioned monuments and gravestones, but with sedate bronze markers set flush with the ground in a landscaped setting. And then the promoters woke up to discover that out of the \$500,000,000 spent every year in this country to dispose of the dead, 90% was going to undertakers, and only 10% to cemeteries. Despite that, they found that wherever cemeteries were operated for profit—most of them having been non-profit institutions—they rated second only to pawn-broking as a safe, profitable investment. Obviously, it was time to muscle in.

As a promotion, the Memorial Park was a natural. In the first place, being a cemetery for the motor age, it was situated out on a highway, where land was cheap. All you had to do was to buy options on an old cow pasture or woodlot, and instead of sub-dividing it into a few dozen house lots, you sub-divided it into thousands of grave lots. As the money came in, you paid off your mortgages and development expenses, and cleaned up. Accordingly, Memorial Parks began to blossom all over the land, complete with roadside billboards, neon lights and free public concerts to bring in the customers. A Detroit promoter installed an organ loud enough to justify his boast that "anyone driving within a radius of four or five miles of our Park hears this beautiful music floating through the air"; and as a result of this and other promotional activities he was able to boast further that the cemetery "has received more publicity, week after week, than any other Detroit institution with the exception of the Detroit Tigers."

But promoters are impatient fellows, as a class—much too impatient to rely on the old-fashioned method of selling graves only to people who are interested in a place to lay their weary bones. Not but what they are willing to sell them for Utility, as they delicately put it. Oh my, no! Obviously, if you are selling graves, families that have sick people in them, or people so old as to be contemplating eternity, are better prospects than those full of health. That's where the men known in the trade as "bird dogs" come in. They spot the about-to-be-stricken homes by various means: neighborhood conversation, contacting interns, nurses and doctors' receptionists. After the "bird dog" has reported to the Home Office, the salesmen lose no time in following up the tips.

The smart promoter, however, sees no reason why even the healthiest families shouldn't help put his project over. Or, as the beautifully illustrated brochure of Restland Memorial Park in Hanover, New Jersey, puts it: "A happy sense of peace and security comes to him who has provided thoughtfully and well for the future of his loved ones. The ownership of a burial plot, in advance of need, is as wise and thoughtful as the purchase of life insurance, the making of a will or other forms of family protection. Nothing can be gained by delay, and much may be lost."

If you have followed the signposts to the cemetery, from the big billboard advertising it on the highway, and gone in past

the sign that says, with gross understatement, "Public Welcome," the salesman meets you at the little entrance cottage with "Information" over the door. He takes you over the grounds and to inspect the chapel—"inspired," as the brochure points out, "by the St. Giles Church at Stoke Pogis, England, immortalized by Thomas Gray's *Elegy Written in a Country Churchyard*." Inside the chapel, he points with particular pride at one modern touch which is absent in the Stoke Pogis church: a yawning grave in front of the altar, with "a special lowering device which permits one to have the entire funeral ceremony in the Chapel itself, even to commitment"; after which, of course, the corpse can be taken out and put in his own grave before the next one arrives. He shows you, outside, the formal garden, and the little fountain-statue of Pan, and shows you a picture of the Tower that is to be built. He expands on the theme of bronze markers versus gravestones, pointing out that in old-style graveyards "the rich are still rich and the poor are still poor," whereas "Restland Memorial Park with its uniform markers of imperishable bronze fully exemplifies the 'democracy of death' and is more in keeping with the Christian philosophy of life and the hereafter"; and then hastens practically on to point out that: "These tablets make possible perpetual care at minimum cost because they lie flush with the lawn, permitting one man to cut 31 acres of lawn in a single week." If a funeral procession arrives while you are there, the salesman calls your attention (quite needlessly) to the funeral music flooding the Park, and explains that it comes from a loud-speaker in the studio, where a record is being played. But by the time the funeral party has settled down to burial exercises, and the loudspeaker is giving forth *Beautiful Isle of Somewhere*, the salesman is pretty sure to have you in a little office, with the door closed, and to be talking more and more in terms of finance, rather than sentiment. He is willing to admit that the cemetery business is just about the most lucrative business in the world, and that the company is in it to make money—but is willing to let you make some, too.

Then, with pencil and paper, he gets to the figures. Here's the way they go at Restland: "Four graves in an ordinary cemetery will cost you about \$600. Then you'll have to pay around \$500 for a modest monument. For perpetual care, you'll have to put down \$300 more. Total, \$1400. Now the total cost of 16 graves in this Park, with perpetual care, and with no monuments allowed, at our Pre-developed price, is \$900. So you save \$500 right off the bat. But you don't want all these graves. So you let us sell 12 of them. Now when this Park is completed, say in a couple of years, those graves in a beautiful spot like this are certainly going to be worth as much as graves in the old-style graveyards. So let's say \$500 for each of the three four-grave plots you don't need. That's \$1500. Less \$75 selling commission, \$1425. Subtract your original \$900 from that and you have made a profit of \$525. And you have your own plot free."

The salesman is always conveniently ignorant about the actual number of lots that have been resold; but he has a sheaf of glowing testimonial letters. And he points out, persuasively, that when you invest in graves, your demand is assured by law—the law of nature that says people must die.

The only question seems to be: When will the demand catch up with all these magnificent new cemeteries? Around New York City, which Restland aims to serve, there is enough cemetery space so that the New York state legislature has put severe restrictions, amounting almost to a prohibition, against the establishment of any more cemeteries within a radius of 75

miles—which explains why Restland and several others have been built in nearby New Jersey, within the radius, but outside of New York jurisdiction. And out in Cleveland, which Crown Hill aims to serve, a banker put his statistical mind to work several years ago and figured out that the city had adequate grave space, in its established cemeteries, to take care of all the people who would die there in the next 200 years. It begins to be easy to see why so many smart promoters have preferred to sell their graves for Investment rather than for Utility—and let somebody else wait for the prospective tenants to die.

Mr. Christian William Beck, the smart man who promoted Crown Hill, is only one of many throughout the country, but he will serve as an example. Mr. Beck, before he turned his benevolent interest from the living to the dead, was the promoter of a huge home-building project in St. Louis, which failed, with losses of \$242,000. As a result of this enterprise, Mr. Beck was obliged to spend considerable time in court, and was even ungratefully sentenced to three years in the federal penitentiary on a charge of using the mails to defraud; but the Court of Appeals upheld his contention that he had been misjudged, and acquitted him.

After this disillusioning experience with houses for the living, Mr. Beck's imagination was caught by the possibilities of beautiful homes for the dead; and proceeding west, he created his first memorial park outside of Tulsa, Oklahoma. The next year, he moved on to Oklahoma City, and another mortuary garden spot took shape under his egis, with only minor legal run-ins.

Ready for bigger things, he headed east, settled on Cleveland and began to plan Crown Hill. He found his site on the Akron road, near the little town of Twinsburg. The 256 acres cost approximately \$180,000. Then Mr. Beck proceeded to do some organizing. In Ohio, and many other states, cemeteries must be non-profit institutions, under the law. If you are a salesman, selling for Utility, you stress that point. But there is nothing in the law to prevent the cemetery from letting a separate corporation sell the lots—and make the profits. So Mr. Beck formed two corporations, Crown Hill, Inc., the cemetery, and Crown Hill Development Trust, the money-making organization. Mr. Beck started by selling his \$180,000 property to the Development Trust for slightly more than \$500,000. That made it, of course, \$500,000 property. Then his Development Trust deeded the property to his cemetery corporation in return for an agreement whereby the Development Trust became sole selling agent for grave lots in the cemetery, and would receive 60% of the selling price of all lots sold. The other 40% was to go into development of the cemetery and a perpetual care fund. The cemetery was then laid out in 35,000 lots, marked at prices which would bring in a total of \$4,375,000. But, of course, the Development Trust was to get a mere 60% of this, or \$2,625,000. Out of that, it would have to get back the \$500,000 that it had paid for the \$180,000 property, and pay its salesmen, to say nothing of the expense of running classes in salesmanship, getting lists of likely prospects, and advertising for new salesmen whenever alumni got pinched, went over to other cemeteries, or otherwise faded.

Apparently the necessity of turning over 40% of the money received to the cemetery corporation was somewhat irksome, because when a lot owner brought suit a few years after the Park started, and the books had to be produced in court, it appeared that instead of putting cash into the perpetual care fund, the trustees had been putting in their own land contracts. The

court decided this was not cricket, and ordered a full 40% in cash turned in, as advertised.

But there is more than one way to skin a cat. Shortly after the issuance of this court order, two new organizations came into being. One was the First Commonwealth Trustees of Chicago, with one Mr. Ralph Stickney as head man. Mr. Stickney had formerly been one of Mr. Beck's associates in Crown Hill. The other was the First Refunding Company of Cleveland. Oddly enough, the chief business of both these high-sounding companies turned out to be the selling of graves in Crown Hill Burial Park. It seemed that they were able to buy the lots from the Crown Hill Development Trust at considerably reduced prices (which, of course, also considerably reduced the 40% to which the non-profit cemetery corporation was entitled and could then resell to the general public at the old scale of prices—and still hold out bright hopes of later resales at double-the-money, or better.)

The First Commonwealth Trustees concentrated on the states west of Chicago; like the Crown Hill Development Trust, it aimed its efforts at people with depreciated bonds and other negotiable paper. Large numbers of bondholders in western states received this cheering letter to sign and return:

"Yes, Sir! I certainly would be interested in a plan designed to get me out without a loss on securities now selling at around 50% of what I paid for them.

"Since it does not obligate me in any way, you may send me full information about your plan.

"You may also furnish prices, and any other data you may have available, on the issues I am listing on the back of this letter."

A nice, compact letter, which had the virtue of coming right back to the writer, if his prospect was ripe, with a good and authoritative estimate of the prospect's ability to buy lots in Crown Hill.

Just to show how salesmen can sometimes muffle sure things: out in Omaha, Salesman Albert Deutsch, got securities with a face value of \$1700 and a market value of \$300 from a cook. He learned she had more money, went back to try again. But by then she had learned about cemetery sales; he got arrested for obtaining money on false pretenses, to which he pleaded guilty.

But when, in 1936, with lots amounting to about \$2,500,000 in selling price having been sold, one of the customers brought suit against Mr. Beck and Crown Hill, charging fraud, the troublesome customer was promptly bought out. And when another litigant took up the torch, and was followed by a Grand Jury investigation, Mr. Beck quietly withdrew from the whole business, to take a try at oil. Crown Hill was taken over by one Emery Komlos, who had promoted the competing Sunset Memorial Park. Mr. Komlos also took over a third cemetery, Whitehaven Memorial Park, and welded them all together in the Metropolitan Memorial Parks. But, alas, Mr. Komlos soon ran into difficulties because of his Bond & Share Corporation, which had been selling stock in Sunset Memorial Park and which the Federal Securities & Exchange Commission charged with fraudulent use of the mail. So Mr. Komlos discouragely turned the whole business over to a Cleveland attorney for re-financing. A few months after that, Mr. Komlos jumped out his hotel window and killed himself. Fortunately, he had been thoughtful enough to provide himself with plenty of resting place.

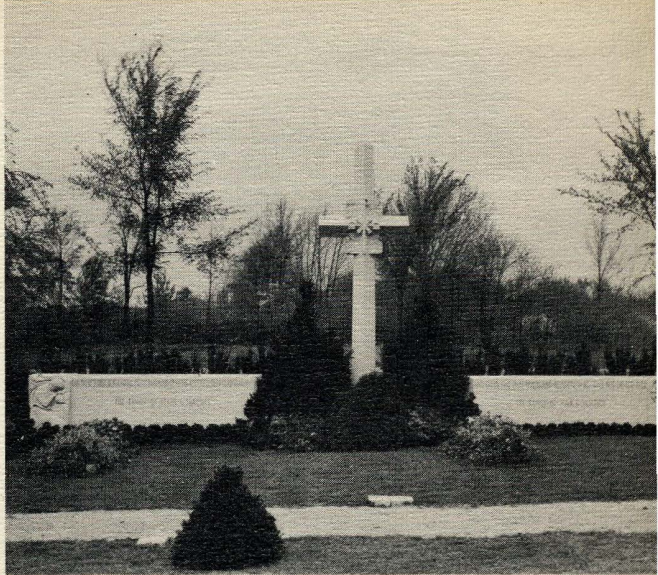
MONUMENTAL NEWS

REVIEW OF MEMORIAL ART



AN ACHIEVEMENT IN COMMEMORATIVE ART

The Shattuck Memorial in New York City Strikes a New Note in Significance and Architectural Beauty.



“FINE ART,” said Ruskin, “is that in which the head, the hand and the heart go together.” Since the heart plays a rôle so important in memorial art, it remains only for the designer to use his head and hands skilfully that we may attain the heights of fine art in what is perhaps the oldest of the arts and crafts. Fortunately for the future of the memorial idea in America, this fusion of head, heart and hand in the creation of significant beauty is rapidly becoming more general in the craft. Notable among the recent examples of appealing significance and beauty—a product of heart, head and hand—is the superb Shattuck memorial in the Cemetery of the Gate of Heaven in New York City.

Artist-architect, sculptor, client and craftsman collaborated in the creation of this unique memorial in memory of the family that heads the famed Schrafft candy stores and restaurants. Erected in a Roman Catholic Cemetery, the impressive monument is an admirable combination of architectural beauty and significant sculpture. An attenuated Latin Cross, diamond shaped on plan, is flanked by elongated screens, the composition tied together by a resourceful setting of trees and shrubs.

At the Crossing, architect and sculptor have featured symbols of the four Evangelists and the Sacred Monogram of Our Blessed Lord. The allegorical figures, used as terminals for the screens or tablets, symbolize Adoration and Humility. The figure at the right holds in her hand the lamp of Eternal Life, while the figure at the left holds the Cross and Orb symbolizing the triumph of Our Saviour over the sins of the world.

Designed in three units, a significant note, the memorial features an inspiring Biblical quotation which beautifully sustains the ecclesiastical theme of the memorial. Spanning two plots occupied by two branches of the family, this unique memorial is but another example of the contemporary memorial art in America which is rapidly establishing a standard of architectural beauty and significance unrivalled anywhere in the world.

A noteworthy feature of the memorial is the warm toned and richly textured material which was selected for a medium. Quarried in North Carolina, the material used in the Shattuck memorial is known as Carolina Pink Granite. Designed by Presbrey-Leland Studios, the Shattuck memorial was carved in the shops of the Harris Granite Quarries Company at Salisbury, North Carolina. The sculptured bas-reliefs and symbols are the work of Rene Chambellan, one of the foremost architectural sculptors of our time.

TWO BEAUTIFUL MARBLE VASES ERECTED IN THE SOUTHWEST

*N*O Monumental form is more venerable than the Urn. In the history of all peoples we find early evidences of a human hunger for beauty, often before more basic needs of food and shelter have been satisfied. It is not strange that the domestic receptacles of early peoples were the first mediums of artistic expression. From this homely beginning, the Vases of every advanced civilization such as the Egyptians, Grecians, Romans, Chinese, Indians and others were works of exquisite beauty.

The Urn Memorial stands alone in the realm of pure Aestheticism and its fitness as a memorial theme, both by heritage and present-day appeal stands unchallenged. Here are two fine examples that grace and enhance the beauty of their cemeteries. Their origin is from the votive pedestal Vases of classical times. Each has a charm all its own despite the close relationship. The Schultz vase was designed by Ed Cody of Ed Cody Memorials, Clay Center, Kansas. The Ashby is a copyrighted work of Roberts Memorials, Inc., of Dallas, Texas. The Schultz Monument was manufactured by the Vermont Marble Co., finished in their Crystone treatment. The Ashby is a product of the Georgia Marble Co., of their polished Etowah Pink.

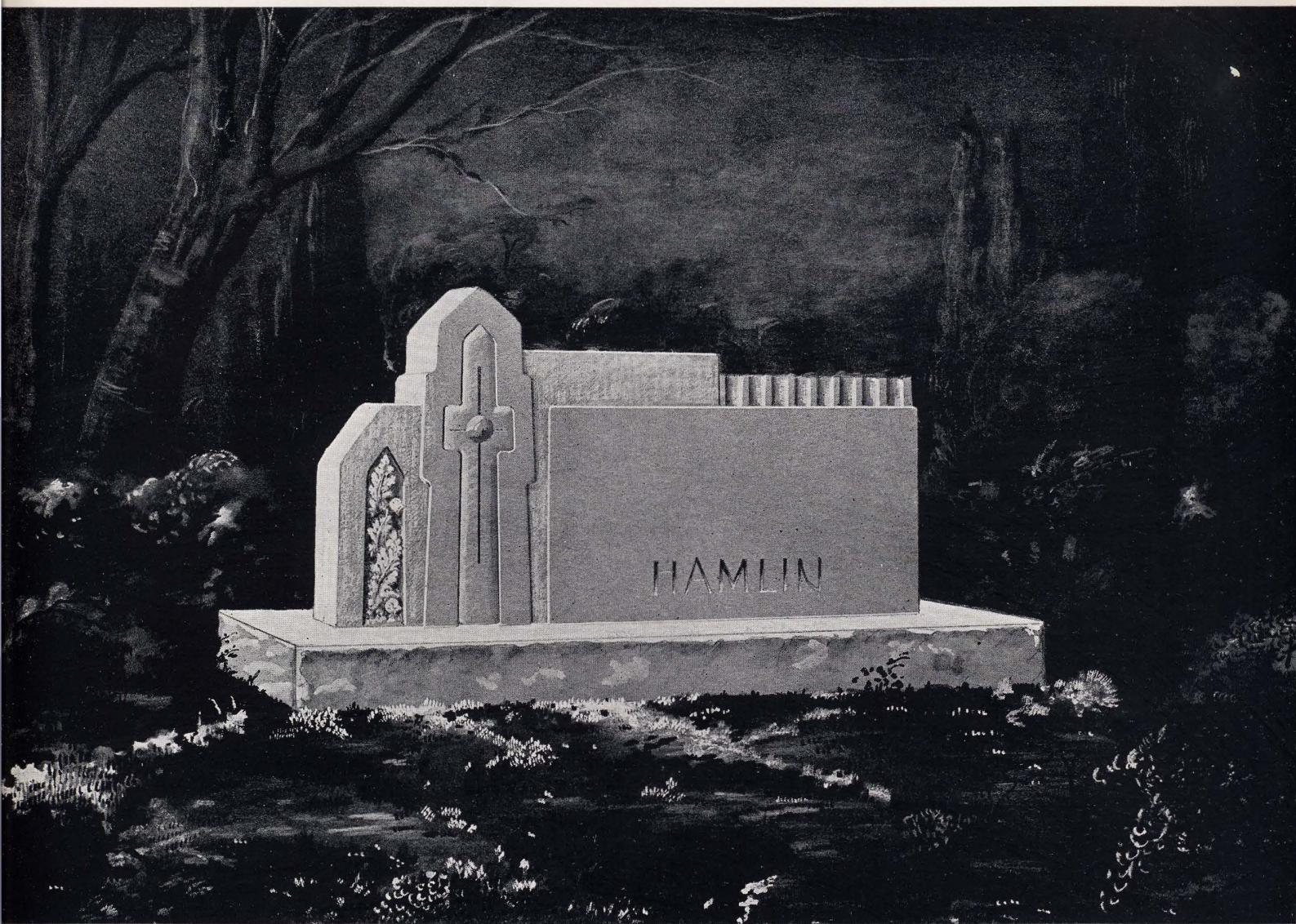




*ATTRACTIVE
CANOPY MEMORIAL
OF MODERATE COST*

*H*ERE is a Monument of distinction and yet well within the means of the average client. While there is some extra expense involved in the cap treatment, the fact that it is a six-piece monument greatly reduces the material cost. Particularly noteworthy is the restraint and simplicity of this appealing design of Herbert I. Berger of St. Louis, who erected this work. Marr & Gordon of Barre were the manufacturers—Wells-Lamson the Granite.





*A STUDY
IN
MODERN RENDERING*

By EMILIO POLITI

THE monotony of rendering in the Monumental field was dramatically shown in the last Select-Barre Design Contest. Contributions from contestants outside the Industry displayed a wide variety of interesting background treatments, while those of our own people were for the most part quite similar in conception if not execution. That we can improve our presentations by a wider variety of background treatments was a valuable lesson.

In this frankly experimental study talented Emilio Politi was inspired by the rendering of the Rutherford second prize winning design in the recent Barre contest. India black ink and Chinese white on gray craft paper were employed in this interesting treatment to gain the effect of a moon light scene. A survey of modern art work in National Advertising will reveal other possibilities in this treatment.

As for the design itself Mr. Politi states, "It was merely an experimental study in asymmetry to indicate that even the extreme in this promising realm of modern design can be balanced into harmonious composition".

This design has been copyrighted by the Peerless Granite Company of Barre with whom Mr. Politi is now associated after a fine record as a designer with several of our largest retail firms as well as a few years in his own retail studio.

Trade News

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

NO EXHIBIT AT CHICAGO

At a recent meeting of the Executive Committee of the Memorial Craftsmen of America, it was decided to hold no exhibit as a feature of the 1938 convention at the Stevens Hotel, November 29, 30, December 1 and 2.

Some of the reasons which the Committee regarded as pertinent, and sufficient to justify this action, were, statements of members of the Association at the business sessions of recent conventions that exhibitions should not be held each year—that one every eighteen months or two years would be productive of better results insofar as the exhibit itself was concerned and in a far greater attendance.

A number of concerns, regular exhibitors at these events, have repeatedly stated that they would welcome a change of policy regarding this subject so that they would be relieved of the burden of exhibiting each year; also, that they would like to cooperate with the officials of the Memorial Craftsmen of America in fixing the time and place of future exhibits and in the planning thereof.

The Committee was also influenced to a great degree by the necessity of building up the membership of the Association and devoting, this year, the time usually expended in planning an exhibit, to that purpose.

The fact that the depression in business might seriously affect the success of the 1938 exhibit would seem sufficient in itself to justify the action of the Executive Committee and when coupled with the reasons above stated, their determination of the matter seems basically sound and business-like.

PRESBREY-LELAND CO. SIGNS

Brattleboro, May 24: The granite cutters union announce the signing of a contract with the Presbrey-Leland company, Brattleboro, Vt., calling for an \$8.25 daily wage until October, and \$8.50 from then until next April. The present wage is \$8.

The agreement would call back to work 60 men who had been out 10 days.

REDSTONE, N. H., GRANITE TO BE USED FOR NAVY MEMORIAL

Washington, May 21: A House committee approved a bill to appropriate \$189,000 to complete a navy memorial here. Representative Jenks (R-NH) said granite for the memorial would be purchased at Redstone, N. H., and would provide employment there for more than 100 men for about six months.

MINIATURE MEMORIALS

Although miniature granite memorials have been constructed in many different methods, a display in the C. W. Averill Company, Barre, Vt., store window reveals another unique technique of making miniature granite memorials, that is, from wood and granite dust. A. Magne, photographer of the Barre Design company, constructed the models, which are all hand-carved. Pine and veneer wood is used and the granite dust is blown on, giving a marked likeness to the Barre granite color. It requires approximately a week to make one of the models. In the display, which is attractively presented in the window, there are nine monuments, consisting mainly of vertical and horizontal tablets, Celtic crosses.

NOBLE GOES TO ELBERTON

W. F. Noble, for many years with the French Creek Granite Co., is now associated with The Elberton Granite Industries, Elberton, Ga.

DESIGN CONTEST

The Society of Memorial Draftsmen and Designers announces a competition under the sponsorship of Meierjohn-Metalcrafts-Wengler, Inc., as follows:

SUBJECT: An ornamental bronze cinerary urn in any authentic style, with the exception of so-called modern or contemporary style.

PRIZES: One hundred dollars will be awarded in prizes as follows:

First Prize	\$50.00
Second Prize	25.00
Third Prize	15.00
Fourth Prize	10.00

MENTIONS: In addition to the prizes, designs receiving honorable mention will be awarded \$10.00 each. All designs winning prizes or mention will become the exclusive property of the sponsors. Other designs will be returned to the competitors at their own request and expense.

SIZE: The urn shall be not less than twelve inches (12") or more than eighteen inches (18") in height and should have not less than one hundred twenty-five (125) cubic inches capacity.

PRESENTATION: All designs shall be submitted in elevation at full size and accompanied by a plan at one-eighth full size. Designs shall be rendered in black and white, either pencil, crayon, pen and ink, or wash, on a white board 22" x 15". The board shall have a single line border one inch from all edges, and no title or name is to appear thereon. Contestants shall sign their names in ink on the back of each design sticker.

ELIGIBILITY: Only members of the Society in GOOD standing are eligible. Contestants may submit as many designs as desired.

CLOSING DATE: All designs should be mailed directly to the Society to be in their hands not later than June 30th, 1938. Mail to 110 East 42nd St., N. Y. City, care of H. B. Buchan.

ANNOUNCEMENT

The firm of Ayers Granite Company at 11118 So. Artesian Ave., Chicago, Ill., is composed of father and son. The senior member of the firm has been identified with some of the largest building projects in the United States and is an old timer in the erection of some of the notable stone and steel buildings in the United States. The Georgia Marble Co. remembers him in the erection of the New Orleans Post Office and Custom House. He was a familiar figure in the development of the Chicago Loop where there are some very fine and complicated edifices erected of stone facing. The junior member is a graduate of the Morgan Park Military Academy and College in a course of engineering. Both members are experienced designers.



Forever beautiful

tion of beauty . . . every care should be taken to make it perfect. Experience and craftsmanship make a Stone Eternal memorial what you desire it to be . . . a memorial which can be guaranteed by our Gold Seal Certificate of Quality.

a memorial doesn't live just today; in years to come it stands as a symbol of your apprecia-

GEORGIA GRANITE CORPORATION . . ELBERTON, GEORGIA

OPERATING FOR "OVER A CENTURY"

The obituary record of George Gray Barnard in the April issue of *MONUMENTAL NEWS* refers to The Cloisters in Fort Tyron Park, New York City.

The granite used in the construction of this building was supplied by the Millstone Operating Corporation, Millstone, Conn., and made from Millstone Granite.

Other buildings recently erected and on which Millstone Granite was used are as follows:

Keating Hall, Fordham University, New York City. (This is the new classroom building)

St. Stephens Church, Arlington, N. J.

Academic Building, United States Military Academy, West Point, N. Y.

Cadet Barracks, United States Military Academy, West Point, N. Y.

Gymnasium, United States Military Academy, West Point, N. Y.

Filtration Plant, United States Military Academy, West Point, N. Y.

It is interesting to note that these quarries were opened in 1830, 108 years ago.

OFFICE HINT

If the front office or reception room rugs curl at the corners, you can obviate this annoyance by applying a simple glycerine mixture to the back of the rug. Using 5 parts of glycerine to 3 of starch, mix the starch with water to form a smooth paste and add the glycerine gradually until it spreads easily before applying. Let the rug dry thoroughly. This treatment will not stiffen the rug or make it less flexible.

MANHATTAN ABRASIVE WHEELS

for

SURFACING

**Granite, Marble, Limestone
or Cast Stone**

Used on all makes of pneumatic or
electric portable grinders

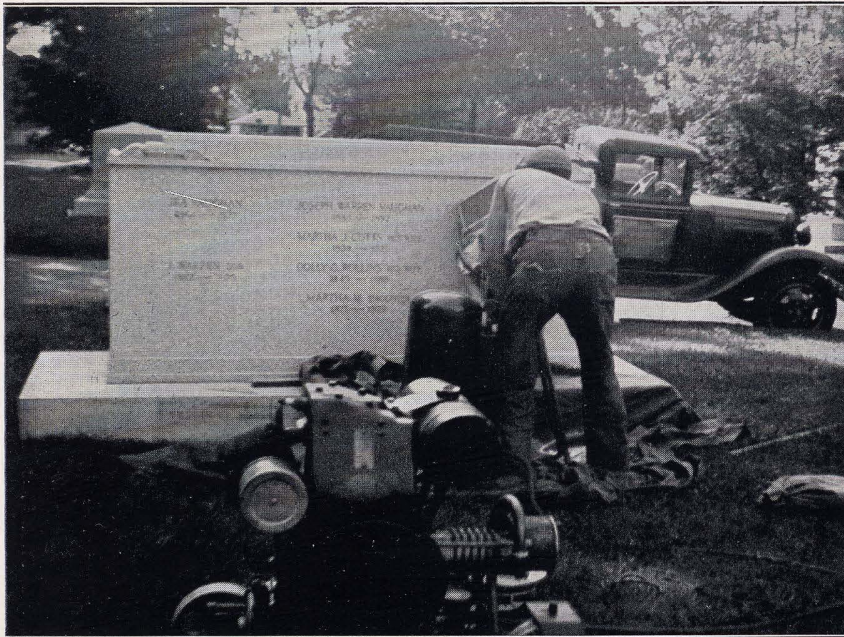
May We Serve You?

The Manhattan Rubber Mfg. Div.

of Raybestos-Manhattan, Inc.

ABRASIVE WHEEL DEPT., PASSAIC, NEW JERSEY

Manufacturers of Abrasive Wheels for 45 years



COMPLETE SANDBLAST OUTFIT

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

**BOTH LARGER AND SMALLER
UNITS ARE AVAILABLE**

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

P. K. LINDSAY COMPANY

Factory 2 210 Broadway EVERETT, MASS.

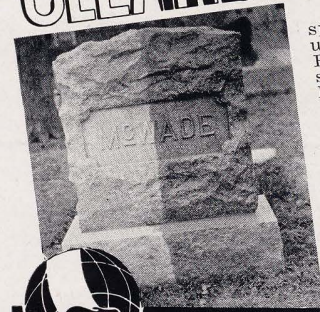
Amberg Gray Granite

QUARRIES—AMBERG, WIS.

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

E. A. Mundt Granite Company
Marinette, Wis.

CLEANS THE DIRTIEST STONES



You can make more profit this spring in your stone cleaning work using MAGNUS GRANITE CLEANER. For, it cleans the dirtiest stones quickly, surely and safely, leaving them in better condition without the danger of acid burn. 400% clear profit can easily be yours when you use MAGNUS GRANITE CLEANER on your granite cleaning jobs. Start towards this profit today. Send for 10-lb. trial order (\$8.00, money-back guarantee) or our FREE "Stone Cleaning Handbook." **MAGNUS CHEMICAL COMPANY**
15 South Ave. Garwood, N. J.

Left: Half-cleaned with MAGNUS

MAGNUS CLEANERS

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.

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

DEDO MONUMENT PORTRAITS

Dedo Jadcrest - - - Jadco Fastener



Featuring a QUALITY PRODUCT

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

J. A. DEDOUCH COMPANY

608-610 Harrison St.

Oak Park, Ill.

Trade News

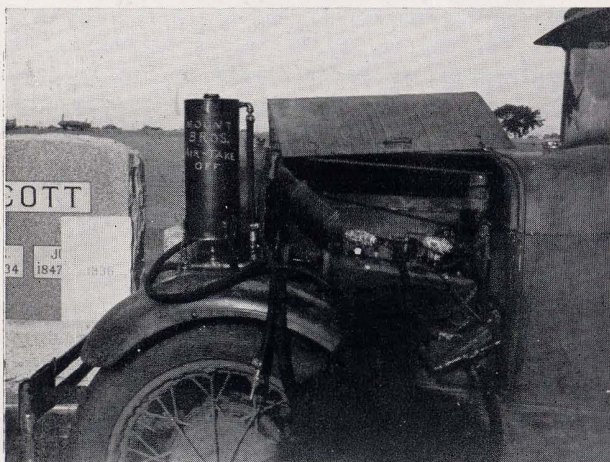
NEW MEMBER JOINS MEMORIAL EXTENSION COMMISSION

Maurice Kelley, President of the Memorial Extension Commission, announces the application and acceptance of the Harmony Blue Granite Company of Elberton, Georgia to membership in the M.E.C.

This marks the first Southern Granite Producer joining the northern and western producers in working for the principles outlined in the program of the Commission.

AIR TAKE OFF VALVES

By substituting Mount's patented Air Take Off Valves for any two spark plugs and starting the Auto engine, a most efficient air compressor and engine are combined in the same unit. This combined auto-air unit is capable of delivering up to the compressing ratio of the particular auto used. In most cars



this pressure is close to 100 pounds of air. A small utility sandblast was further developed that would hold sufficient sand for sandblasting several regular sized letters in granite. A regulation shape carving nozzle of small aperture was used. By another arrangement no sand was lost.

This can be utilized in a "Side Line for Profit," as in painting with a spray gun, fire proofing rugs and draperies, painting, waterproofing and cleaning memorials, stone in buildings, etc.

NEW REPRESENTATIVES

Norton Company of Worcester, Massachusetts announces the appointment of Milton P. Higgins as Resident Manager of the Chippewa, Ontario electric furnace plant, the position held by the late John B. Glaze.

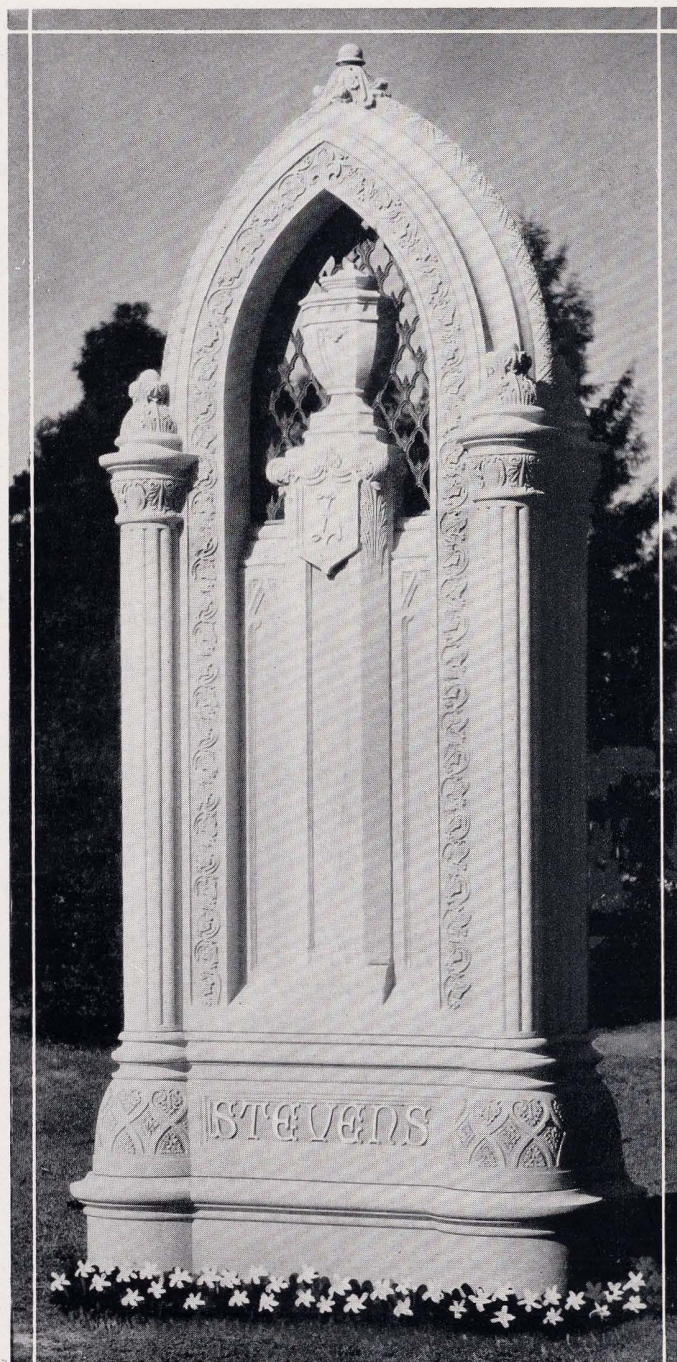
Mr. Higgins, who will assume his new duties about May 15, 1938, has been with the Company about ten years and has had experience in both sales and production. Lately he has been Manager of Sales Research. He is also a member of the Board of Directors of the Norton Company.

Magnus Chemical Company, Inc., Garwood, N. J., manufacturers of cleaning materials, industrial soaps, metallic soaps, sulfonated oils, emulsifying agents and metal working lubricants announces three appointments as follows:

Carl Geyer as sales representative in Ohio and West Virginia.

Ralph Neely becomes a resident sales representative in California.

Carl Steinberg will represent Magnus in sections of Pennsylvania.



BLUE OGLESBY GRANITE PERPETUATES MEMORIES

People who buy a memorial to give their message to generations that follow choose Oglesby with confidence because of its outstanding perfection and record of durability.

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

OGLESBY GRANITE QUARRIERS
Elberton, Georgia



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. Order today. ----- \$2.50 ea.

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

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

Quarried, Sawed and Manufactured by

MOUNTAIN PARK GRANITE CO.

Mountain Park, Oklahoma

Your inquiries given prompt attention

WHOLESALE MANUFACTURERS OF **Missouri Red Granite**

MONUMENTS, MARKERS and ROLLS

Your inquiries given prompt attention

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



Patented

OWENS LONG LIFE SAND-BLAST NOZZLE

It will give as much service
as 200 cast iron nozzles

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

Order one today or write for circular

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

Monuments, Memorials & Statuary

In all Granites, Marbles and Bronze

Imported Granites and Premiums

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

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.

Trade News

RANDOM NOTES

By J. C. Brewer

The C. D. Smith Monument Company of Canton, Ohio, has an unusually attractive outdoor display. They carry a large stock of fine monuments.

W. W. Boyd is operating the Delaware Monument Co., successor to J. J. Shea, established in 1859 and located at 26 Sandusky St., Delaware, Ohio.

C. R. Mauer recently purchased from Mr. Fuller, The Fuller Monument Works, at Delaware, Ohio. Mr. Fuller being seventy-nine years of age has retired. Mr. Fuller was very artistic and had painted murals on the walls of his shop.

Karl W. Konkle is now operating the Konkel Monument Co., at Marion, Ohio, succeeding his father. Reports Spring business slow in starting, but has improved recently.

Geo. A. Fisher of Wooster, Ohio, reports sales good, he has a very completely equipped shop and does work for many dealers in his section of the state.

Mr. Burke of P. J. Burke Monument Co., Washington Court House, Ohio, is one of Ohio's leading dealers, established business in 1868, does practically all his own designing. He has two branch offices, has enlarged his stock and reports a very good business in past two years.

NEW LOCATION

Monahan & Sons, Little Rock, Arkansas are now located at 915 Broadway. Edwin Wells and J. W. Hutton are the present owners of this business.

STONE CLEANING HAND BOOK

In line with our urging "Side Lines of Profit" as a panacea to our present condition, the Stone Cleaning Hand Book has just been received from the Magnus Chemical Company of Garwood, New Jersey.

This book will be sent you on request. It explains and illustrates methods of cleaning stone, markers, memorials or buildings, explains how to remove various stains, gives advice regarding method of developing a profitable business in such cleaning service.

CONDOR V-BELTS

Technical details of the functions and construction of the V-belt are described in a form that will be clear to the layman in an attractive four-page bulletin (#6868) describing Condor Whipcord V-Belts which is being distributed by The Manhattan Rubber Mfg. Division of Raybestos-Manhattan, Inc., Passaic, N. J. Several interesting photographs of Condor V-Belt installations, as well as list prices and a V-belt comparison table, are included. Copies of this bulletin may be obtained on request.

Novelty for the mere sake of novelty is undesirable in memorial art; but this does not mean that originality and creative design should be restrained, or confined to traditional forms. There can be no progress without the courage of those who make bold to experiment with the new and to explore untried realms. Not all new ideas can be adopted, but even if new ideas accomplish no more than to move us a step away from old ideas, they have done much. Somewhere between the extremes of conservatism on the one side and freakish originations on the other, there is a wide field for self expression—and experiment.—EMILIO POLITE, *Designer for the Peerless Granite Co., Barre, Vt.*

LEFT FUND FOR BARRE CHILDREN

Louis Joseph Brusa, granite manufacturer at Barre, Vermont, who died December 13, 1937, provided for a trust fund of at least \$50,000 for the use and benefit of the poor children of Barre City.

The appraisal statement filed in probate court in Montpelier lists the estate at \$59,225.40, of which about \$50,000 is in savings accounts.

According to the will, the provision for the fund will not be in actual operation until the death of the wife, Mrs. Mary (Buzzi) Brusa, of Barre. Deane C. Davis and Americo Dernavich who will be trustees of the estate upon its settlement, will have full control of the trust fund, subject only to the orders of the probate court.

Children who will be eligible for the benefits of this fund must be under 18 years of age and shall be under one of the following designations:

First, orphan children residing in Barre city who have lived there for at least two years and are without fund or property in their own right and who have no kin obligated by law to support them and financially able to provide for their reasonable support and education.

Second, poor children residing in Barre city and have resided for at least two years whose father is dead or unable by reason of physical disability and financial condition and earning capacity to provide for the support of the children and whose mother, if living, is by reason of financial condition and earning capacity unable to provide for them, and who have no kin obligated by law who are financially able to provide for them, and which children do not have funds or property in their own right sufficient to provide therefore and who are not self-supporting.

The third class of children are those whose parents are by reason of physical disability and financial circumstances both unable to provide for their reasonable support and education with the same restrictions mentioned in the other two cases.

The will provides that "trustees pay out of the income of said fund such amounts thereof as shall be necessary to provide reasonably but frugally for the necessary support, graded school and high school education of said poor children until they reach the age of 18 years or become self-supporting or are provided for from other sources; and I direct that my said trustees shall have full power, authority and discretion to determine which children shall come within the class hereinbefore described and to determine the amount of money necessary to fulfill the purpose herein set forth in each individual case."

Another clause in the will makes provision to have the fund turned over in part or in whole to an orphan's home, if such a home is constructed in Barre city, providing that the trustees deem it advisable and for the best interests of the poor children.

Questioned as to why Mr. Brusa made this clause in the will relative to the poor children, Mr. Dernavich declared that as far as he knew no one was aware of Mr. Brusa's intentions of having such a fund. He said that Mr. Brusa never had children but that he had a deep liking for children.

Mr. Brusa was born in Brenno Useria, Italy, on October 20, 1886, the son of Ernesto and Maria (Malnati) Brusa. He came to this country when he was 16 years of age after having learned the stone cutting trade there. About 32 years ago, he and his brothers, John and Caesar, started a granite business, known as Brusa Brothers. He continued cutting stone until 1921 but he did not retire from active business until last June.

On August 12, 1911, he was married to Miss Mary Buzzi of Barre. He was a member of the Modern Woodmen, Italian Independent club, and Granite Manufacturers' association.



PORCELAIN PICTURES

Burnt in at high temperature and guaranteed everlasting waterproof.

Special Copper Reinforced Porcelains

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

—Also—

Gold-Edge China Ovals

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

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

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

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

Memorial Portrait Co.

Ralph Flaschner, Pres.

141 East 45th St., New York

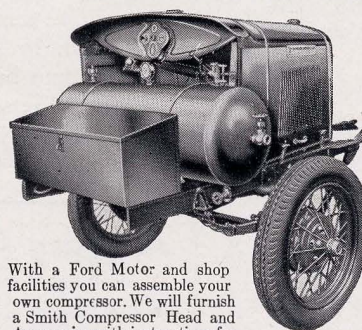
23 YEARS ON THE MARKET

MESSERLY'S GRANITE CLEANER

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

E. J. MESSERLY, Warren, Penna.

SAVE MONEY with a highly efficient SMITH AIR COMPRESSOR



made from FORD Parts

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

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

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

GORDON SMITH & CO., Bowling Green, Ky.

MORE GALL

Freshman (preparing an essay): "What do they call those tablets the Gauls used to write on?"

Roommate: "Gaul stones." —From *Travel Magazine*.

WEDGE LEAD



Above shows actual size. Order by number.

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

Correspondence Solicited

SPECIAL AIR BRUSH DESIGNS

Eliminate Competition

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



Harry L. Ogborn
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BRONZE

Doors, Grilles, Tablets, Etc.

For Mausoleums and Other Buildings

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

PROFITABLE PRICES FOR YOU

Barre	St. Cloud	Wausau Red
Balmoral Red	Quincy	Elberton
Northern Pink	Baltic Red	Red Mo.
St. Michel Gray	Beers Red	Westerly

Please send sketches for prices

Quotations by return mail

BURTON PRESTON & CO., Mansfield, O.

Balfour Pink

"The Granite Eternal"

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

Get our estimate on polished and hammered work.

Sandblast Carving

The Harris Granite Quarries Co.
Salisbury, North Carolina
Wholesale Only

Obituary Record

William Pirie

William Pirie, president of the Washington Granite Monumental Co., 448 New York Avenue, N. W. Washington, D. C., which he helped found in 1883, died May 10, 1938 in Emergency Hospital after an illness of about three weeks.

Mr. Pirie, a native of Aberdeen, Scotland, would have been 91 next October. He began his career by serving an apprenticeship as a granite cutter in Scotland, with the famous firm of MacDonald & Fields.

Coming to the United States in 1872, Mr. Pirie worked on most of the large Government buildings being erected at that time. He also worked on the Washington Monument when work on it was resumed in the seventies, continuing until it was nearly completed.

During the construction of the Library of Congress he was engaged as inspector of granite works at the various quarry centers where granite was being prepared for the building. He also was employed in a similar capacity during the construction of the new National Museum Building.

For some 55 years he had been a member of the Lebanon Lodge of Masons and he also was a member of the old Masonic Relief Association. At the time of his death he was said to be the oldest living policy holder of the Acacia Mutual Life Insurance Co., successor to the relief association, both in point of age and the length of time he had held the policy. Mr. Pirie had remained active as head of his firm until his illness.

Surviving are his widow, Mrs. Nellie Pirie; three sons, Harry J. Pirie, Vice-President and Treasurer of the Washington Granite Monumental Co., Louis A. Pirie, Secretary of the Company, and Raymond M. Pirie, an administrative officer of the United States Public Health Service, and one grandchild.

Funeral services were held in Gawler's Chapel, 1756 Pennsylvania Ave., N. W. Burial in The Glenwood Cemetery.

Michael J. Mahoney

Michael F. J. Mahoney, aged 69, a native of Cork County Ireland, and a resident of Charleston, South Carolina since 1896 died at his home. He was confined to his bed until his death.

He had been actively engaged in the Marble and Granite business for over fifty years, and for the past twelve years he had been a partner with Angelo Fasoli of the MEMORIAL ART MARBLE & GRANITE WORKS of Charleston, South Carolina.

Surviving are his widow who was before marriage Miss Alma H. Roessler; four sons, Michael F. J., Jr., William J., Harold F., A. Anthony, all of Charleston, South Carolina and a daughter, Miss Octavia M. Mahoney, of Charleston, South Carolina; four sisters, Mrs. Julia Coughlin, Mrs. Kate Manning, and Miss Hannah Mahoney of Boston, Mass., and Mrs. J. J. Cronin, of Montgomery, Ala.

His youngest son, A. Anthony (Tony) Mahoney will continue the business with Angelo Fasoli.

Amberg Gray Granite

NON-FADE—NON-RUST—QUALITY

Over 27,000 lbs. to cu. in. Crushing Strength—Less
than .09 Water Absorption—Polishes Like Glass

MEMORIALS and MARKERS

"The Quality Memorial Material of the Industry"

Amberg Granite Company

Marinette County

Amberg, Wisconsin

WHOLESALE PRODUCERS & MANUFACTURERS

Save Time—Use Nash's

Merchant & Seaman's

EXPEDITIOUS MEASURER

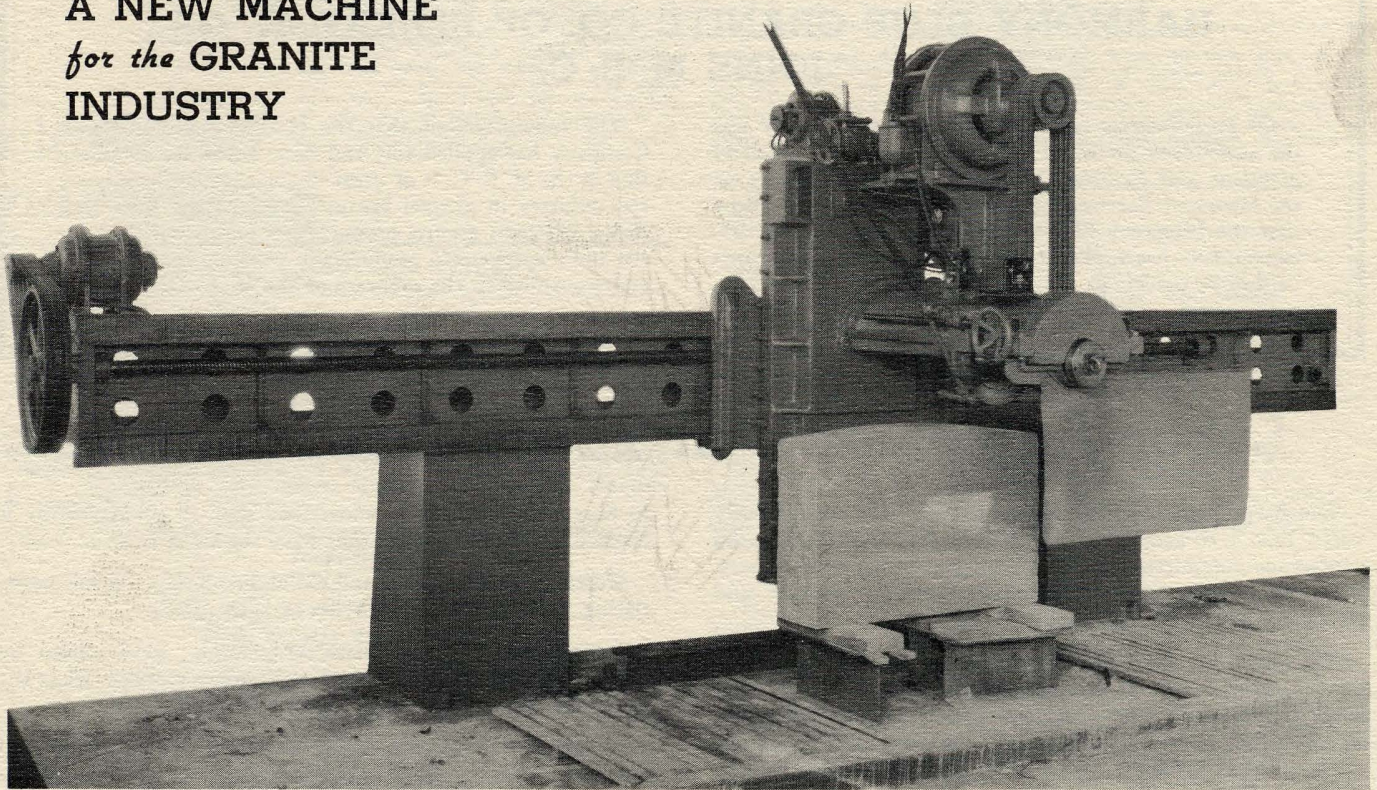
Indexed tables showing at a glance the cubic contents of any stone, according to its length, breadth and depth. Used by stone cutters all over the world. Reinforced index tabs.

PRICE \$4 PER COPY, POSTPAID

THE BAKER & TAYLOR CO.

55 Fifth Avenue, New York City

A NEW MACHINE *for the* GRANITE INDUSTRY



TY-SA-MAN MACHINE CO. of Knoxville, Tenn., Designers and Manufacturers of Stone, Marble and Granite Machinery for Years, announce the new Type G-666 for the Granite Monumental Trade.

This new machine is used in the cutting of straight, serpentine and oval tops, and also various straight and curved sides. It will also do the margin lines and moulding work.

The main motor driving the abrasive wheels is 40 H.P. The feed, which is 22 feet per minute, is driven by a $7\frac{1}{2}$ H.P. motor, and the raise and lower is powered by a 1 H.P. motor with magnetic brake, making a total of $48\frac{1}{2}$ H.P. on the machine.

Grinding and moulding wheels up to 16" dia. x 4" face may be used, and abrasive saws up to 30" dia., which will cut 11" deep. When equipped with a special type arbor, cuts as deep as 24" may be made.

The machine will take work up to 16' in length by 20" wide, and is equipped with a profile attachment for cutting various types of tops and sides. The profiles themselves are made from hard maple, faced with steel, and cost but \$10.00 up to 5' in length, with proportional prices for longer lengths. No machine changes are required to change from straight to profile work.

The machine may be had either with manually operated switches for the reversing and down feed, or with automatic switches so arranged that the machine reverses automatically at the end of any given length of cut, and automatically feeds down before the next cut, stopping when cut is completed.

In test runs at the TY-SA-MAN machine company's plant in Knoxville, where they have one of these machines set up for actual demonstrations, the serpentine top and straight sides of a monument 4' 0" x 10" x 2' 2" were cut complete in 1 hour 20 minutes, the serpentine top requiring but 30 minutes. The average amount of stock removed was $15/16$ " and the finish was a beautiful hone finish with all corners sharp. There was no chipping or breaking down of the corners.

It is stated by many who have seen this machine in operation, that it is the finest new type machine for the monumental industry brought out in many a day. The weight is approximately 10,000 pounds.

HARMONY BLUE GRANITE CO. OF ELBERTON, GA., JOINS M. E. C.

Of great interest to the entire memorial industry was the announcement made June 8 by Maurice L. Kelley, president and chairman of the executive committee of the Memorial Extension Commission, Inc., to the effect that the Harmony Blue Granite Company, Inc., of Elberton, Ga., has applied for and been admitted to membership in the M. E. C.

The announcement that the Harmony Blue Granite Company has applied for, and been voted to, membership in the M. E. C. is of great importance to the memorial industry in general because it marks the first time that a southern granite producer has joined with northern and northwestern producers in working for the principles outlined in the program of the M. E. C.

(Complete Report of M. E. C. Meeting will be in our next issue)

Labor Agreements at Production Centers

The Barre Branch of the G. C. I. A. almost unanimously voted June 3 to accept the bill as previously agreed upon by conference committees of the Union and the manufacturers. As a result whistles blew Monday morning, June 6, and all plants began operation.

The bill as accepted was practically on terms suggested by Gov. George Aiken of Vermont in his successful effort to break the deadlock which resulted in the so-called "holiday." The new bill provides for an eight-hour day and a five-day week and runs to May 1, 1940. Minimum wage scale remains at \$8 until July 1, 1938, \$8.25 to January 1, 1939, then \$8.50 to May 15, 1940. Wage negotiations may be opened in 1940 from February 14 to April 15 or earlier. "Any change in the wage scale shall become effective ninety days after negotiations are opened, but in no case to take effect prior

to May 15, 1940. It is understood that if no agreement is reached by May 15, 1940, they have the right to cease work."

Cutting plants at Rion and Columbia, S. C., are still negotiating with the Union branches in both places.

Brattleboro, Vt., and Waterford, Conn., have settled by new bill providing \$8.25 to run to October 1, 1938, when the minimum scale is to be \$8.50 to April 1, 1939.

Settlements have also been reached in Mt. Waldo and Stonington, Me., Milford and Concord, N. H., and surrounding districts—\$8.25 to October 1 then advanced to \$8.50 to April 1, 1939; from April 1, 1939 to April 1, 1940, \$9.

The New York City bill has been accepted and the plants again working on the basis of \$9.50 minimum wage with a seven-hour day.

The cutting plants at Elberton, Ga., are still operating under the old agreement with negotiations under way and extensions granted until July 1, 1938.

At the office of the Quarry Workers International Union the information was given out that in Barre the quarries of the J. K. Pirie Estate and the Littlejohn Milne Quarry Co. will go to work under a new bill as agreements have been reached. The other quarries are favorable to settlements and friendly negotiations are in progress to work out certain technical details. All Barre quarries are operating.

With the exception of five, all quarries in New England, outside of Barre, have made settlements.

Quarry workers bill at the quarries of the Coggins interests, Elberton, Ga., ran out June 1, but this has been extended to July 1, pending negotiations. The other quarries in Elberton are holding elections under the supervision of the National Labor Relations Board. No action will be taken in these quarries until after the results of these elections are known.

MODELS *that* BUILD BUSINESS

Models in exact scale reproduced with appropriate landscaping serve many purposes. The prospect visualizes the design far better than in a drawing and is more impressed with your firm. Models lead to larger individual sales and lessen price resistance.

Models are fine advertising.

We make these attractive reproductions to order any scale with a simulated granite finish.

Our prices are reasonable whether you want a mausoleum or a smaller work. Remember if a model doesn't sell one customer, we can change the name for another prospect.

WRITE

A. Comi

BARRE DESIGN SERVICE

BARRE



VERMONT

MAUSOLEUM MODEL COMPLETED BY BARRE DESIGN SERVICE

Another mausoleum model has been recently completed for a prominent eastern dealer by the Barre Design Service. It is indeed a handsome presentation and will undoubtedly be useful in the sale as well as for display purposes. These models are made by Mr. Achille Magne, photographer employed by the Barre Design Service, of which Mr. Alfred Comi, the designer, is president. Mr. Magne has developed a surfacing treatment using granite dust, which is most effective.

classified advertising

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 Kilo can \$2.00, 2 Kilo can \$3.60, 5 Kilo can \$6.50. F. O. B. Boston, also extra liquid. **Chester H. Moulton, Medford, Mass.**

DESIGNS

L. ORSINI

71-20 Juniper Valley Road
Middle Village, 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 SURFACING MACHINES

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

FOR SALE

AIR COMPRESSORS: 3½ x 4 INGERSOLL-RAND, 4½ x 4½ DE Vilbiss, 6 x 6 Curtis single cylinder vertical. 5 x 4 Ingersoll-Rand, 7½ x 6 and 10 x 10 Chicago Pneumatic horizontal. 599 CFM. Ingersoll-Rand two stage. Large stock REBUILT electric motors all types and sizes. Fully guaranteed, attractively priced. Write us on your requirements. **Rockford Electric Equipment Co., 714 South Wyman St., Rockford, Illinois.**

FOR SALE: ONE CURTIS DOUBLE CYLINDER 10 x 10 Compressor, good as new; one 30 H.P. Motor; one 15 H.P. Motor; Emery grinder and tool sharpening disc with 2 H.P. Motor attached; Granite polisher with scroll wheels, emery wheels and buffer; one medium Livingston Surfacing Machine with 4 points and axing equipment to go with surfacer. Will sell for cash or trade for monuments. **Melgard Monument Co., Sparta, Wis.**

HELP WANTED

WANTED: EXPERIENCED COMMISSION SALESMEN FOR Pennsylvania. All classes of work—markers to mausoleums. **Novelli & Calcagni, Inc., Barre, Vermont.**

OLD ESTABLISHED GRANITE AND MARBLE WORKS IN Czechoslovakia seek agents for U. S. A. and Canada. Own quarries. Export all over the world. Experienced salesmen write to "Successful" % **Monumental News.**

FOR SALE

WELL ESTABLISHED MONUMENT BUSINESS. BEST equipped shop in territory. Will rent building. A real buy. Address **W. F., % Monumental News.**

MEMORIAL CRAFTSMAN'S GUIDE
Fifth Edition
by August Pavaglio and A. B. George
Priced at \$10.00
Order From Book Department
Monumental News
Madison, Wis.

QUARRY FOR SALE

FOR SALE AT AUCTION: JUNE 25, 1938, AT 2:30 P.M., D.S.T. **Freedly Marble Quarries** located 1.4 miles north of East Dorset, Vermont on U. S. Route No. 7. Source of Manchester Blue and Mahogany. Sealed bids bearing outside identification will be accepted to be opened at the sale. **Wm. H. Wills Insurance Agency, Inc., Agent for Bank Commissioner, Bennington, Vermont.**

FOR SALE

A WELL ESTABLISHED MONUMENT BUSINESS LOCATED IN Wisconsin, fine location. Stock, equipment and real estate \$3200 for quick sale, worth \$4500. 2,000 will handle. Reason for selling, illness and cannot continue. Write "Owner", % **Monumental News.**

FOR SALE: WELL ESTABLISHED MONUMENT BUSINESS, best equipped shop in territory. Will rent building. A real buy. Address **W. F., % Monumental News.**

FOR SALE: PART-INTEREST, OR WILL SELL ALL IN A well-established and modern monument store in Ohio. Fine display room; up to the minute work room, fully equipped. A wonderful opportunity to a good, sober, and industrious salesman. Ill health only reason for selling. Address **Box 40, % Monumental News.**

FOR SALE: ONE WELL EQUIPPED AND WELL STOCKED retail plant in a good middle west community. Also one plant in Arkansas. Address all communications to **Kwp., care the Monumental News.**

FOR SALE: RETAIL MONUMENT BUSINESS IN NORTHERN New York State established 1905 at inventory price. Stock inventory about \$6,000.00; Sand blast, tools, and dust remover, truck and blacksmith shop. Easy terms; doing from 12 to 20 thousand dollar business. Address **B. J. R. care Monumental News.**

SITUATIONS WANTED

ALL AROUND WORKMAN SPECIALIZING IN SAND BLAST shape carving, expert letterer, carver, designer, draftsmen, estimator with selling and supervising ability wants connection with reliable Western or Middle Western firm. Address **Chicago, % Monumental News.**

DESIRE CHANGE, WOULD LIKE TO GET CONNECTED WITH some firm in the south. Retail salesman, sand blast operator and granite cutter. Can manage small shop. Married, 31 years old, lifetime experience. Write **Wilfred Maddox, % Maddox Marble Company, Mobile, Alabama.**

SANDBLAST OPERATOR, SHAPE CARVING, LAY OUT WORK, cut glue. Shop sales experience. Desire steady job with reliable firm. **Chas. Seaman, 5316 Highland, Kansas City, Missouri.**

RETAIL SALESMAN WITH 14 YEARS' EXPERIENCE IN DEALING with high class clientele, directing sales organization, and assisting in management, will entertain proposition from an aggressive monumental firm in Middle West. Now employed. Address **T. W., % Monumental News.**

ENGRAVER, DESIGNER, SHAPE CARVER, 14 YEARS EXPERIENCE, 6 years shop foreman; specialize in sandblast lettering and shape carving; age 35. Married, sober, reliable. Address, **Box XX, % Monumental News.**

TECHNICAL INSTRUCTION

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

LOW PRICES

ROLLS - COLUMNS - URNS - VASES

In any of the domestic granites.

Write for prices and save yourself money.

L. J. HOLLEARN

155 No. Clark

Chicago, Ill.

TRY A WANT AD When you want a bargain or opportunity

THE MONUMENTAL NEWS

The Monumental News accepts advertisements only from firms it can recommend both as to integrity of product and business practices. Rates for these listings are \$10 per year including a year's subscription to the Monumental News, \$1 for each additional listing. Free listings to regular display advertisers.

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

*Buyers
Guide*

QUARRIERS • MANUFACTURERS • IMPORTERS
BRONZE • STATUARY • ACCESSORIES & SERVICES
MACHINERY • TOOLS • SUPPLIES

■ ACCESSORIES & SERVICES

ASSOCIATIONS AND ORGANIZATIONS

- American Granite Association, Inc., 221 Columbus Avenue Boston, Mass.
- *Memorial Craftsmen of America, 360 No. Michigan Ave., Chicago, Ill.
- *Memorial Extension Commission, St. Albans, Vermont

DESIGNS (Air Brush, Photographs, Models)

- *Alfred J. Comi, Barre, Vermont
- *Bliss Design Company, Rockford, Ill.
- *E. R. Peterson, Rockford, Illinois
- *Harry L. Ogborn, 401 West Blvd., Charlotte, N. Carolina

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

- Crown Iron Works Co., Minneapolis, Minnesota
- *Stewart Iron Works, 423 Stewart Block, Cincinnati, Ohio

FOLDING CHAIRS METAL

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

PORCELAIN PORTRAITS FOR MONUMENTS

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

SETTEES, VASES, URNS

- Crown Iron Works Co., Minneapolis, Minnesota
- *Stewart Iron Works, 423 Stewart Building, Cincinnati, Ohio

■ BRONZE EQUIPMENT & MARKERS

- Architectural Bronze & Aluminum Corporation, 2338-40 Belmont Ave., Chicago, Ill.
- *Illinois Bronze & Iron Works, 915-23 So. Kildare Ave., Chicago, Illinois
- Crown Iron Works Co., Minneapolis, Minnesota
- *Stewart Iron Works, 423 Stewart Building, Cincinnati, Ohio

BRONZE DOORS & EQUIPMENT

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

■ GRANITE SUPPLIES

- Honer Granite Sample Shop, 13 Cooper Ave., No., St. Cloud, Minnesota

■ IMPORTERS OF GRANITE

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

■ MONUMENT MANUFACTURERS

GRANITE MONUMENTAL MANUFACTURERS (By States)

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

- *E. G. Ladewich & Co., Mansfield, Ohio
- *W. C. Townsend & Co., Zanesville, Ohio
- *French Creek Granite Co., St. Peters, Pennsylvania
- *Dakota Granite Works, Dakota Mahogany Memorials, Milbank, South Dakota
- *Rock of Ages Corporation, Rock of Ages Granite, Barre, Vt.
- *E. A. Mundt Granite Co., Marinette, Wisconsin
- *DeVoe Granite Company, Wausau Memorial Granite, Wausau, Wisconsin
- *C. A. Kullgrens Enka, Uddevalla, Sweden
- *Fernstroms, Karlshamn, Sweden
- *Svenska Granitindustri Akiebolaget, S. G. A.'s Everlasting Granite, Karlshamn, Sweden

MEMBERS OF THE BARRE GUILD

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

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

MARBLE MONUMENTAL MANUFACTURERS

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

■ QUARRIERS OF GRANITE AND MARBLE

GRANITE QUARRIERS (By States)

- *Millstone Operating Corporation, Millstone Granite, Millstone, Conn.
- *Allen Granite Company, Allen's Blue, Elberton, Georgia
- *Berkeley Granite Corporation, Berkeley Blue, Atlanta, Georgia
- *The Georgia Granite Corporation, Elberton, Georgia
- *Harmony Blue Granite Company, Harmony Blue, Elberton, Ga
- *Oglesby Granite Quarries, Elberton, Georgia
- *J. P. Gilman Granite Company, Egyptian Pink Granite, Kansas City, Kansas
- John L. Goss Corporation, GOSS DEER ISLE PINK GRANITE, 77 Summer Street, Boston, Massachusetts; Quarries: Stonington, Maine
- *J. S. Swingle, Inc., Peerless Quincy, Quincy, Mass.
- *Liberty Granite Co., St. Cloud, Minnesota
- *Melrose Granite Company, St. Cloud, Minnesota
- *Collins-Durax Co., Inc., Salisbury Pink, Salisbury, No. Carolina
- *Harris Granite Quarries Company, Balfour Pink, Salisbury North Carolina
- *French Creek Granite Company ("F/C" Black), St. Peters, Pa
- *Dakota Granite Works, Dakota Mahogany Granite, Milbank, South Dakota
- *Jones Brothers, Inc., Select Barre Granite, Barre, Vt., Boston, Mass.
- *J. K. Pirie Estate, Select Barre, Barre, Vermont
- *Rock of Ages Corporation, Rock of Ages Granite, Barre, Vt.

- *E. L. Smith & Company, Select Barre, Barre, Vermont
- *Svenska Granitindustri Akiebolaget, Karlshamn, Sweden
- *Wells-Lamson Quarry Company, Select Barre, Barre, Vermont
- *Wetmore & Morse Granite Company, Select Barre, Montpelier Vermont
- *E. A. Mundt Granite Co., Amber Gray Granite, Marinette, Wis.
- *Fernstroms, Karlshamn, Sweden
- *DeVoe Granite Company, Wausau, Wisconsin
- *C. A. Kullgrens Enka, Uddevalla, Sweden

MARBLE QUARRIERS (By States)

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

STATUARY (Granite, Marble & Imported Marble)

- *Leonard J. Hollearn, 155 No. Clark St., Chicago, Ill.
- *Burton Preston & Co., Mansfield, Ohio

- *E. G. Ladewich & Co., Mansfield, Ohio
- *W. C. Townsend & Co., Zanesville, Ohio
- *H. A. Whitacre, Inc., 66-67 Sixty-ninth Street, Middle Village, Maspeth, N. Y.
- *Comolli & Company, Inc., Barre, Vermont

■ WHOLESALE OF ROUGH STOCK & MONUMENTS

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

Machinery • Tools • Supplies

ABRASIVES

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Ill.
- *Pangborn Corporation, Hagerstown, Maryland
- *Dawson-Macdonald Company, Inc., 178 Purchase Street, Boston, Mass.
- *Lombard & Company, Inc., Winter Hill Station, Boston, Mass.
- *Norton Company, Worcester, Mass.
- *The Carborundum Company, Niagara Falls, N. Y.
- *Abrasive Products Co., Lansdowne, Pa.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vermont
- *R. C. Bowers Granite Co., Montpelier, Vermont

ABRASIVE DISCS & WHEELS

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

AIR COMPRESSORS (Stationary)

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

AIR COMPRESSORS (Portable)

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

DRILLS, PNEUMATIC

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Ill.
- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Schramm, Inc., West Chester, Pennsylvania
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vermont

DUST COLLECTING EQUIPMENT

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

DUST RESPIRATORS AND GOGGLES

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Ill.
- *Chicago Eye Shield, 2319 Warren Blvd., Chicago, Ill.
- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.

LEAD

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Ill.
- *Dawson-Macdonald Co., Inc., 178 Purchase Street, Boston, Mass.
- *Rochester Lead Works, Rochester, New York
- *Trow & Holden, Barre, Vermont

LIFT TRUCKS & PLATFORMS

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

MONUMENT CLEANERS

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Ill.
- *Dawson-Macdonald Company, Inc., 178 Purchase Street, Boston, Mass.
- *Wm. M. Adrian, 48 Penn St., Quincy, Mass.

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

POLISHING MACHINERY & SUPPLIES

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Ill.
- *Pangborn Corporation, Hagerstown, Maryland
- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *Norton Company, Worcester, Massachusetts
- *The Carborundum Co., Niagara Falls, N. Y.
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vt.
- *Lane Manufacturing Co., Montpelier, Vermont
- *Ruemelin Mfg. Co., 3844 No. Palmer St., Milwaukee, Wis.

SAND BLAST MACHINERY AND SUPPLIES

- *W. B. Owens, 1516 Pico Blvd., Santa Monica, Calif.—Supplies
- *Brunner & Lay, 727-739 South Jefferson St., Chicago, Illinois—Machinery & Supplies
- *Chicago Eye Shield, 2319 Warren Blvd., Chicago, Ill.
- *Ottawa Silica Co., Ottawa, Illinois—Supplies
- *Peoria Sand Blast Mfg. Co., Ottawa, Illinois—Machinery
- *Pangborn Corporation, Hagerstown, Maryland—Machinery & Supplies
- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.—Machinery & Supplies
- *P. K. Lindsay & Company, 210 Broadway, Everett, Mass.—Machinery
- *Minnesota Mining & Mfg. Co., Saint Paul, Minnesota—Supplies
- *W. H. Gage Glue Co., 19 So. First St., St. Louis, Mo.—Supplies
- *Pulmosan Safety Equipment Corporation, 176 Johnson St., Brooklyn, New York—Supplies
- *The Commercial Paste Company, Columbus, Ohio—Supplies
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.—Machinery & Supplies
- *W. Alfred McLeod, Barre, Vermont
- *Smith, Whitcomb & Cook Co., Barre, Vermont—Supplies
- *R. C. Bowers Granite Co., Montpelier, Vermont—Supplies
- *Lane Manufacturing Co., Montpelier, Vermont—Supplies
- *Ruemelin Mfg. Co., 3844 No. Palmer St., Milwaukee, Wisconsin—Machinery & Supplies

STONE SAWS

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

SURFACERS & STONE WORKING TOOLS

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Ill.
- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *Z. O. Benson, St. Cloud, Minnesota
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.
- *Schramm, Inc., West Chester, Pennsylvania
- *Smith, Whitcomb & Cook Co., Barre, Vermont
- *Trow & Holden, Barre, Vt.
- *Lane Manufacturing Co., Montpelier, Vermont

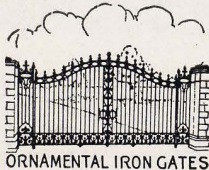
STEEL SHOT, CRUSHED STEEL & AUTOMATIC FEED

- *Brunner & Lay, 727-739 So. Jefferson St., Chicago, Illinois
- *Pangborn Corporation, Hagerstown, Maryland
- *Dawson-Macdonald Co., Inc., 178 Purchase St., Boston, Mass.
- *The Dallett Company, 165-189 W. Clearfield St., Philadelphia, Pennsylvania
- *Smith, Whitcomb & Cook Company, Barre, Vermont
- *R. C. Bowers Granite Co., Montpelier, Vermont

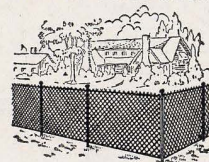
There is Always a Market for STEWART PRODUCTS



ORNAMENTAL
IRON FENCE



ORNAMENTAL IRON GATES



CHAINLINK
LAWN FENCE

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

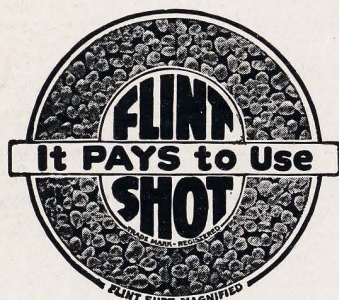
Stewart FENCES

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

The Stewart Iron Works Co., Inc.

523 Stewart Block, CINCINNATI, OHIO

"World's Greatest Fence Builders Since 1886"



Use FLINT SHOT

for

MONUMENTAL SANDBLASTING UP-TO-DATE

Send for Our Booklet

Mined and Shipped Only by

The Ottawa Silica Co.
Ottawa, Illinois

Here

"So for 1938 selling, let's use first, the master key of "Eye Appeal," that opens the door to profitable business. Let us select varying lines of practical, but beautiful designs, to meet the widely differing tastes of different buyers. Let's measure service by helping the buyer to the right choice; not by our record time in delivering the job. Let us see the buyer's lot, and create the desire that stretches purse strings, by building for him a vision of what he really wants if he can see how much more attractive his lot will be with the right design on it."

—EDWARD LUCK in "The Curtain Call."

Ten years from now the average stock design of today will look as strange as the 1915 model Ford—we hope—if not there will be fewer of us in business.

"The world's largest tomb is the Gol Gunbaz, the private mausoleum of Mohammed Adil Shah in Bijapur, India. Constructed between 1626 and 1656, this building has a floor area of 18,225 square feet and is about 25 stories high, thus having an interior greater than the Pantheon at Rome and one that could hold approximately 200,000 ordinary caskets.—COLLIERS.

and

"I never believed much in a golden city, back there in the choir. I don't believe it now. But they were right about one thing, the old prophets—there is a holy city somewhere. A place we hunt for, and go forward, all of us trying and none of us finding it. Because our lives are like the bird, you remember, in the old reader that flew in from a dark night through a room lighted with candles, in by an open window, and out the other side. We come out of dark, and live for a moment where it is light, and then go back into dark again. Some time we'll know what's out there in the black beyond the window where we came in, and what's out there in the black on the other side, where it all seems to end."—BURGESS MEREDITH, actor in "The Star Wagon", by Maxwell Anderson.

Quarriers and manufacturers doing no advertising in the Trade Press are with a very few exceptions the chiselers of the industry. In most cases they support no other agency dedicated to the common good. In the end they die with the diseased condition which permits their existence. Contrawise Trade Press Advertisers deserve your support. They're always the best in the end.

Men should be congratulated on reaching their goal only if they have another goal ahead. Too often the reaching of a destination means futility. The collection of material things usually ends in futility. So does the giving of one's life to sport. Apparently the only satisfying life is one that calls for the expression of one's whole being in usefulness to others.

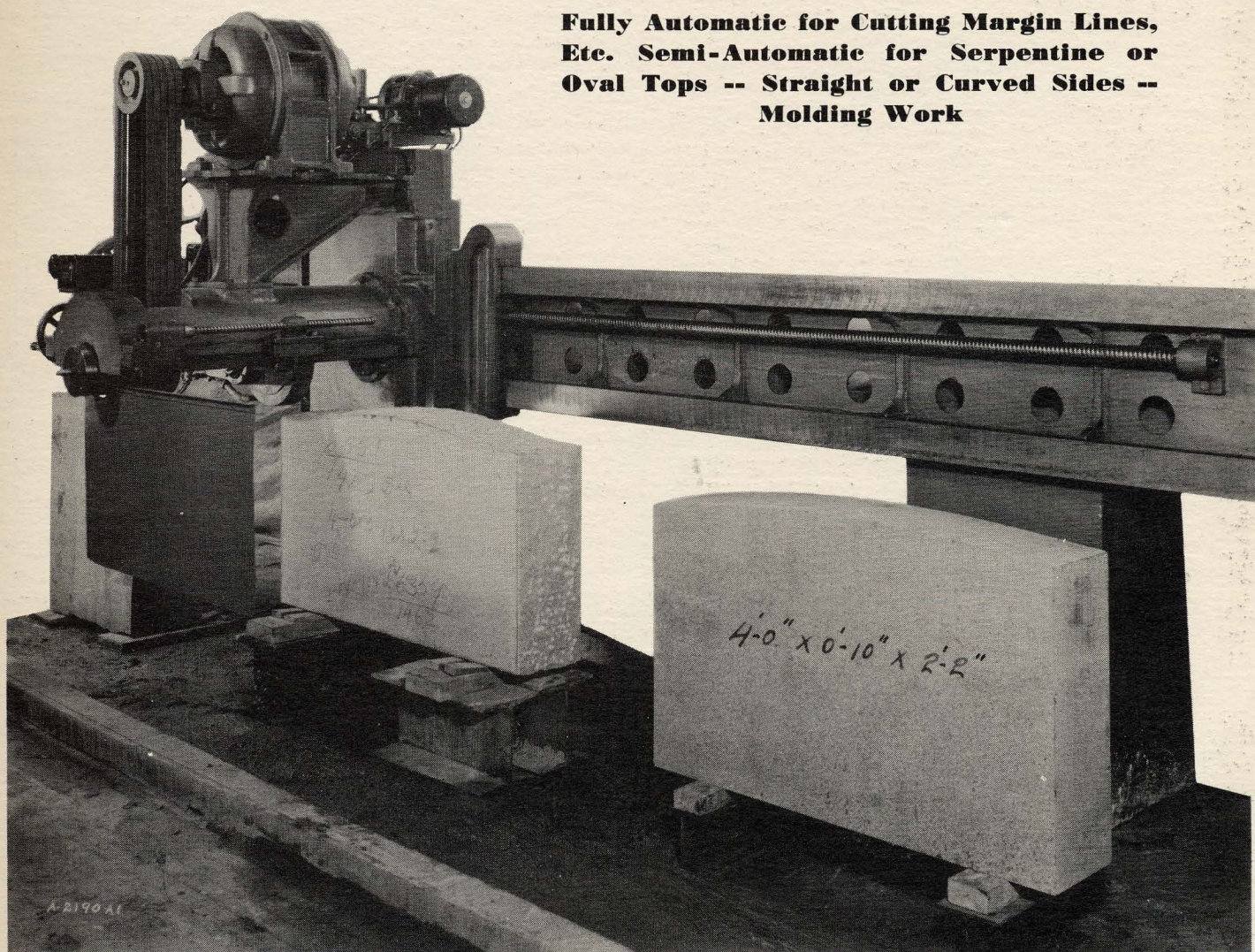
—THOMAS DREIER, of the *Alpine Press*, Boston, Mass.

There

Announcing the New Type G-666 Machine

For the Granite Monumental Industry

**Fully Automatic for Cutting Margin Lines,
Etc. Semi-Automatic for Serpentine or
Oval Tops -- Straight or Curved Sides --
Molding Work**



The above monument, 4'-0" x 0'-10" x 2'-2", was cut complete including the top, joint and two sides, in 1 hour and 20 minutes, including setting-up time. The Serpentine top, 4'-0" x 0'-10", was cut complete in 30 minutes.

Specifications: Main motor 40 H.P. Feed motor 7½ H.P. Raise and lower motor 1 H.P. Will take actual work up to 16'-0" in length. Molding wheels up to 4" in width. Cutting wheels 30" diameter, making 11" depth cut. Machine fully or semi-automatic.

Complete Details and Production Records Gladly Furnished

We also would appreciate quoting you on your SAWING—POLISHING or Other Abrasive Machinery for STONE—MARBLE or GRANITE.

TY-SA-MAN MACHINE CO. KNOXVILLE, TENN.

Designers and Manufacturers of STONE—MARBLE—GRANITE Machinery for 45 Years.

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

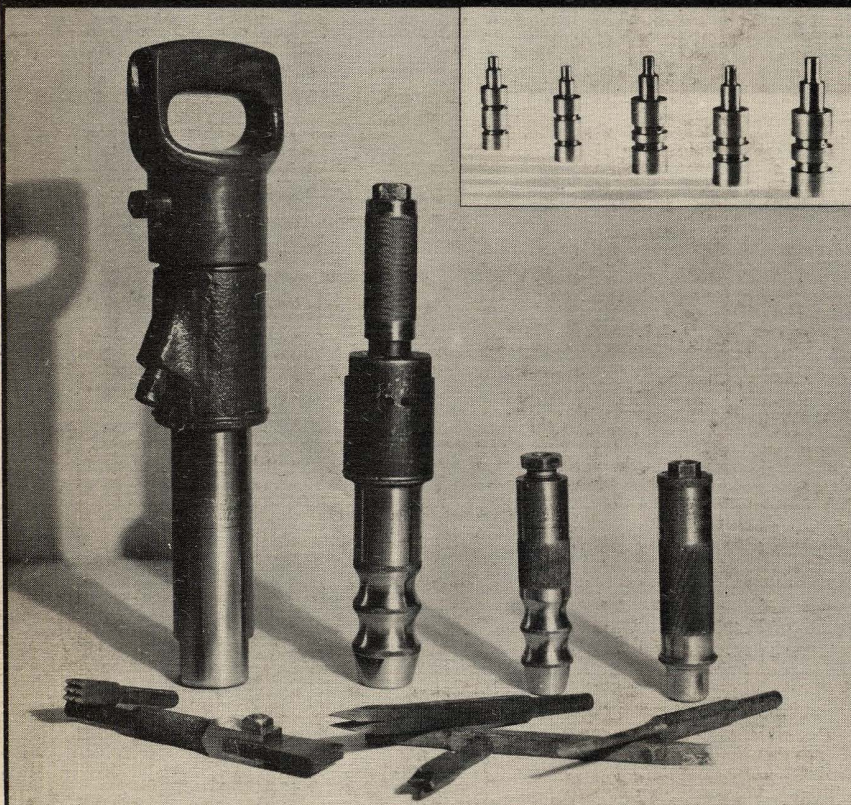
GRANITE POLISHING SUPPLIES,
CARBORUNDUM GRAINS AND
BRICKS, IRON SAND, CRUSHED
STEEL, PUTTY POWDER, ETC.

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

124 Union St., Aberdeen, Scotland

Quarries: Barre, Vt.

CONCEALED POWER *in* PISTONS *of the* FINEST STEEL



YES---Pistons of the finest tool steel machined to an accuracy of .0005" insure maximum performance and long life in Trow & Holden Pneumatic Tools.

However, remember even these pistons will wear in time and should be checked for maximum economy. Don't forget that regular overhauling and part replacement when necessary will save its costs in power and labor many times over. Check up now and let us put your tools in 100% shape.



LONGER WEAR and BETTER SERVICE mean TRUE ECONOMY