

MONUMENTAL NEWS

GRANITE · BRONZE

MARBLE · SCULPTURE



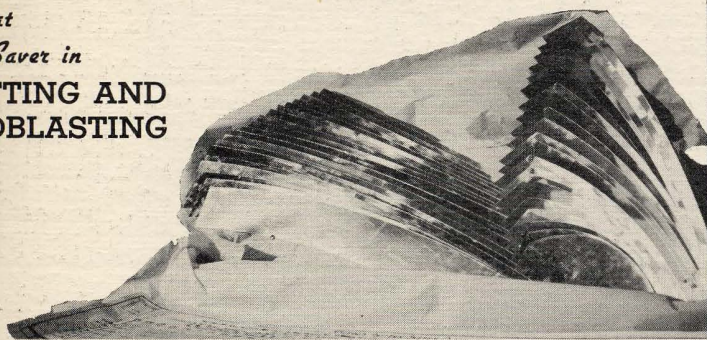
AUGUST

PROVEN PRODUCTS

MACHINERY EQUIPMENT & SUPPLIES

THE McLEOD PATTERN SYSTEM

*Great
Time-Saver in
DRAFTING AND
SANDBLASTING*

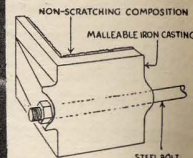
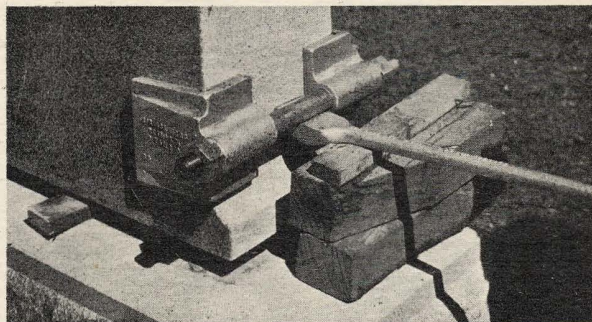


You can draw absolutely Accurate Ovals and Serpentine Curves on any stone from a 1 ft. marker to a 6 ft. die with any drop up to six inches—top, concave or convex sides—in $\frac{1}{10}$ th the former time with the McLeod Pattern System and Patented Chart.

This system is used and endorsed by Hundreds of Firms. The Set Illustrated (Tempered Aluminum) costs \$40.00 and is ideal for both Drafting Room and Sandblast Room. Our Fiberloid Set (transparent and unbreakable) has especial advantages in the drafting room and sells for \$55.00. Write for Information and Testimonials.

W. Alfred McLeod • Barre, Vermont

CARLSON REGULAR NON-SLIP CLAMPS



\$22.00
Plus Freight

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.

Write for Descriptive Folder on Our Safety Handling Equipment

CARLSON MANUFACTURING CO. - READING, PENNA.

THE PORTABLE HIGH-SPEED POLISHER

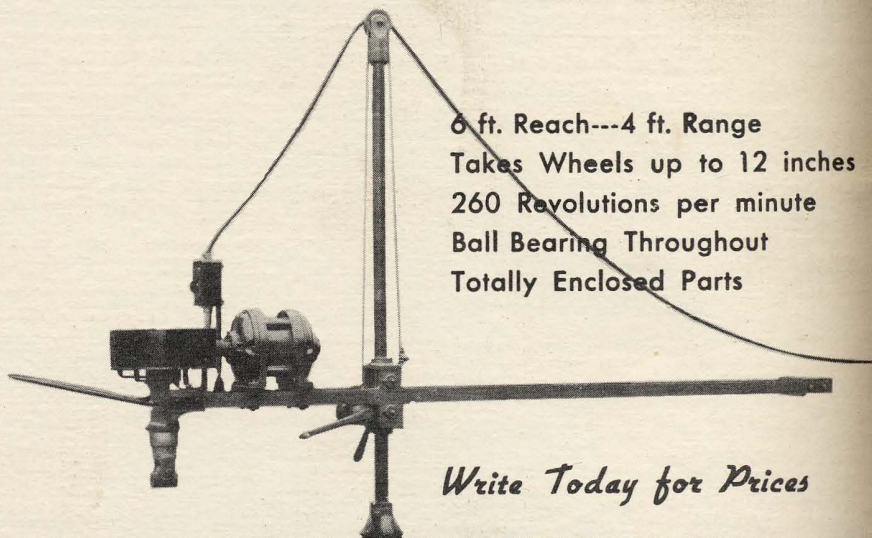
THIS machine is built throughout of the best material obtainable for the purpose. The construction is such that most any shape stone can be polished as easily as plain surfaces, such as bands, panels, round and apex tops, dies, concave, etc.

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.

P D Q and SPEEDIE are Proven Cleaners!

The following is a list of Distributors who carry P D Q in stock. Order from the one nearest to you and save time and transportation charges:

- Calif.—Leitch & Co., 939 Howard St., San Francisco.
- Patch-Wegner Co., 2239 Veteran Ave., West Los Angeles.
- Ga.—Granite City Tool Co., Elberton.
- Bicknell Mfg. Co., Elberton.
- Ill.—Brunner & Lay, 727 S. Jefferson St., Chicago.
- Me.—Bicknell Mfg. Co., Rockland.
- Mass.—Dawson-Macdonald Co., 178 Purchase St., Boston.
- Minn.—Granite City Tool Co., St. Cloud.
- N. Y.—P. C. Tweed, 28-42 Jackson Ave., Long Island City.
- Ohio—Memorial Art Studio, 9710 Euclid Ave., Cleveland.
- Pa.—The Dallett Co., 165 W. Clearfield St., Philadelphia.
- Tuckey Bros., 4439 Howley Ave., Pittsburgh.
- Tex.—Doran Supply Co., P. O. Box 92, Dallas.
- Magras Mach. & Supply Co., 3131 Grand Ave., Dallas.
- Vt.—Dawson-Macdonald Co., Barre.
- Granite City Tool Co., Barre.
- Can.—Compressed Air Equipment, Ltd., 328 Dupont St., Toronto, Ont.



BEFORE

AFTER



This old Concord Granite Monument was cleaned with SPEEDIE.

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

Write for small sample of these products today

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

Letters to the EDITOR

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

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

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

ASSOCIATION SUGGESTIONS

August 28th, 1938.

Chicago, Illinois

MONUMENTAL NEWS

Dear Editor: We read your editorial of the July 1938 issue with interest, and it aroused in us a kindred spirit of expression—we remember when the spirit of cooperation was the real "power behind the throne", and good will was generated and results accomplished.

We feel that our Industry is too small to have more than one Association—so let us all come together and help build up one strong active body—retail dealers, manufacturers, quarriers and the trade press also—(as to some of us the trade press is the only body that gives us information).

Also let us have formulated a program to submit at the coming convention—showing the rank and file of us, what the Association or associations plan to try to accomplish for the industry, and *how* they hope to do it, surely if we could see a plan that looked at all certain of fulfillment, we would all gladly do our share to assist in carrying it through to a successful finish.

The M. E. C. wishes to make the public "memorial conscious" power be to them—but let us get at it—before it is too late, don't wait for enough money to advertise the idea a year or two years—start right in today with the fund on hand, and if results show—every one will be willing to help "carry on" the publicity . . . or if not everyone—enough to give the necessary funds to continue.

It seems to us that things are in a mess, and no one knows what is in the minds of the executive officers of either association,—not being mind readers, and no

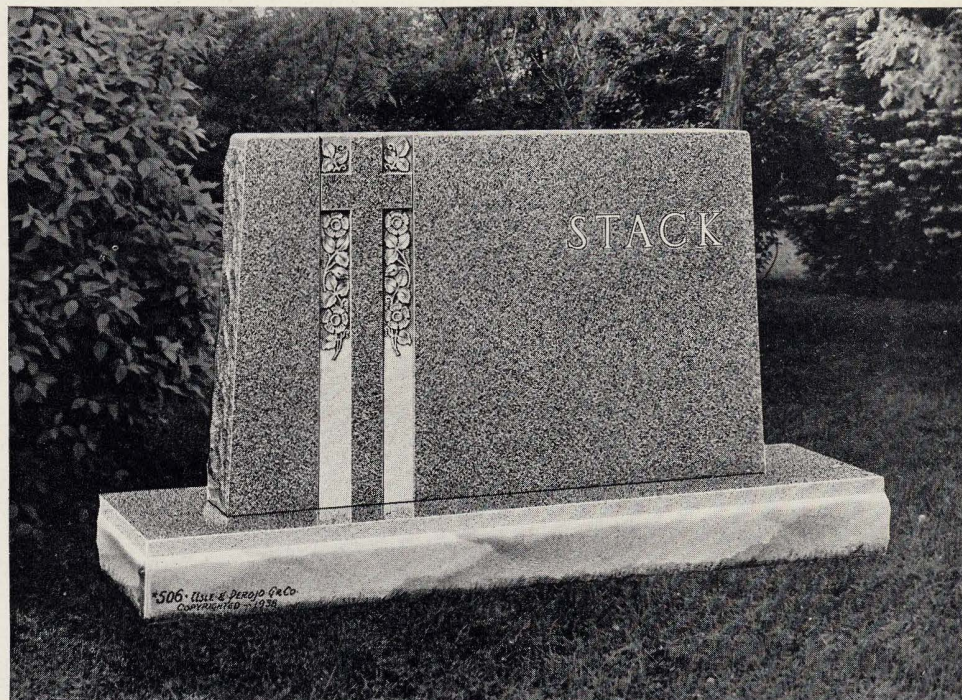
(Continued on page 310)

Vol. 50, No. 8

August, 1938

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FOR AUGUST 1938



Another of our recent designs which has been enthusiastically received by our clients and the public

Copyrighted.

Beauty and Economy

Continued advance of culture in the country is producing a public which is more art-minded each year. The monument designs of yesterday are out today. New creations must take their places.

The confidence and standing which any memorial craftsman has in his community is largely gauged by the memorials he displays in his showroom or showyard and those he erects in the cemeteries.

You as a memorial craftsman, and we as producers or manufacturers must look upon the memorials we sell not merely as profit transactions but as contributing factors to the happiness, satisfaction and pride of those we serve.

To help you and be of greater service to you in this respect we, too, must set aside the idea of selling monuments as so many cubic feet of stone. We must be ever on the alert to serve the memorial craftsman with offerings of rich artistic merit—memorials that will add interest, distinction and an atmosphere of beauty to your display.

REPRESENTATIVES

George W. Cary, Zanesville, Ohio
Aarne Bishop, Valley Stream, L. I., N. Y.
Arthur Bishop, Hempstead, L. I., N. Y.
J. W. Fletcher, St. Louis, Missouri
George R. Booth, Manchester, Connecticut
Louis C. Roemer, Attica, Indiana

USLE & PEROJO GRANITE COMPANY
BARRE VERMONT



THE BEAUTY AND CHARACTER

of the ornament and lettering furnished by us in the Campbell-McCallum Monument illustrated herewith is representative of the usual run of monumental work going through our plant. GEORGIA SILVER GREY MARBLE was the material used in this beautiful Monument. Prompt service given to the established retail trade.

THE GEORGIA MARBLE FINISHING WORKS

"Builders of Fine Monuments"

CANTON GEORGIA

Letters to the EDITOR

THIRTY YEARS AGO

MONUMENTAL NEWS:

The following poem was printed in the MONUMENTAL NEWS in January 1908. We thought it might interest your readers to realize that the same evils existed then as now, and that little has been done to change them, as yet.

FOR THE PRICE-CUTTER

This very suggestive soliloquy from the pen of an unknown author has been received from Mr. L. T. Coykendall, New York:

To cut, or not to cut, that is the question.
Whether 'tis not better in the end
To let the chap who knows not the worth
Have the work at cut-throat price, or,
To take up arms against his competition,
And, by opposing cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wish'd. To cut—to slash—
Perchance myself to get it in the neck—
Ay, there's the rub; for when one starts
To meet the other fellow's price, 'tis like as not
He'll find he's up against it good and hard.
To cut and slash is not to end the confusion.
And the many evils the trade is pestered with;
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such course portends.
'Tis well to get the price the work is worth
And not be bullied into doing it
For what So-and-So will do it for.
Price-cutting doth appear unseemly;
And fit only for the man who knows not
What his work is worth, and who, ere long,
By very stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business.

CAN YOU DRAW?

L. A. Doust in his "Simple Sketching," published in 1933 says—

"A child has difficulty in learning to write its mother tongue!
You will have difficulty in learning to 'write' drawings.

* * *

"Do not be discouraged if you cannot draw everything well
at once. There is nothing worth having, which can be ob-
tained without effort.

* * *

"It is better to be able to sketch anything in a simple way
than it is to have laboriously produced a few paintings which
have no real merit as such.

* * *

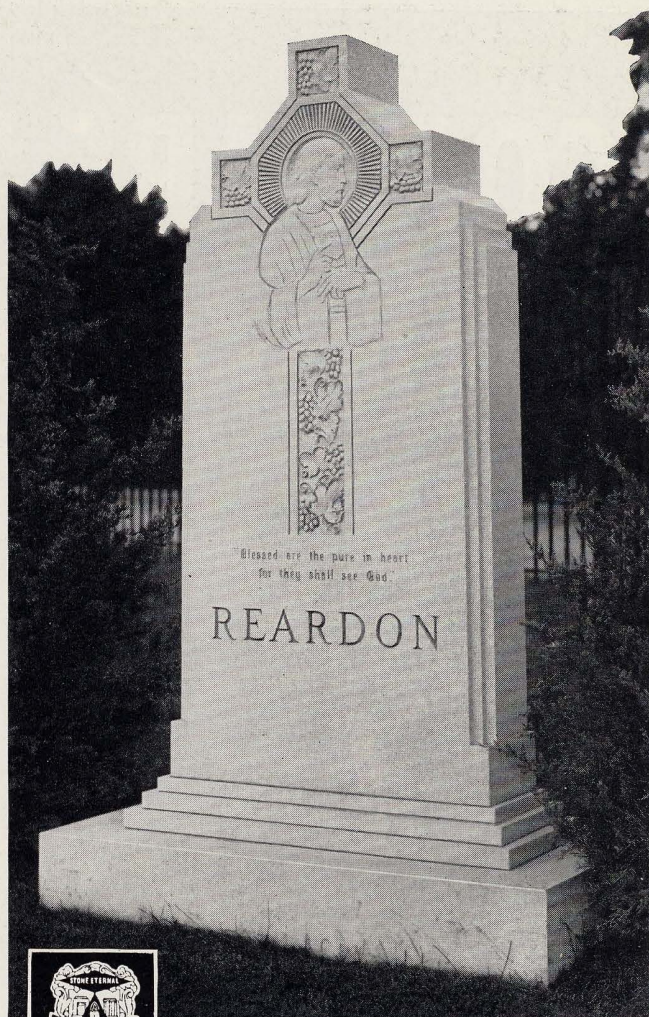
"When you commence drawings of your own, think of
construction more than detail."

* * *

He says in his "Manual on Sketching Sea, Town and Coun-
try," published in 1934—

"A drawing is but a series of marks on a piece of paper, by
which a feeling is expressed. Drawings which have perfect
composition and the cleverest technique are useless and a waste
of time, if they have no feeling or impression."

FOR AUGUST 1938



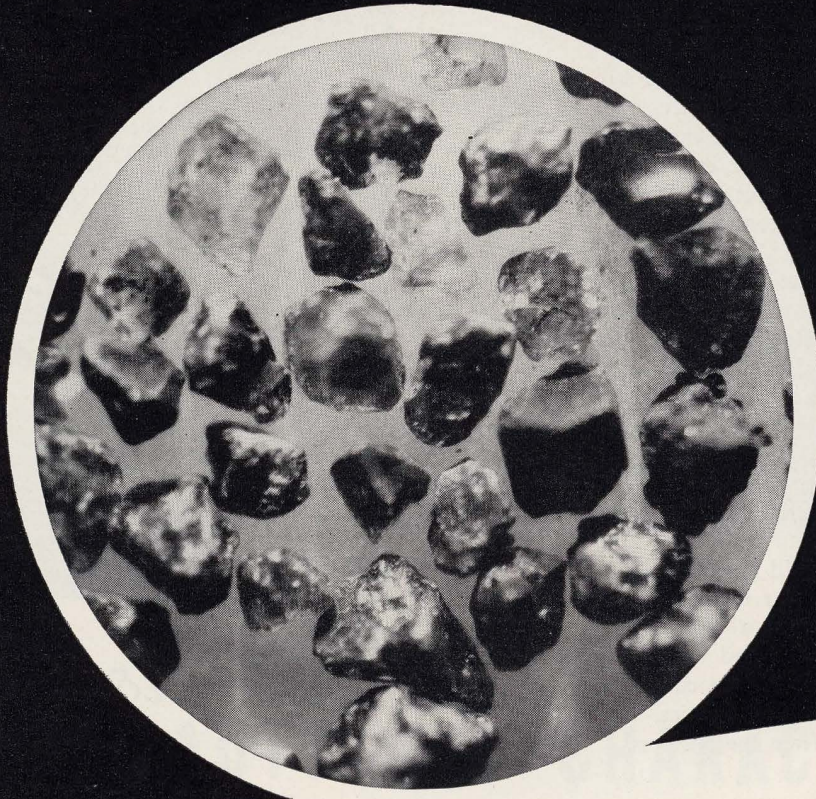
*There is a
difference*

In buying a memorial upon which you can be
assured of lasting beauty and quality . . a Stone
Eternal memorial will undoubtedly be the
choice, for upon merit do discriminating
buyers make their decision . . for they buy
with confidence, buy because there is a
difference.

You know a Stone Eternal
memorial, they are trade
marked for your protection.

GEORGIA GRANITE CORPORATION
ELBERTON, GEORGIA

COMPARE THIS GRAIN with what you are using!



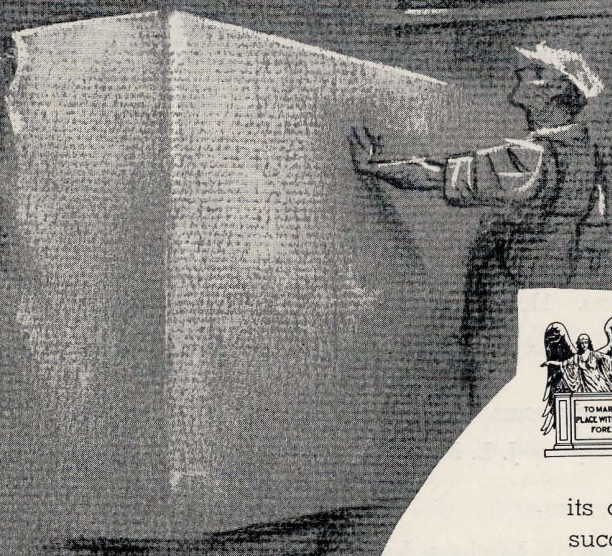
Note the sharp, angular formation of the grains in this picture. No wonder they cut fast and clean. They're Carborundum Brand "Blastite" grains—almost as hard as the diamond. Write for a sample of "Blastite" grain today and compare it with what you are using. You'll find these keen-edged, rugged "Blastite" grains will not only lower your blasting costs, but give you sharper, cleaner, more accurate designs.



THE CARBORUNDUM COMPANY, NIAGARA FALLS, N. Y.

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

Guardian MEMORIALS



The manufacturing policy surrounding GUARDIAN MEMORIALS is conducted as if the large and modern plant of Jones Brothers were located next door to the dealer's place of business—his own manufacturing plant in so far as

its direct and sincere interest in his business progress and success is concerned.

Our first aim is to design and produce monuments of such unusual beauty of form, perfection and permanence of material, and excellence of workmanship that they coincide with the dealer's own picture of what will best attract and sell every prospect. But, inseparably joined to this, is the extraordinary efficiency of manufacturing equipment and methods which enables us to produce these outstanding examples of memorial art. It is due to this notable advantage that we say: *No finer memorial value can be acquired at the price!*

We are ever on the alert to adopt any new equipment or process which will lower manufacturing costs and keep GUARDIAN MEMORIALS available at reasonable price to all who seek beauty and permanence in memorialization. GUARDIAN MEMORIALS—from mausoleum to modest monument—have the qualities that make them the line for retail leadership—a line to present, to display, to sell, to profit by in unprecedented degree. Interested monument dealers are requested to write for full information.

THE JONES BROTHERS COMPANY, INC.

Established 1882

10 High Street, Boston, Mass.

Quarry & Works, Barre, Vermont

Select "F/C" BLACK



FOR MEMORIALS
OF
BEAUTY
WORKMANSHIP
AND
DURABILITY

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

IMPORTERS OF ITALIAN MARBLE STATUARY



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

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

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MIDDLE VILLAGE LONG ISLAND, N. Y.

Letters to the EDITOR

ASSOCIATION SUGGESTIONS

(Continued from page 305)

constructive information having been released.

We are in favor of association work—district clubs, etc., and stand ready to do our share—if they can "show us" the way to cooperation and prosperity.

Here's hoping . . .

A Retail Dealer.

WORDS OF ENCOURAGEMENT

August 27, 1938

MONUMENTAL NEWS:

Gentlemen: With pleasure I send you check for \$3.00 in payment of "News". I wish to compliment you on your up to date and interesting MONUMENTAL NEWS, and it is always so welcome, I assure you, for it always contains so much that is beneficial to those that are in this business. Hope you continue as it it.

Thanking you, I am

Sincerely yours,

J. L. MCBEE.

Dear Mr. Whitaker: I feel that I owe a debt of gratitude to MONUMENTAL NEWS. It has been coming to me regularly for some years, and of late it surely has been vastly improved in appearance and in the quality of its reading matter. I think every cemetery man should have it regularly, and study it, especially the sort of portfolio of new designs you have been using lately.

Your father was a very good friend to me. It was he who first introduced me to the Cemetery Board at Barre, to which job I have made several trips.

Sincerely,

RAY F. WYRICK.

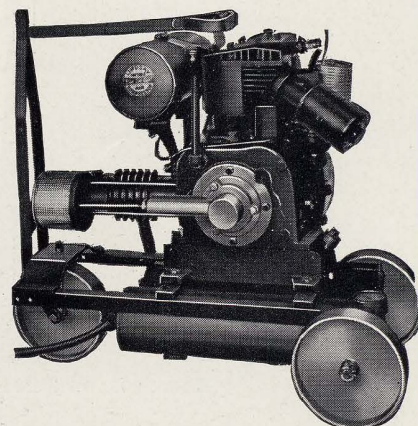
MONUMENTAL NEWS:

The series of Alphabets and the present Emblem and Symbol series are, we think, filling a long-felt need. We hope that someday you can present them in book form for addition to our library of technical books. Keep up the good work!



**LINDSAY PORTABLE
OUTFIT No. 12, \$362**
including compressor
as illustrated, blows
1½" letters in 2 to 3
minutes. The practical
unit for most dealers for
SAND-BLAST or PNEUMATIC
TOOLS in the cemetery or
branch yard.

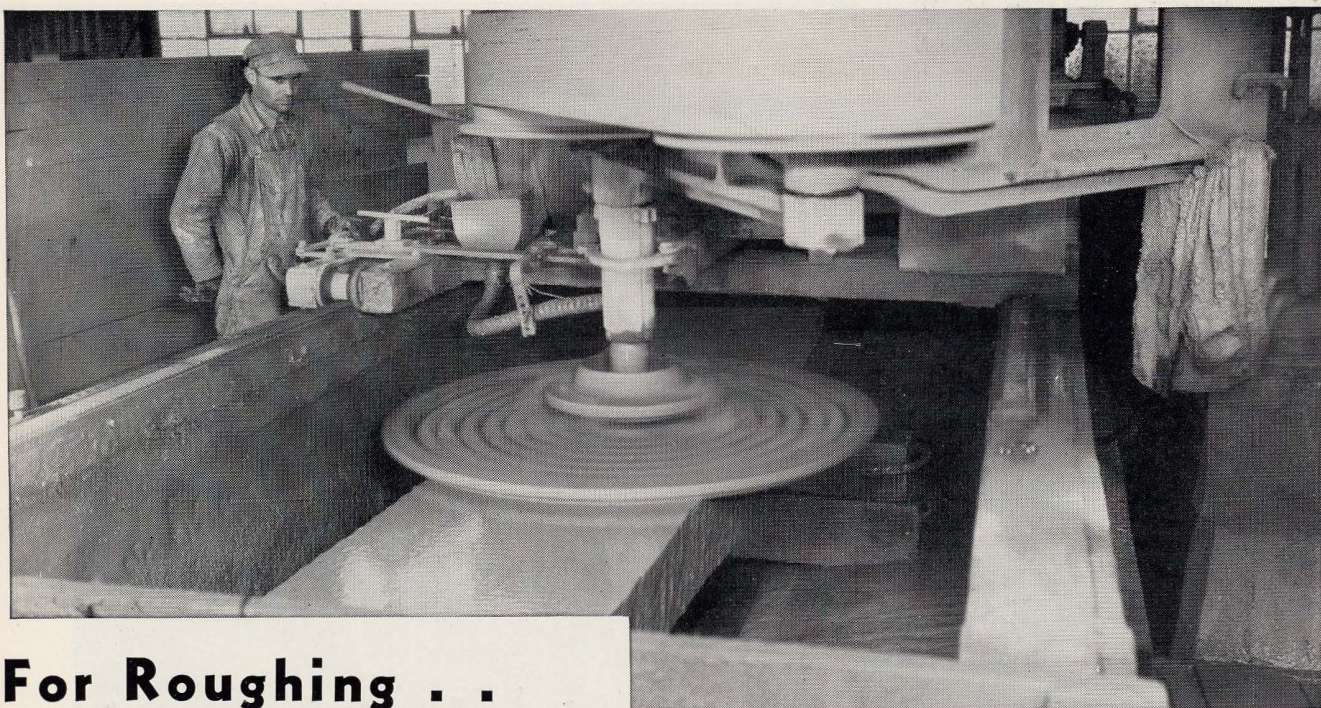
More powerful
machines and auto
trailer mounting also
available.



P. K. LINDSAY COMPANY

— FACTORY 2 —

210 BROADWAY, EVERETT, MASS.



For Roughing . .

Crystolon Abrasive

— in the coarser sizes cuts fast and clean.
It quickly removes saw marks and leaves an excellent finish for the "fining" or "closing" operations. In the finer sizes, it closes up the surface, leaving a smooth finish for buffing.

NORTON COMPANY, WORCESTER, MASS.

G-78

. . For Finishing



NORTON ABRASIVES

**EVERY
ARCHITECT
"ON THE TOP"**



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

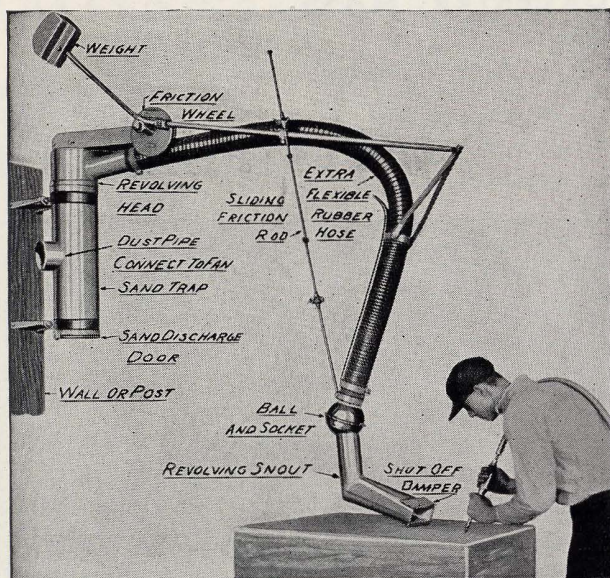
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Svenska Granitindustri Aktiebolaget

KARLSHAMN, Sweden

FOUNDED 1896

**OVER 1000 INSTALLATIONS
PROVEN SATISFACTORY**



Banker Dust Collector

**Convenient to use. Efficient.
Durable construction.
Good investment in health protection.
Assists in reducing insurance rates.
Write for prices and information.**

RUEMELIN MANUFACTURING CO.
3844 N. PALMER ST. MILWAUKEE, WIS.

KNOW THE COST OF EVERY MONUMENT

By keeping a record of all expenditures on every monument you sell in The Monumental News Sales Record.

Mont. No. ___ Material ___ Date ordered ___
Bought of ___ " Rec'd ___
Sold to ___ " ___
Erected at ___ " ___

Cost at Quarry.....
Freight from Quarry.....
Hauling, Depot to Shop...
Freight to Destination...
Hauling to Cemetery....
Lower Base,
Markers,
Corner Posts,
Base Name,
Inscriptions,
Monogram,
Tracing,
Foundations,
Setting,
Boxing,
Incidentals,
Commission and Selling
Expense,
Percentage to cover Over-
head Expense — Includ-
ing proprietor's salaries
and all office expenses,
rent, taxes, interest, in-
surance, bad debts, etc.

Contract Price, \$
Cost \$
REMARKS

It is a simple, practical and convenient means of keeping a systematic record of the purchase and sale of every monument. Tells at a glance when and where the monument was bought, to whom sold, when and where erected, shows first cost and all the incidental expenses. Highly endorsed by many successful dealers. The book is substantially bound in cloth with leather backs and corners. Opposite is a reduced facsimile of a page of the Sales Record. Full size of page is 8½ x 11 inches, with record of one monument to the page. Begin now to keep an accurate record of your costs by ordering one of these books.

Total cost Sketch of Monument

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200 Page Size - - - - \$5.00
300 Page Size - - - - 6.00

Add \$2.00 and get MONUMENTAL NEWS for one year. Regular price if ordered alone \$3.00. Send money with order.

MONUMENTAL NEWS

114 S. Carroll St.

Madison, Wisconsin

THE MANUAL OF MONUMENTAL LETTERING

"The Only Book of Its Kind"

Seventeen chapters of instructions on letter cutting with the pneumatic tool, written by an expert letterer and carver; chapters on the drafting of letters, decorations and carving; the laying out of inscriptions; laying out and drawing of lodge emblems and floral decorations.

Drawings of the most used floral carvings and geometrical decorations with instructions for conventionalizing them into designs for monuments. All the popular monumental styles of lettering executed; many special alphabets for special uses given; designs for stone carvings of over 30 leading lodge emblems.

U. S. Army and Navy emblems of the World War; with the addition of the leading Canadian Army insignia; over 280 drawings.

Decorative and artistic lettering; a study of the better types of modern lettering and the laying out of artistic inscriptions and letters.

This is the first and only book ever published devoted exclusively to the lettering of monuments. Invaluable for teaching apprentices or workmen, and for perfecting the fine points of letter cutting, drafting and laying out inscriptions.

174 pages; Price \$2.50, cash with order; one dollar discount on year's subscription, if paid with book order.

Monumental News

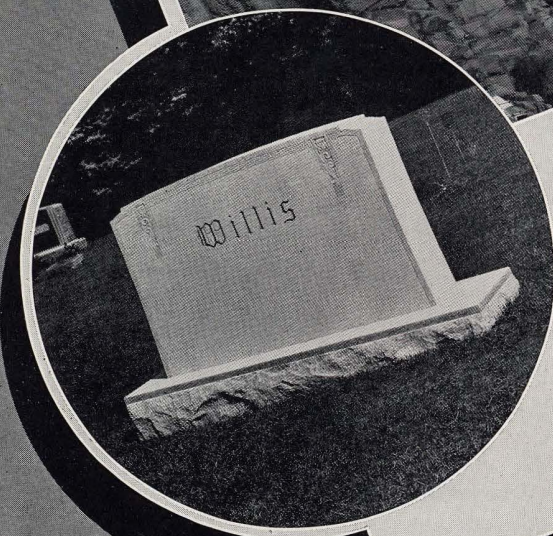
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Madison, Wis.

**ORDER
YOUR COPY
TODAY**

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. 8
August, 1938

A SOUND APPROACH TO THE PROBLEM OF CEMETERY RESTRICTIONS

THIS month we reprint the monthly report of the progressive Pittsburgh Memorial Art Club as published in "THE CURTAIN CALL," the big little voice of the active Pennsylvania State Association. The report explains itself and after reading it, we are sure all fair minded Monument men will agree that it is the only sensible attitude to take toward an admitted problem. That there are countless restrictions by Cemeteries, which are detrimental to our industry is acknowledged. That some of these are manifestly unfair and ill considered is unquestionable. However, it must not be overlooked that many restrictions of post war origin are definitely in our interest from a long-headed viewpoint, and had these same "Verbotens" been in force years ago, we'd all be more prosperous today. In the end the Monument man and the Cemetery official depend upon a beautiful Cemetery with beautiful Memorials as a foundation. Perhaps conflict is inevitable to a slight degree, but certainly an approach similar to this of the Pittsburgh Memorial Art Club will lead to better results than vindictive argument and harangue.

PITTSBURGH MEMORIAL ART CLUB SPEAKS

By FRED O. SCHLEITER, *Secretary*

(Reprinted from "CURTAIN CALL")

"At a recent meeting of the Pittsburgh Memorial Art Club a question of vital importance, 'The Relationship of the Memorial Dealer and Cemetery Superintendent,' was discussed pro and con. In the Pittsburgh district a great many of our cemeteries are now prohibiting the memorial dealer from doing any cleaning of monumental work. This to us is a very profitable part of our work. It was the opinion of some of the members present that we should take this matter up with the Boards of Directors of the various cemeteries protesting this action of the Superintendent. In further comments it was decided that the monument dealer would have to clean his own house before he could hope to get very far with the Cemetery Boards. It was pointed out that a great many of our dealers were cleaning work and by not being careful burned the grass surrounding the memorial work or 'they would take their bucket containing the water and acid throwing it out over the grass,' this in turn burning or killing the grass.

"Another item was the method used by some dealers in the erection of memorial work. Cases were cited in which the dealer went into the Cemetery without proper tools or equipment for the erection of such work. In a great many cases the dealer would have to roll his work over several lots to arrive at the lot he wanted to erect his work on. In doing this he would put his bar down into the soft ground to shove, rather than lay plank to roll the work upon.

"These things of course irritated the Cemetery Superintendent as well as the lot owners whose lots were so damaged. Therefore the Cemeteries have probably legitimate cause to impose rules upon us as memorial dealers that we do not like.

"The Club has now appointed a Committee to draw up a Code of Rules regarding the proper equipment for the erection of memorial work and the proper care of Cemetery lots. It is hoped that when this is drawn up it can be presented to the Cemetery Superintendent showing him our desire to do our work right and in turn expect favorable legislation from him so as not to infringe upon work that by rights should be done by Memorial Dealers rather than by the Cemetery Company."

POT-POURRI

LIKE an oasis suddenly appearing in the desert, business has picked up with at least ten Monument men in the past few weeks, and we hope it's the same with you. . . . One of our oldest and best regarded subscribers, writes in wistfully, remembering the time, when the Trade Press, Producers and Retailers met at the Round Table and talked it all over . . . which reminds us that the M. C. A., state associations and the M. E. C. would all be better off today if the Round Table Principle were revived—God Knows We're Willing. And that's that with a hope that the New Boom reaches you too.



The Legal Department

Conducted by A. L. H. STREET

Authority on Cemetery Law and Legal
Editor of the Monumental News

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

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

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

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

Aspects of State Licenses

EST the motives back of the preparation and publication of this article be misunderstood, the legal editor of THE MONUMENTAL NEWS desires to say at the outset that no form of partisanship, as between friends and foes of state licensing of memorial dealers and salesmen nor as between resident and non-resident dealers, exists in his mind. This is an impartial discussion of the subject in the sole light of legal principles. It is prompted by the rising of questions as to the validity of the Wisconsin licensing law and its effect upon nonresident dealers and salesmen.

Going through the act (Laws of Wisconsin, 1935, chapter 532) our offhand reactions are as follows:

A "dealer" within the meaning of the act is one who has an "established place of business in the state." That clause seems to recognize interstate transactions as falling beyond state control and therefore outside the act.

A "salesman" is defined as one other than a dealer "who sells or offers for sale at retail any cemetery memorial." To avoid unconstitutionality of the act, this provision would no doubt be held by the courts not to impose license requirements upon salesmen for nonresident dealers soliciting orders in interstate commercial transactions.

After requiring dealers and salesmen, as above defined, to obtain state licenses before holding themselves out as "dealer or salesman in this state," the statute provides that "Licenses shall be granted only to persons who are trustworthy and competent to transact the business of a cemetery memorial dealer or salesman in such manner as to safeguard the interests of the public." The secretary of state is empowered to require of applicants any information he may "reasonably require to determine the trustworthiness of each applicant," etc. In passing, the validity of these provisions, and therefore the validity of the entire act, which rests upon them, plausibly may be questioned. There are many court decisions to the effect that where licenses are required for the pursuit of a business or occupation, the law or ordinance making the requirement must prescribe reasonably definite standards of qualifications and not leave it to an administrative board or officer to prescribe qualifications. It is a debatable question whether or not the Wisconsin law sufficiently prescribes a definite standard of qualification for a license, when it leaves it to the secretary of state to determine whether a particular applicant is "trustworthy and competent" "in such manner as to safeguard the interests of the public."

Another clause of the law requires a licensed *salesman* to give a \$200 bond "indemnifying any person who is damaged by reason of any misrepresentation, breach of warranty or fraud." The validity of this clause is debatable on several grounds: (1) Does it discriminate unjustly by exempting dealers from giving bonds? (2) Should not the provision be limited to *material* misrepresentations *made by the salesman*? (3) Breaches of warranty are committed by the dealer, not by the salesman. Then, why should salesman be bonded against such breaches? (4) Should not the bond be limited to fraud committed by the *salesman*? The statute is not clear on that point.

The provision forbidding solicitation of orders for a memorial for a deceased person within two weeks after his death, construed as *applying to members of his family*, would probably be sustained. The California courts lately upheld a similar provision forbidding funeral directors to solicit business. But the provision is so worded that a dealer or salesman would have to wait two weeks before he could solicit an order from a trust company or other outsider acting as executor of the deceased person's estate. So interpreted, the validity of the clause is debatable.

There is a provision for granting licenses to nonresident dealers and salesmen on compliance with "all of the provisions of this section, except that a nonresident dealer shall maintain an *active* place of business in this state." (As above noted, a resident dealer must have an "established place of business" in the state.) What the legislature meant by an "active" place of business might furnish food for a wrangle between lawyers in court for days. But, as shown below, none of the provisions of the act can be deemed to affect nonresident dealers doing an interstate business.

Another paragraph of the law requires nonresident applicants for licenses to file irrevocable consent to be sued in the courts of Wisconsin. This provision

(Continued on page 320)

MONUMENTAL NEWS

REVIEW OF MEMORIAL ART



LUCIAN SCHLINGEN—MEMORIAL ARCHITECT

THIS Month's Cover features the new Studio of Lucian Schlingen, whose leadership sets a fine example to the Industry. A few characteristic Schlingen Memorials are discussed in this Review.

THE Schlingen name has been identified with Monuments for the better part of a century for John Schlingen, Lucian's grandfather was a Memorial Craftsman shortly after the Civil War, being joined by his son, the late Fred M. Schlingen in 1882, in the conduct of a widespread business, in Wisconsin, which became well known as Schlingen & Son, then successively Fred M. Schlingen and in 1928 Schlingen Memorials, Inc.

In the spring of 1936, some five years after his father's death, Lucian resigned from the older Company and started Lucian Schlingen, Inc., purchasing Schlingen Memorials, Inc., in the following year. At present all the Schlingen Heritage and activity is operating under Lucian Schlingen, Inc., in the new establishment on University Avenue, one of Madison, Wisconsin's beautiful suburban boulevards. The new studio of white-washed tile trimmed with colorful craborchard stone is landscaped most attractively, as would be expected from one who has so long been a staunch advocate of the importance of Garden Beauty in the Cemetery.

Lucian, like his father before him, has been the President of the Wisconsin Association of Memorial Craftsmen, as well as a three-time President of the National Association of which his father was once President as well as a motivating spirit in its founding. Lucian is now a representative of the Memorial Craftsmen of America on the board of the Memorial Extension Commission. But to us who are fortunate enough to know him and his work well, his greatest contribution is the large number of beautiful Memorials he has created, works of Art that will long stand as Monuments of meaning not only to the families remembered but to all who see them.

It has been often noted that few of our Cemeteries of today are as lovely in memorial beauty as those of our Colonial forebears. In intervening times the emphasis upon industrial expansion, seems to have deadened artistic consciousness, not only in Memorial Art, but in other arts as well. More recently we have witnessed a rebirth of Art in our Cemeteries, much of which can be traced to Memorial Architects like Lucian Schlingen, men who have insisted upon the necessity of Beauty of Thought and Line in Memorial Creation, men who have preserved the essential individuality in the Memorial Ideal. We like to feel that Lucian Schlingen is a fore-runner of a New Era of finer Memorials in more attractive surroundings.

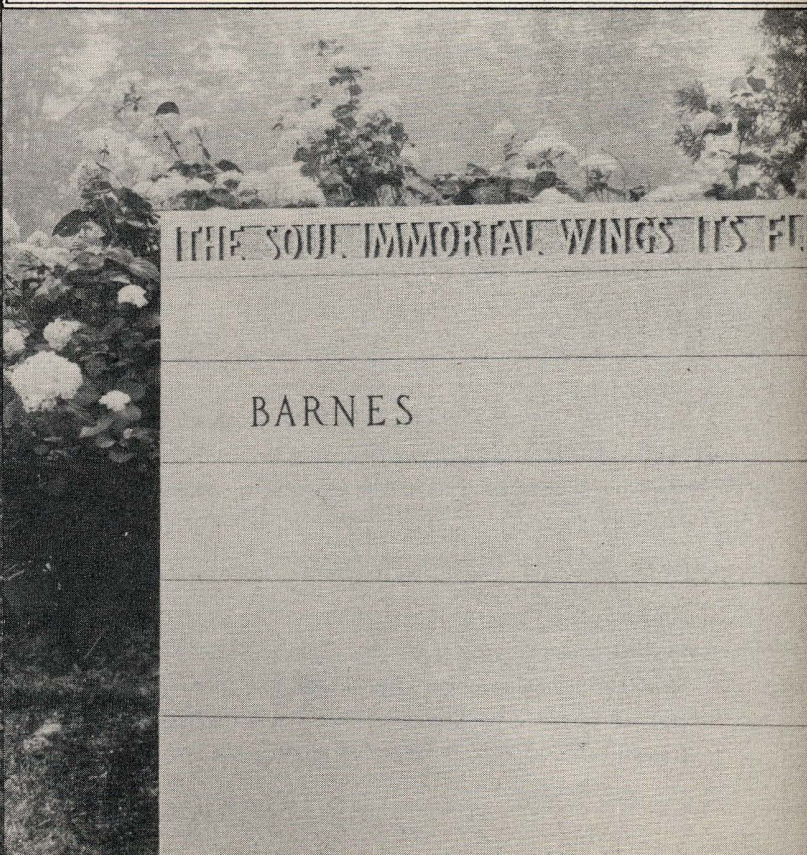
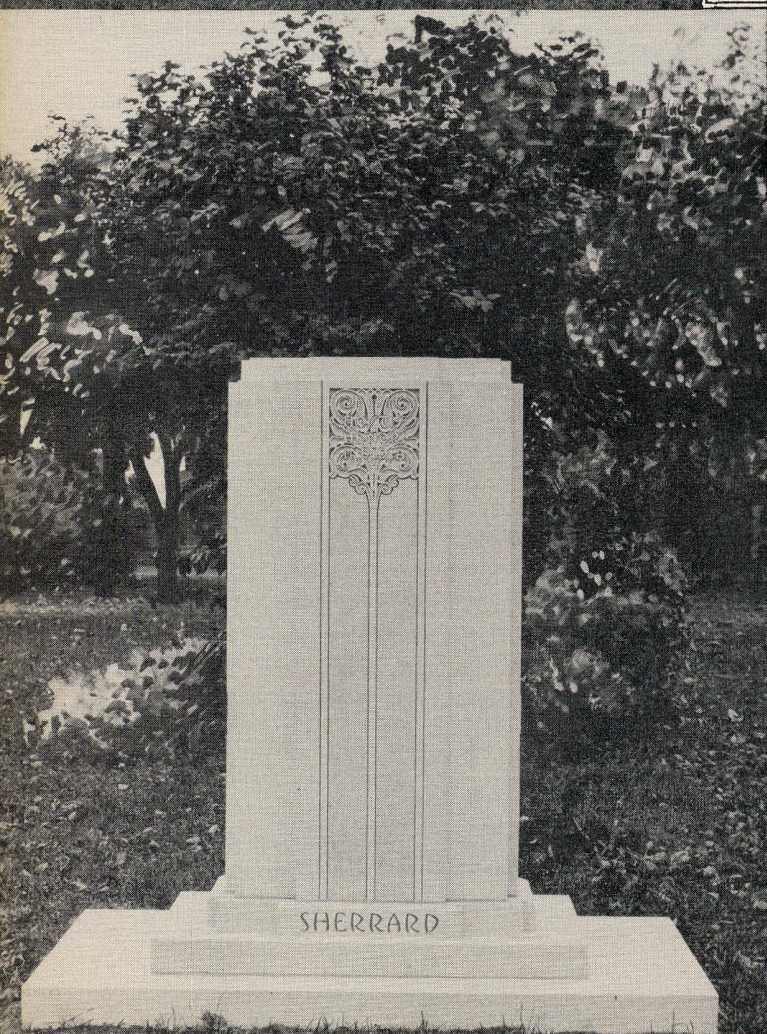
Our pages have featured many Schlingen creations, large and small, but each having a certain perfection characteristic of the Master. It is this uniformity of Beauty and Variety of Theme, born of Architectural talent and schooling, that is so impressive. Sarcophagi, Mausoleums, Columns, Sundials, Crosses and Ledgers have all played a part in his work, but for our purposes we have selected this month a few of his later works of lesser scale though certainly of undeniable charm.





THE GRAHAM TABLET is one of the more modest types of memorials with which Mr. Schlimgen has enjoyed such happy results. Here we have a simple upright style. The pediment of a Grecian temple is suggested by the roof top, the ends of which are relieved by plain scrolls. The sides taper in at the bottom to meet two slight rounds which might be interpreted as suggestions of bases. This is an interesting departure from the commonplace. The Cross-Fleurie together with the rays may be considered as an Easter Cross. The two inscriptions and notice of birth show the result of careful and intelligent planning to create a well-balanced and pleasing effect. This is a copyrighted design by Lucian Schlimgen manufactured in Barre Granite.

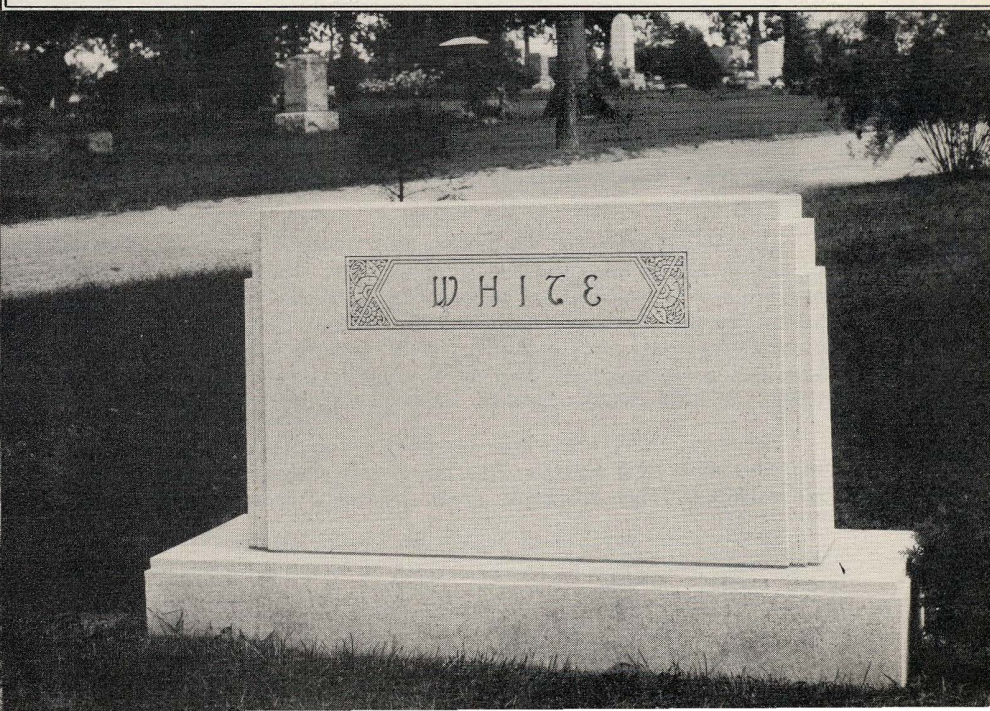
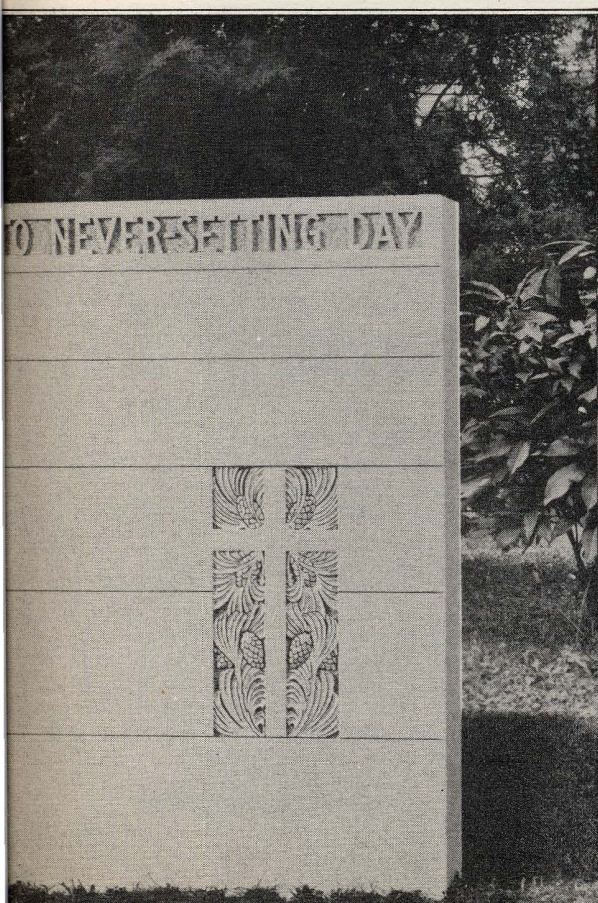
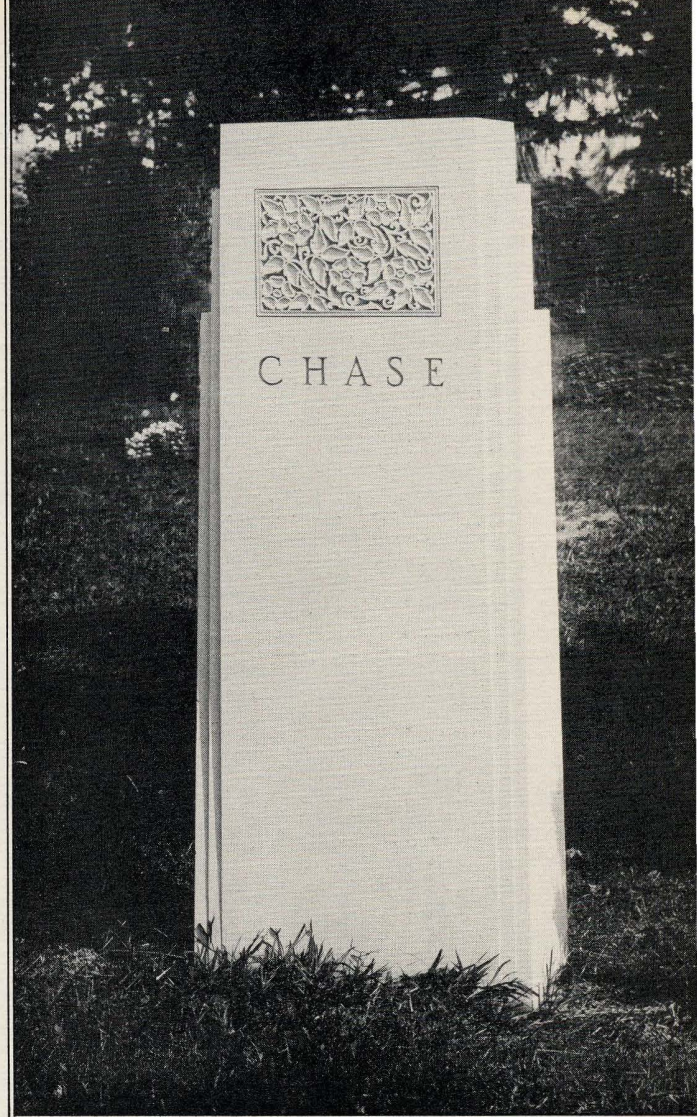
THE SHERRARD MONUMENT is a fine example of contemporary modernism, illustrating that the new art can be just as appealing as the older when the laws of dynamic symmetry are carefully observed. Note how well the motto *Hostis Honora Invidia* has been worked into the conventionalized Acanthus Leaf decoration. Also how effectively the three bases have been utilized, symbolizing Faith, Hope and Charity. One can have no quarrel with this modernism. This copyrighted design by Lucian Schlimgen was manufactured in Balfour Pink Granite by the Harris Granite Quarries Co.



THE BARNES TABLET is an interesting design illustrating fine balance in asymmetrical decoration and a noteworthy usage of a motto for top ornamentation. Observe how well the horizontal lines relieve the mass and lead to the interesting Latin Cross set in a conventionalized panel of pine cones and needles which meant much to the memorialized. This copyrighted Lucian Schlimgen design was manufactured by Jones Brothers of Wells-Lamson Barre Granite.

THE CHASE MONOLITH featuring the wild rose of Messianic hope reveals a carefully studied composition less simple in actuality than in effect as will be realized by the subtle entasis and the balanced setbacks which harmonize so well with the panel and lettering. This copyrighted Lucian Schlimgen design was done in Tennessee Marble.

THE WHITE MEMORIAL is an excellent solution of the problem of individuality in the recumbent tablet at no sacrifice of simplicity. Its superiority to the usual stock design of approximate size and cost is evident. Elements of its appeal are the personalized letter in a properly subordinate and decorative panel based on geometric design; offsets that relieve the contour; and composition as well as decoration especially detailed for modern production. This copyrighted Lucian Schlimgen design was manufactured by the Harris Granite Quarries Co., of Balfour Pink.





AMONG the prototypes of modern erect-tablets are the Romano-British headstones. These upright slabs were reared by Roman soldiers in memory of fallen comrades during the occupation of Great Britain.

The SMITH memorial is a modern adaptation of this type. Vertical lines, in the abstract significance of form, express inspiration—horizontal lines, repose. The verticality of this contemporary tablet is accentuated by the play of vertical bands on the sides topped by consoles which tend to support the tablet proper. The clipped corners at the top relieve the severity of the vertical lines. The embellishment on the face of this table has been carefully studied and is composed of a Cross-Fleurie—a most beautiful decorative form of cross with ends terminating in three petals symbolizing the Faith together with conventionalized acanthus leaves which are symbolical of the Heavenly gardens.

The name SMITH has been carefully detailed to express simplicity and quiet dignity. Also note how the vases with their separate platforms enrich the composition as a whole and tend to create a horizontal movement without detracting from the major central vertical theme.

Thus we see how Lucian Schlingens, combining a rich architectural background with good taste and a thorough understanding of the making of Monuments creates so many beautiful memorials.

SCULPTORS RESTORE FADING LEGENDS ON OLD GRAVESTONES

RESTORATION of the carvings on more than 100 weather-worn gravestones is busying two artists, the brothers Rossi, Girard and Vincent, employed by the Federal Art Project, as a Works Progress Administration project sponsored by the Hartford, Conn., Parks Commission.

The work is being done in the historic old burial ground adjoining Center Church in Hartford. Epitaphs and antique decorative designs are being recarved in conformity with original lines, to efface the damage done by the elements during the passing generations. Some of the graves in this historic cemetery are nearly three centuries old.

Many of the headstones are too far gone for the lettering to be restored properly. The Rossi brothers therefore are re-cutting only those having fairly well preserved surfaces. New brownstone slabs should really be secured to replace those that are beyond repair, according to Park Commissioner George H. Hollister. The restoration work will continue only as fast as the Park Department has the money to pay for the cost of materials, however, and for the present there is no money for buying new brownstone slabs.

The Rossi brothers frequently find it necessary to "build up" part of the surface of a stone before they can re-cut the epitaph or ornamentation. They do this by carefully brushing off all the crumbling parts and then "building up" the surface with brownstone dust mixed with a special cement. As soon as this restored surface is dry they proceed to re-cut the missing words or letters. They reproduce the old style lettering and ornamental designs as near to the originals as possible. Cracks in the stone surfaces are mended with cement.

The headstones and tablestones originally were cut from flat brownstone slabs. Horizontal surfaces of tablestones have withstood the crumbling effects of rain and snow better than the perpendicular headstones. This is due to the layer-upon-

layer composition of the brownstone. When the end of an upright slab is exposed directly to the weather, the rain tends to seep into the "grain" causing the stone to crack and the outer flat surfaces to scale off.

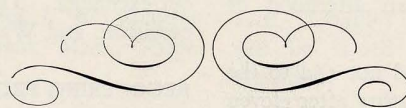
An early town record yields the following interesting piece of local antiquity about the original establishment of the burying ground: "Ye 11th of Januarie, 1640 . . . To have a persell of grownd Lying at ye north midow gatte containing about a acker and halfe of grownd and ye sayed Richard Omsted is to remove Mr. Allings fence. . . ."

A later record dated September 29, 1664, reveals that the townspeople were annoyed by having cattle grazing in the burying ground, and the town meeting voted that "a suffishant palle fens (be) set up Round about the sd bering yard."

Since it was the only place of burial until 1803, it contains the dust of all who died in Hartford over a period of 163 years. During the century following it passed into obscurity. Buildings were erected that hid it from public view, and it was about the most neglected piece of public property in the city.

In 1897, the Hartford Park Department gave the women in the Ruth Wyllys Chapter of the DAR permission to start a restoration drive. Under the regency of Mrs. John N. Holcombe the DAR women raised over \$100,000 for this work. With this sum the adjoining property was purchased, ramshackle buildings removed, and the old burying place restored, much as it appears today—a worthy memorial to many of Connecticut's historic personalities and oldest families.

Much restorative work was done at the time, but in the intervening 40 years the elements have continued to wreak damage to the old headstones—hence the WPA project now under way.



Trade News

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

THE WETMORE & MORSE REORGANIZATION

At the conclusion of the annual directors' meeting of the Wetmore & Morse Granite Co. in Montpelier, Vt., important managerial changes were announced, and the following officers were elected: President, Fred A. Howland of Montpelier, former president of the National Life Insurance Co., of which he is now Chairman of the Board; Vice President, Maurice W. Dewey of Montpelier, insurance executive and long time stockholder in the company; Secretary and Treasurer, Herbert R. Pierce of Montpelier; General Manager, John P. Davis, well known Vermonter who has been head purchasing agent for the state for several years; Corporation Clerk, William H. Duthie. The directors elected were: F. A. Howland, M. W. Dewey, H. R. Pierce, J. W. Smith, and W. F. Corry. The retiring directors are F. M. Corry, his son F. C. Corry and E. H. Deavitt. Mr. F. M. Corry had been company president for many years of his fifty years of service in the organization.

It is understood that these new executives intend to expand operations at this Quarry, which has operated since 1862, and to widen the scope of merchandising activities.

CHANGES IN BARRE FIRMS

Two important changes in granite manufacturing establishments in Barre, Vermont, were consummated recently involving some of the industry's younger manufacturers.

James B. Stewart purchased the interest of his partner, John Gibb, in Marr & Gordon incorporated, and will continue to operate this old established firm.

Mr. Gibb, in turn purchased of Robert J. Stewart and others the Manufacturers Sawing and Polishing company, and the R. J. Stewart Turning Works, both located in the old Marr & Gordon plant on Willey street.

SUMMER MEETING OF THE WISCONSIN M. C.

The annual summer meeting of the Memorial Craftsmen of Wisconsin was held at the Park Hotel in Madison, Wisconsin, on Monday and Tuesday—August 22 and 23. The attendance was small but enthusiastic, and business of importance was executed at the business meeting held on Tuesday morning.

Monday morning was occupied with registration and friendly meeting and discussion. In the afternoon a boat ride on Lake Mendota given for the entire party—members, family and friends, was a very enjoyable feature. The banquet in the evening, enlivened by group singing and entertainers was followed by dancing until a late hour.

The business meeting was held Tuesday morning, after which came a picnic at Vilas Park—where games for all were a feature, and the refreshments added to an afternoon of relaxation and pleasure.

A strike occurring in the Hotel Tuesday did not add to the service as elevators and the grill were not operating after eleven in the morning (for the members who chose the fourth floor for quiet, the long flights of stairs were not a pleasant remembrance) but service was soon resumed and except for the strolling pickets, all was well.

BARRE QUARRIERS COOPERATIVE, INC. ELECT H. B. JONES—PRESIDENT

H. Brandom Jones of Montpelier, treasurer-clerk and production manager of the Wells-Lamson Quarry company, was elected president of the Barre Quarriers Co-operative, Inc., at a regular weekly meeting of that organization on Aug. 18. J. Wendell Smith, production manager and vice-president of the E. L. Smith and company, was elected vice-president.

The election was necessitated because of the recent resignation from the board of directors of Frank C. and William F. Corry. William F. Corry had served as president of the Barre Quarriers Co-operative, Inc., since the inception of that organization five years ago. He resigned from the office of president early in August.

At the opening of the meeting James G. Pirie was unanimously elected president. He addressed his fellow quarriers and said that he would be unable to carry out the duties incumbent upon the president of the organization, and asked to be relieved from serving in that position. The quarriers acceded to the wishes of Mr. Pirie, and H. Brandom Jones, who had served as vice-president since the organization was formed, was unanimously elected president. The election of J. Wendell Smith, who has been, and continues, as recording secretary of the organization, then followed, and was also unanimous. Athol R. Bell, treasurer of the Rock of Ages corporation, is treasurer of the Co-operative.

It was announced that John P. Davis, general manager of the Wetmore-Morse company, and Herbert R. Pierce, recently elected director and member of the executive committee of the Wetmore-Morse company, would serve as representatives of the Wetmore-Morse company on the Barre Quarriers Co-operative, Inc., board of directors. These two new directors attended the meeting at the Co-operative offices and luncheon at the Hotel Barre thereafter.

Considerable important business was transacted, and plans for future activities were discussed in some detail. Members of the Co-operative are considering the appointment of a new field secretary to replace Acting Secretary Ralph H. Smith, who resigned July 1.

COMMON STOCK FOR PREFERRED

A certificate of capital stock actually issued was filed in the secretary of state's office at Montpelier, Vermont recently, by the Rock of Ages corporation of Barre which has issued 150,000 shares of common stock of no par value for 150,000 shares of old no-par value common stock and 197,952 and 25-27ths of common stock of no par value for 15,227 and 52-351sts of old preferred stock of a par value of \$100 a share. The balance of the old preferred stock has been retired and cancelled without exchange. The certificate was signed by Roy L. Patrick, as president, and Warren R. Austin, as clerk.

RECOVERING FROM OPERATION

John Bruckner, proprietor of the Otto Schumann Granite Co., Portland, Oregon, suffered the amputation of his left leg at the knee on July third. He is making a splendid recovery and expects to be back at the office in a few weeks.

BUILDING THEM RIGHT

Appreciating the fact that Oglesby gives same exacting care to the building of every mausoleum, large or small, Mason Memorial Studios, of Erie, Pennsylvania placed the cutting of the King mausoleum in our hands.

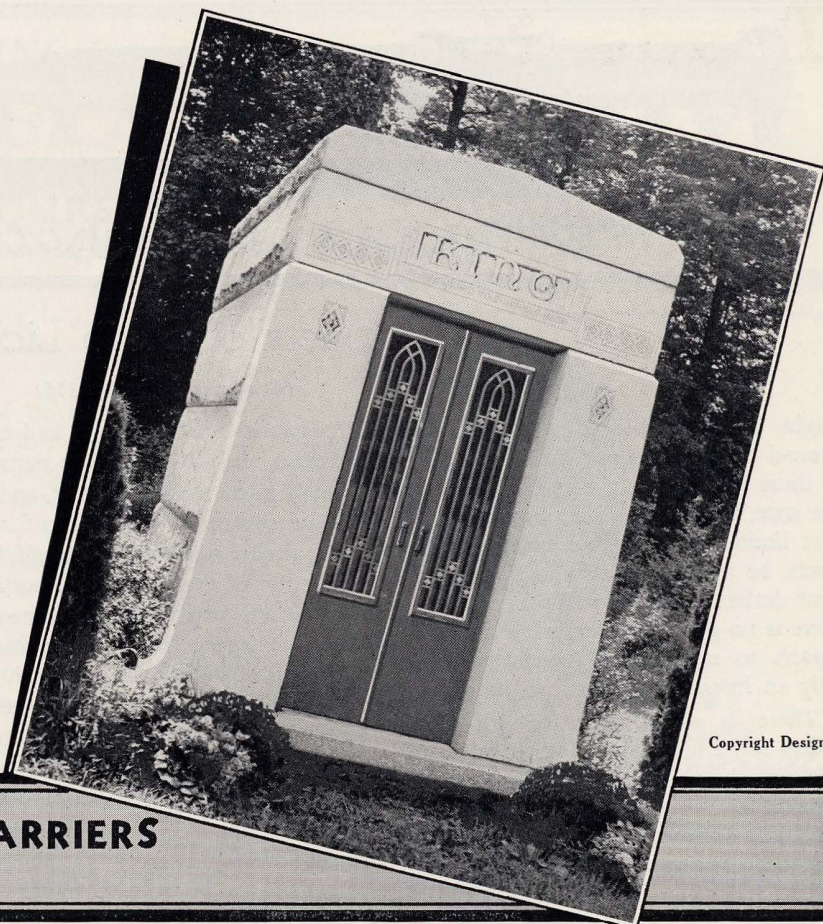
With the same confidence you can rely upon Oglesby to execute your memorials in a way that assures you of satisfaction.

BLUE OGLESBY GRANITE

perpetuates memories in the manner you desire.



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



Copyright Design

OGLESBY GRANITE QUARRIERS

Elberton, Georgia

SAW QUARRYING OPERATIONS

Departing from its usual custom, the Barre Rotary club at Barre, Vt., held a regular meeting at the J. K. Pirie Estate quarry. The spacious garage was utilized as a dining room and 68 Rotarians and guests sat down to a sumptuous luncheon, prepared and served by the F. D. Ladd company. "Jim" Pirie was a most genial host, explaining in humorous vein the various duties of the members of the firm and their assistants.

After the luncheon, at which Loren H. Allen presided, the occasion took the form of a classification talk by Rotarian Jim. It consisted of a personally conducted tour of the quarry and shops. Three powder blasts and one dynamite had been prepared and were set off in rotation as a demonstration of big scale quarrying. One block of granite, estimated to contain twenty flat carloads of rough stock was snapped free from its bed by less than 15 pounds of powder. Derrick operations in lifting huge blocks from the depths of the quarry to the surface, were shown for the edification of the party.

The occasion proved to be highly instructive to the Rotarians and their guests and deep appreciation was expressed by all present to Jim and his family group for this intimate "peep" into Barre's great industry.

Visiting Rotarians were: Ralph Jones of Madison, Wis., W. K. Chaffee of Rutland, Raymond Schlosser of Ardmore, Pa., Sayward Rowell of Montclair, N. J., Omer Carmichael of Lynchburg, Va., "Gene" Lowell of Montpelier, L. W. Webster of Randolph, Vernal E. Kezer of Needham, Mass., Ralph Bradley of Grosse Pointe, Mich.

NEW MANAGER

The E. P. Murphy Granite Co., Green Bay, Wisconsin, announces the appointment of David D. Meehan as general manager.

QUARRYMEN ORDERED TO WEAR GOGGLES

Eye protection for employees performing operations in all granite quarries of the state of Vermont, was ordered by Commissioner of Industries Howard E. Armstrong.

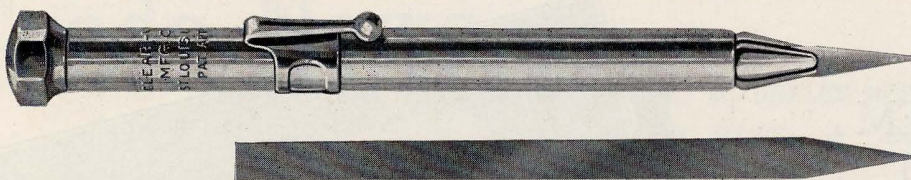
The order, issued pursuant to section 6605 of the general public laws as amended by Section 2 of No. 165 of the acts of 1935, decreed that such protection shall consist of the wearing of goggles by employees at all times while engaged in the performance of their duties, except in those cases where eye hazards have been effectively removed by other means. The order is effective September 1.

Commissioner Armstrong, in commenting on the order, said a survey of five major granite quarries in the Barre district as to accident frequency showed that eye injuries predominate, and it is in an effort to reduce this type of injury that he took the action he did. Under the order quarry owners must furnish the goggles, and employees who fail to wear them run the risk of being denied compensation if they sustain eye injuries.

The order set forth the requirements for the type of goggles to be used. Since danger of impact exists, the lenses shall be so strong and so framed that they effectively reduce the danger of eye injury from broken pieces of lenses. Lenses which interfere with vision because of "starring," frosting, etc., should not be used. Frames should be light and adjustable to the face. Goggles which have been worn by one workman should not be issued to another workman without having been sterilized.

SEEKS RENOMINATION

Frank C. Corry, Montpelier, Vermont, has announced his candidacy for renomination for County Senator in Vermont Senate.



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

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

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

CLEARVIEW EQUIPMENT & MANUFACTURING CO., 1900 Delmar Blvd., St. Louis, Mo.

Aspects of State Licenses

(Continued from page 316)

might be vulnerable to attack on the ground that it does not limit such suits to those arising out of memorial sales in the state, but if held to impliedly express that limitation, the provision would no doubt be upheld, as applied to nonresident dealers doing a local business. But there is no ground for applying this paragraph to nonresident dealers who do only an interstate business in the state.

There is a provision requiring all orders to be in writing, with a duplicate left with the purchaser. The order must state certain things concerning the memorial to be furnished, etc. Copies of the orders must be kept "in the dealer's place of business within this state" for at least two years, and are open to inspection by the secretary of state or his agents, etc. As applied to dealers doing a local business, there are many court precedents to sustain the validity of this provision. But the section should not be read as being applicable to interstate transactions. Yet, it would seem to be good policy for all dealers to follow the practice laid down by the statute, even though not required to do so. The requirements for specifying the subject of sale and for leaving a copy with the purchaser tend to safeguard against misunderstandings and controversies.

The Wisconsin law seems to have been worded with a view to keeping on the safe side of the fundamental rule of law that a state is powerless to impose licensing requirements upon those engaged in interstate commerce. Difficulties, if any, will rise in cases where there is dispute as to whether particular transactions amount to intrastate or interstate business.

This much appears to be indisputable under decisions of the Wisconsin Supreme Court, as well as those of the United States Supreme Court and other federal tribunals: So long as a nonresident memorial dealer does no more than to solicit orders in Wisconsin, through salesmen, for transmission to the dealer's place of business in another state for

acceptance or rejection there, and to ship memorials on such orders, the transaction is purely interstate in character, and he is not, and cannot be, required to first procure a license nor subject himself to the jurisdiction of the Wisconsin courts. But if a dealer, personally or through an authorized agent, makes a contract in Wisconsin to furnish a memorial, there is a local sale subject to licensing requirements of Wisconsin. And if a nonresident dealer maintains a stock of memorials in the state from which local orders are filled, there are judicial precedents to sustain a view that there is a doing of a local business of such character as to make the dealer, whether incorporated or not, amenable to local licensing requirements.

Question may come up as to whether or not the fact that a nonresident dealer has undertaken to set up a memorial takes the transaction outside interstate commerce and brings it under state control. Our attention has not been called to any decision of a court on this particular point. So, we do not undertake to express an opinion as to what might be decided on the question being presented. And it would take more space than is here available to summarize the various conclusions that have been reached by courts in analogous cases. But there are numerous decisions to the effect that where installation of a thing sold is merely incidental to a sale in interstate commerce an agreement to install it does not render the seller subject to local licensing regulations, etc. And the mere setting of a memorial would appear to fall within the spirit of these decisions. For example, in a Kentucky case (*Webb v. Knoxville Glass Co.*, 217 Ky. 225, 289 S. W. 260) it was decided that a contract to sell a plate-glass window did not lose its interstate character because the nonresident seller agreed to install it on concrete foundations, which the seller erected through men sent for that purpose, assisted by other men hired locally.

And in New York it has been decided that mere installation of a furnace sold in interstate commerce did not subject the transaction to the laws of the state where the installation was made—New York. (*J. L. White Furnace Co. v. C. W. Miller Transfer Co.*, 131 App. Div. 559, 115 N. Y. Supp. 625.)

But there are decisions that would support a contention that a contract to construct a mausoleum or similar structure would be governed by the laws of the state where the erection is made. For example, in the case of *Gray-Knox Marble Co. v. Times Bldg. Co.*, 225 Ala. 554, 144 So. 29, it was decided that a nonresident corporation not licensed in Alabama was not protected by the interstate commerce theory, where it contracted to install marble blocks in a building in that state, the cost of installation being approximately 25 per cent of the company's expense in connection with the whole transaction.

For summaries of numerous cases bearing on this phase of the subject, we refer to the annotations commencing at page 614, 11 American Law Reports, and at page 356, 101 American Law Reports.

Before any memorial dealer undertakes to do business in another state it is highly desirable that he have his local legal counsel carefully check the proposed operations in that state against requirements under the laws of that state, in the light of the law granting interstate commerce immunity from state interference.

"COAL TO NEWCASTLE"

Quincy citizens, proud of their city's granite quarries, couldn't help but be puzzled when the schooner Annie Reuben started unloading 165 tons of granite from Vinal Haven, Me.

"Coal to Newcastle," said one or two, but the Reuben's officers said no. The shipment, they explained, was a darker stone than could be obtained in Quincy, and was brought to Quincy for polishing by a firm with quarries in both states.

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

A MESSAGE FROM PAUL

By **PAUL STEVENSON**

President of the Memorial Craftsmen of America

Probably the announcement that there will be no exhibit feature at the coming convention, was a surprise to many of you. The action of the committee in making this decision was governed entirely by the status of the industry as a whole, at this time.

It is evident that the industry, especially the retail branch, needs a complete organization. Inasmuch as there are so many problems that must be determined, the committee felt that it would be wise to hold a convention without the exhibit feature, in order that those questions which are pertinent to the success of the retail monument industry could be discussed without anything to detract from their importance.

The mere fact that all available time will be devoted to pressing problems vital to the industry should influence those who have the industry at heart to attend. Matters of importance will be discussed that will be far more beneficial toward the future success of the industry than an exhibit would be.

We hope to arrange a program that will be practical and educational. If any of you have suggestions regarding the program, would you be kind enough to forward them to me?

We should have a program that would carry the advice and counsel of a cross-section of the retailers, in order that we can establish policies that will encourage the advancement of the industry.

BUILD WHILE YOU LIVE

The memorial industry will not only promote its own interests but perform a real public service if it can persuade the American people to consider their memorials before death visits the family, and at a time when they can give calm thought to this important subject. Many of the mistakes in private memorials are due to the fact that the purchaser is under stress of emotion which dulls his sense of fitness and his artistic appreciation.

The Alberga Granite Export Ltd. o/y

Uusikaupunki, Finland

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

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

Please ask for samples, stock-list and prices.



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

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

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OUR SPECIALTY

SHEAHAN'S MISSOURI RED GRANITE

Sawed, Axed and Polished Slabs
Monuments - Markers - Rolls

Also Other Granites

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PICKEL STONE CO.

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PAUL MASCITTI GRANITE CO.

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

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

Quarried, Sawed and Manufactured by
MOUNTAIN PARK GRANITE CO.
 Mountain Park, Oklahoma
 Your inquiries given prompt attention

WHOLESALE MANUFACTURERS OF
Missouri Red Granite
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Your inquiries given prompt attention
J. P. BOURGOIN & CO., INC., Elmwood, Ill.



OWENS LONG LIFE SAND-BLAST NOZZLE

It will give as much service
 as 200 cast iron nozzles

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

Order one today or write for circular

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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 are proving increasingly beneficial to retailers. Won't you write for further information and samples.

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Exclusive Wholesale Manufacturers of

Missouri Red Granite

— Also All Other Granites —

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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

ANNOUNCEMENT

The Magnus Chemical Company, Inc., Garwood, N. J., has announced three appointments to its sales department.

Raymond D. Kennedy becomes a resident sales representative in Philadelphia, Pa.

William F. Newton will represent Magnus in California.

Douglas L. Foster will represent Magnus in western New York State.

Magnus Chemical Company is the manufacturer of cleaning materials, industrial soaps, metallic soaps, sulfonated oils, emulsifying agents and metal working lubricants.

* * *

A new leaflet on the Magnus Cement Cleaner is now available, write them if you have not received it.

M. D. P. A. PICNIC

The Monument Dealers Protective Association held their seventh annual picnic at Renchan's, Round Lake, Illinois, on July 21, 1938.

A fine day, an attendance of one hundred and eighty-four, and a spirit of cooperation made it an event enjoyed by all.

The morning ball game was won by Frank Troosts Boosters with a score of 8 to 7 over O'Neil's Hot Shots. In the casting contest Otto Reich, being the only one to hit the target, easily walked away with first prize.

A long list of events and prizes furnished amusement for all. Dancing ended a very enjoyable day.

NEW CORPORATION

The Northern Pink Granite Corporation of Niantic, Conn., filed organization paper at Hartford, Conn. Samuel M. Melkon of Belmont, Mass., president; Theophilus J. Craig, Braintree, Mass., Secretary-Treasurer. These two and Annie G. Craig, Quincy, Mass., are the directors. They own \$40,000 in property.

CELEBRATES BIRTHDAY

H. K. Keller, president of H. K. Keller Co., New York City, recently celebrated his eightieth birthday. On that day, three of his friends, retail dealers in the immediate locality, called to extend congratulations and then entertained Mr. Keller at lunch.

Trade News

NEW USLE & PEROJO REPRESENTATIVES

Along with the enthusiastic reception accorded their latest series of distinctive stock designs, the Usle & Perojo Granite Company of Barre, Vermont, announce the appointment, as representatives, of George R. Booth of Manchester, Connecticut, covering Massachusetts, Rhode Island and Connecticut and Louis C. Roemer of Attica, Indiana, covering Indiana, Illinois and Wisconsin. Retailers in these states interested in seeing the latest designs are requested to either write these men at their homes or direct to Barre.

PURCHASES STUDIO

John M. Philip, connected with the Troup Studios for over nineteen years, has purchased the business from Mrs. Lena Troup. The trade name will not be changed.

NEW BRANCH

The Hughes Granite Co., of Clyde, Ohio, have opened a branch office at Fremont, Ohio.

NEW FIRM NAME

Eye-Garrison at Cedar Rapids, Iowa succeeds Kofron-Garrison at same location, 805 Third street.

ATTEND THE A. A. C. S.

We hope that all who can will attend the Annual Convention of the Association of American Cemetery Superintendents, to be held in St. Paul on September 12 to 15, inclusive. A very enjoyable and instructive program has been planned by the convention committee, Paul Daggett, Chairman.

Speakers of note, trips of interest, entertainment for all, are only a few of the many features in store.

GEORGIA ORGANIZATIONS JOIN MEMORIAL CRAFTSMEN

The Georgia Marble Finishing Works of Canton, Georgia, the Georgia Granite Corporation and the Oglesby Granite Quarries, of Elberton, have joined the Memorial Craftsmen of America in their new plan of enrolling manufacturers and quarriers in their Association as associate members.

FLOODLIGHT EXHIBIT

Wm. W. Randolph Monument Co., Inc., at Nashville, Tennessee, opposite Mt. Olivet Cemetery, is again advertising a "Special Floodlight Summer Sales." The monument yard is lighted with floodlights and one or more salesmen remain each night until 9 P. M. The public is invited to "come out and see our display of monuments during the cool of the evening." The plan is being repeated because it proved very successful last summer.

Flood-lighted memorial exhibits and show windows are more and more being used by progressive dealers.

KANSAS ANNUAL STATE CONVENTION

The Memorial Craftsmen of Kansas will hold their annual convention in conjunction with the State Cemetery Superintendents at Salina, Kansas, October 6-7, 1938.

Plans are being made for a bigger and better convention than ever before held by the monument dealers of Kansas. This cooperative meeting will be dedicated to better and more improved cemeteries, higher class and more impressive cemetery memorials.



CESCO'S New No. 92 RESPIRATOR

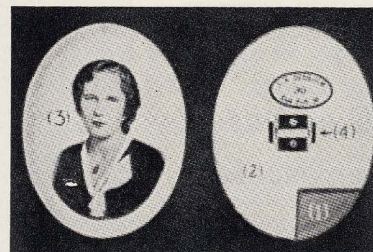
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Light. Durable. Compact. Allows full vision and does not interfere with goggles. Over 45 sq. in. filter area. Wear all day in comfort. \$2.50 ea. Order today.

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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.

Send For Your Copy Today

The latest and revised edition of our illustrated "STONE CLEANING HANDBOOK" contains the answers to your questions on profitable granite and marble cleaning, building cleaning and all phases of stone cleaning work.

Simply attach this ad to your letterhead and a FREE copy will quickly be on its way to you.



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MAGNUS CLEANERS

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.

WEDGE LEAD



1
BEADED



2



3



4

Above shows actual size. Order by number.

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LEAD WORKS**
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SPECIAL AIR BRUSH DESIGNS

Eliminate Competition

Quick, artistic, modestly
priced special design
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BURTON PRESTON & CO., Mansfield, O.

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"The Granite Eternal"

Compressive strength 51,990 lbs. per
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Get our estimate on polished and hammered work.

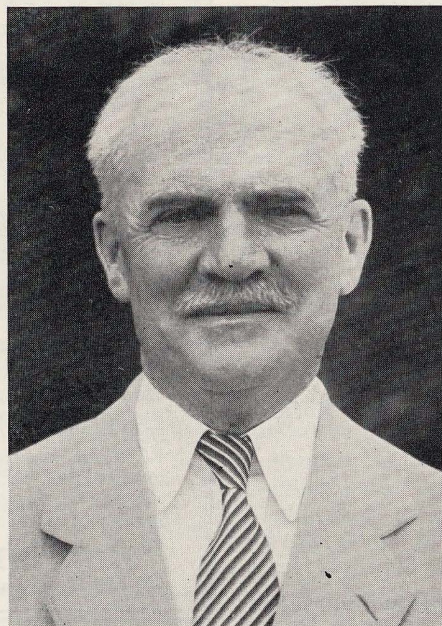
Sandblast Carving

The Harris Granite Quarries Co.

Salisbury, North Carolina
Wholesale Only

Obituary Record

George R. Rayner



George R. Rayner, Executive Vice-President of The Carborundum Company and one of the most prominent industrial leaders of Niagara Falls, died at his home in Lewiston Heights, August 15th after an extended illness dating back to July 1937. In his death, the personnel of The Carborundum Company mourns the passing of one of the most highly respected members of its executive staff.

Mr. Rayner was born in Northampton, Mass., August 6, 1871 and has been connected with The Carborundum Company since August 1898 when he came to Niagara Falls as Secretary and General Sales Manager, following a period of sales activity in the Chicago territory. Shortly after the World War in 1919, he was elected Vice-President of the company, which position he held until his death.

During his forty years with the company he was active in developing the abrasive industry and has made hundreds of friends among the officials of the country's greatest industries, and with it all, found time for active participation in civic affairs.

Surviving him are his wife, Mrs. Helen E. Rayner; a son George R. Rayner; a daughter Jeanie B. Rayner, all of

Niagara Falls, two stepsons, John Storm of Birmingham, Mich., and Robert J. Storm of Niagara Falls, Ont., and a stepdaughter, Mrs. Helen S. Shepard of South Orange, N. J.

O. C. Anderson

O. C. Anderson, aged 55 years, president of the Dakota Monument Company at Fargo, North Dakota, died at his summer home at Pelican Lake, at midnight, August 7th.

Mr. Anderson had been in poor health for over a year, suffering from a heart ailment.

Mr. Anderson was born in Norway on March 20, 1883. Coming to this country, he arrived at Grand Forks in 1899. Before that he had been in Minot and Crookston. He was married to Margaret C. Skivseth on April 28, 1909. He started work with his uncle, H. E. Nesne, now in Los Angeles, at Crookston in 1907. In 1910 they transferred the business to Fargo and Mr. Anderson became a partner. In 1919 he became the sole owner by purchasing the interest of Mr. Nesne. His son, Frederick S. Anderson, was recently elect vice-president of the company.

Mr. Anderson was a member of all branches of the Masonic fraternity, a Rotarian, a member of the Plymouth Congregational church. Bridge was his great diversion and he had entertained his bridge club on Friday night before his death. After swimming Sunday, a stroke occurred, followed in an hour and a half by his death.

Besides Mrs. Anderson, he is survived by two sons, a sister in Seattle, and a sister and brother in Norway. The funeral was held on August 10th.

Save Time—Use Nash's

Merchant & Seaman's

EXPEDITIOUS MEASURER

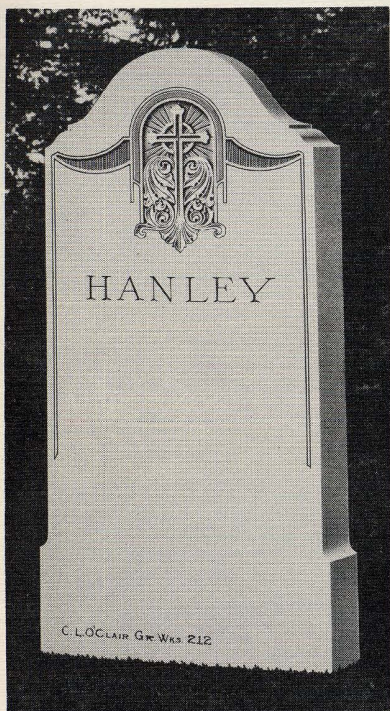
Indexed tables showing at a glance the cubic contents of any stone, according to its length, breadth and depth. Used by stone cutters all over the world. Reinforced index tabs.

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MASTER CRAFTSMANSHIP



FOR YOUR DISPLAY

This Copyrighted Hanley cross design has wide appeal. Its symbolism and beautiful simplicity have made it extremely popular. Our Master Craftsmanship insures the utmost in realization. This tablet is available in either polished or hammered finish at most attractive figures. In every case where this monument has been stocked, it has been quickly sold at a nice profit.

Quotations upon request.

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WATERBURY, VERMONT



This monument was cut in Premier Pink. Try this stock for real color.

Buy GRAY ROCK

for excellence of workmanship and a reasonable price.

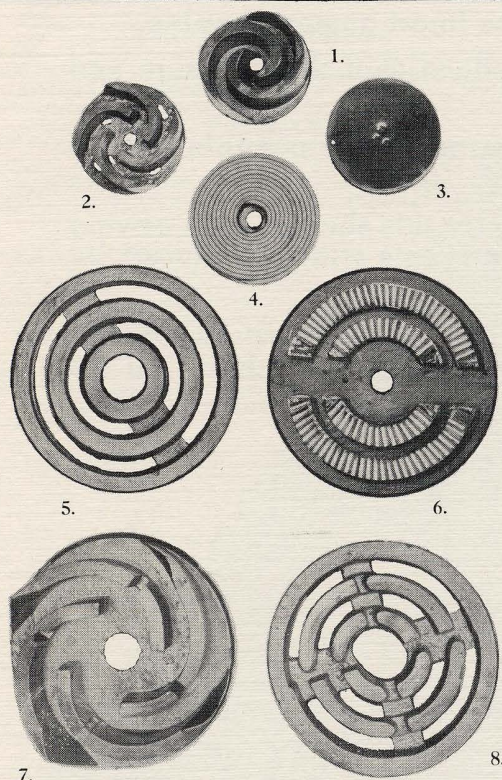
This unretouched photograph tells the story.

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BALMORAL RED -- BEERS RED
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Convince yourself of the superiority of our merchandise

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Full Freight Allowed up to \$1.50 per 100 lbs.

Ironing Wheel Covers Loaned—Buffer Frames Exchanged

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4. Wound Buffer
5. Concentric Emery Wheel
6. Open-Face Buffer
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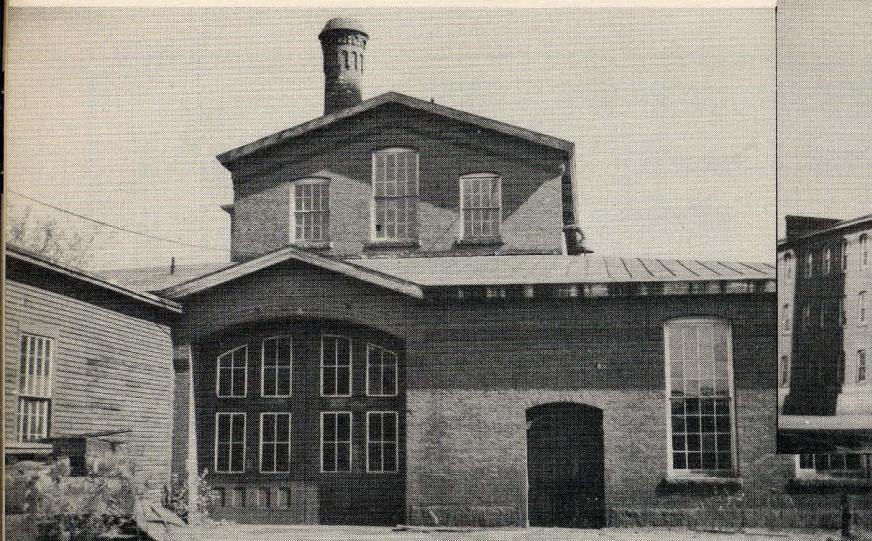
Send for Complete Price List

LANE MANUFACTURING COMPANY

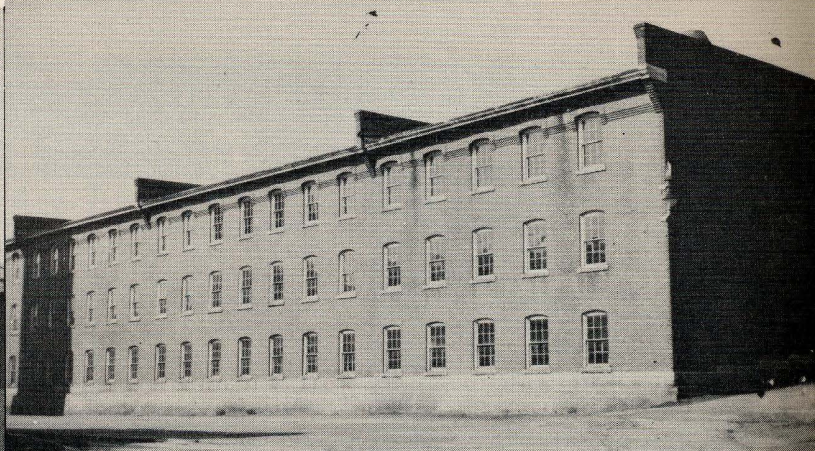
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Established 1857

VERMONT



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

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When chilled shot is manufactured it is brittle and being brittle it will crush in sawing or polishing. Heat-treated Shot means uniformity. Our plant is new and modern and every known device has been installed to reduce the cost of manufacturing and to produce shot of the finest quality possible.

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Our modern methods make the lower prices charged today possible and we are passing on this saving to the consumer.

It is to the interest of every granite producer to try this shot for both sawing and polishing. You will find your manufacturing costs will be reduced by using our shot.

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

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

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For Faster... Neater Repairing of Marble... Granite... Limestone, etc. Mends better... permanently.

LIQUID and POWDER are packed in separate containers, thus no breakage... there is no waste... it goes further.

Prices, 2 lb. size \$1.75, 4 lb. size \$3.00, 6 lb. size \$4.50 f. o. b. shipping point. Order a package today.

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

Prompt and reasonable

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

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FOR SALE: 25 H. P. FAIRBANKS DIESEL, 40 H. P. Prim, all sizes gasoline engines. 40 H. P. case power unit rebuilt. Other sizes; engine repairs any make. **Dissingers, Wrightsville, Pennsylvania.**

WE HAVE AVAILABLE TWO BRAND NEW S-14 STONE SAWS that have never been out of their original boxes. Offer for immediate acceptance at greatly reduced price. Also have a re-conditioned S-14 Saw which can be bought very cheap. This is an opportunity to purchase one of these saws at an unusual value. Address "WHB" care Monumental News.

FOR SALE: STEEL BURIAL VAULT MOLD, AUTOMATIC sealing, will make seven standard sizes. (Need space, no reasonable offer refused.) Write **Luz Brothers, 1122 Gorham Street, Lowell, Massachusetts.**

FOR SALE: ONE 30 H.P. MOTOR; ONE 15 H.P. MOTOR; Emery Grinder and Tool Sharpening disc with 2 H.P. Motor attached; one Medium Livingston Surfacing Machine with 4 points and axing equipment to go with surfacer. One 31 foot endless belt, 10 inches wide and 1/4 inch thick solid leather. Will sell for cash or trade for monuments. Also for sale several different size air tanks. **Melgard Monument Company, Sparta, Wisconsin.**

FOR SALE: REBUILT MEYERS CUT OFF & END MOULDING Machine, latest type, for Marble & Granite work. Price and specifications furnished on request. **W. F. Meyers Company, Inc., Bedford, Indiana.**

FOR SALE: A WELL ESTABLISHED MONUMENT BUSINESS located in Kansas with latest equipment, fine location on two main highways. Inquire **S. S. S. care Monumental News.**

FOR SALE: MONUMENT BUSINESS OPERATED BY ME SINCE 1893 at Luverne, Minn. Half block south of U. S. highway 16, and two blocks east of U. S. highway 75. Half block south of main business street of town. Part of lot 1 is 80 x 40 feet. The adjoining lot is 60 x 135 feet. \$6000.00 stock. Pneumatic tools, all sizes up to plug drill. Sand blast, two units 25 and 89 per M. Can be used separately or together. Will give deed for the whole outfit for \$7000.00. Reason for sacrifice—I want to retire. **James Horne, Luverne, Minnesota.**

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WANTED: AN EXPERIENCED COMMISSION SALESMAN TO represent us in New England. All classes of work—Markers to Mausoleums. **Novelli & Calcagni, Inc., Barre, Vermont.**

WANTED: MONUMENT SALESMAN FOR NEW ENGLAND and Upper New York on commission basis. Write **P. O. Box 353, care Monumental News.**

WANTED: EXPERIENCED MONUMENT SALESMAN FOR Southern Illinois. Good opening for the right man. Commission basis. Address **A. M. L. care Monumental News.**

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Young married man with more than five years general experience in Barre's leading plants, is interested in situation with Retail Manufacturer. Best of references. Write **D D S care Monumental News.**

POSITION WANTED BY LETTERER, LIGHT CUTTER AND all around man. Address **R. Danner, 115 E. Main Street, Troy, Ohio.**

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WORK WANTED BY GENERAL WORKMAN—SAND BLAST—Pneumatic tool lettering—part time if necessary. Write **F. L. H. care Monumental News.**

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RELIABLE MAN WANTS STEADY JOB. 17 YEARS EXPERIENCE as letterer, cutter, salesman, and 1 1/2 years as sand blast operator. Prefer one man shop. Address **Box 125 care Monumental News.**

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

*Buyers
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■ ACCESSORIES & SERVICES

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

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

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

FOLDING CHAIRS METAL

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

PORCELAIN PORTRAITS FOR MONUMENTS

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

SETTEES, VASES, URNS

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

■ BRONZE EQUIPMENT & MARKERS

- *Illinois Bronze & Iron Works, 915-23 So. Kildare Ave., Chicago, Illinois
- *Stewart Iron Works, 423 Stewart Building, Cincinnati, Ohio

BRONZE DOORS & EQUIPMENT

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

■ IMPORTERS OF GRANITE

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

■ MONUMENT MANUFACTURERS

GRANITE MONUMENTAL MANUFACTURERS (By States)

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

- *Rock of Ages Corporation, Rock of Ages Granite, Barre, Vt.
- *Amberg Granite Company, Amberg, Wisconsin
- *E. A. Mundt Granite Co., Marinette, Wisconsin
- *DeVoe Granite Company, Wausau Memorial Granite, Wausau, Wisconsin
- *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

- *DeVoe Granite Company, Wausau, Wisconsin
- *Amberg Granite Company, Amberg, Wisconsin
- *E. A. Mundt Granite Co., Amber Gray Granite, Marinette, Wis.
- *Ferstoms, Karlshamn, Sweden
- *C. A. Kullgrens Enka, Uddevalla, Sweden

MARBLE QUARRIERS (By States)

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

STATUARY (Granite, Marble & Imported Marble)

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

*W. C. Townsend & Co., Zanesville, Ohio

*H. A. Whitacre, Inc., 66-67 Sixty-ninth Street, Middle Village, Maspeth, N. Y.

*Comolli & Company, Inc., Barre, Vermont

■ WHOLESALERS OF ROUGH STOCK & MONUMENTS

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

Machinery • Tools • Supplies

ABRASIVES

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

ABRASIVE DISCS & WHEELS

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

AIR COMPRESSORS (Stationary)

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

AIR COMPRESSORS (Portable)

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

DRILLS, PNEUMATIC

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

DUST COLLECTING EQUIPMENT

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

DUST RESPIRATORS AND GOGGLES

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

LEAD

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

LIFT TRUCKS & PLATFORMS

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

MONUMENT CLEANERS

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

*Magnus Chemical Company, Garwood, New Jersey

*The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.

*Trow & Holden, Barre, Vermont

POLISHING MACHINERY & SUPPLIES

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

SAND BLAST MACHINERY AND SUPPLIES

- *W. B. Owens, 1516 Pico Blvd., Santa Monica, Calif.—Supplies
- *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
- *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
- *Harrison Abrasive Corporation, Manchester, New Hampshire
- *The Commercial Paste Company, Columbus, Ohio—Supplies
- *The Dallett Company, 165-189 Clearfield St., Philadelphia, Pa.—Machinery & Supplies
- *W. Alfred McLeod, Barre, Vermont
- *Smith, Whitcomb & Cook Co., Barre, Vermont—Supplies
- *R. C. Bowers Granite Co., Montpelier, Vermont—Supplies
- *Lane Manufacturing Co., Montpelier, Vermont—Supplies
- *Ruemelin Mfg. Co., 3844 No. Palmer St., Milwaukee, Wisconsin—Machinery & Supplies

STONE SAWS

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

SURFACERS & STONE WORKING TOOLS

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

STEEL SHOT, CRUSHED STEEL & AUTOMATIC FEED

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

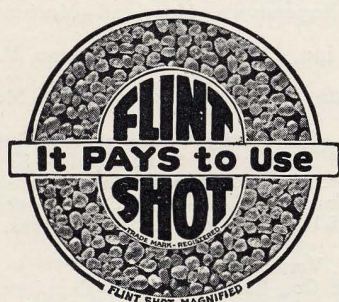
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GRANITE COMPANY

WAUSAU, WISCONSIN

Quarriers and
Manufacturers

Wausau Memorial Granite



Use FLINT SHOT

for

MONUMENTAL SANDBLASTING UP-TO-DATE

Send for Our Booklet

Mined and Shipped Only by
The Ottawa Silica Co.
Ottawa, Illinois

Here

"Suppose the inconspicuous hall-mark *does* give the dealer or the producer the advantage of having his work identified; is it not reasonable to assume that he will endeavor to make the work worthy of his hall-mark, and that our lot-owners would soon identify the work of firms that habitually erect mediocre or inferior memorials!"—C. T. PERKINSON, *President of the A. A. C. S.*

We liked the honesty of a dealer who said, "When I look into the mirror I face my worst competition."

"Much is being done by business and by government to bring us out of this recession. It is necessary, but it is all futile unless the public is told about it. That is the job of advertising. The advertising of every business must be stepped up. I believe it is the essential of today. Advertising not only sells what is already produced but creates the demand which results in increased production."—WILLIAM H. HAYS, *President, Motion Picture Producers of America.*

The rich man sets the pace for his neighbors in the cemetery as well as in life. Sell him a plain small work and you reduce future sales. If he wants a small memorial, make up for it in design and work so that above all it isn't ordinary.

and

"Just a little paint would increase the advertising value of many plants in our industry, especially some retail plants that we pass. Some of the proprietors of these plants are the very ones who are forever hollering for national advertising or some miracle to be performed by others in order to help them continue in their favorite pastime—wishing for business."—*Editorial, Industrial Advertising.*

And a little child shall lead them is no myth when it comes to markers, where millions of dollars are lost each year by unimaginative, inadequate selling.

"The stock market may not be, and occasionally is not, a barometer of business conditions, but it seldom fails to be an accurate barometer of our psychological state. Unquestionably it either helps or hurts an optimistic mental state and, through this shifting process, helps or hurts business."—HENRY H. HEIMANN, *Executive Manager National Association of Credit Men.*

Consider the manufacturer whom the Union told he couldn't close down and whose creditors said he couldn't operate.

"Business is more cheerful; people are more hopeful, and there is a feeling that the worst of the depression is over, and that for the time being at least the bottom has been reached and we have started on the way up."—HENRY H. HEIMANN, *Executive Manager National Association of Credit Men.*

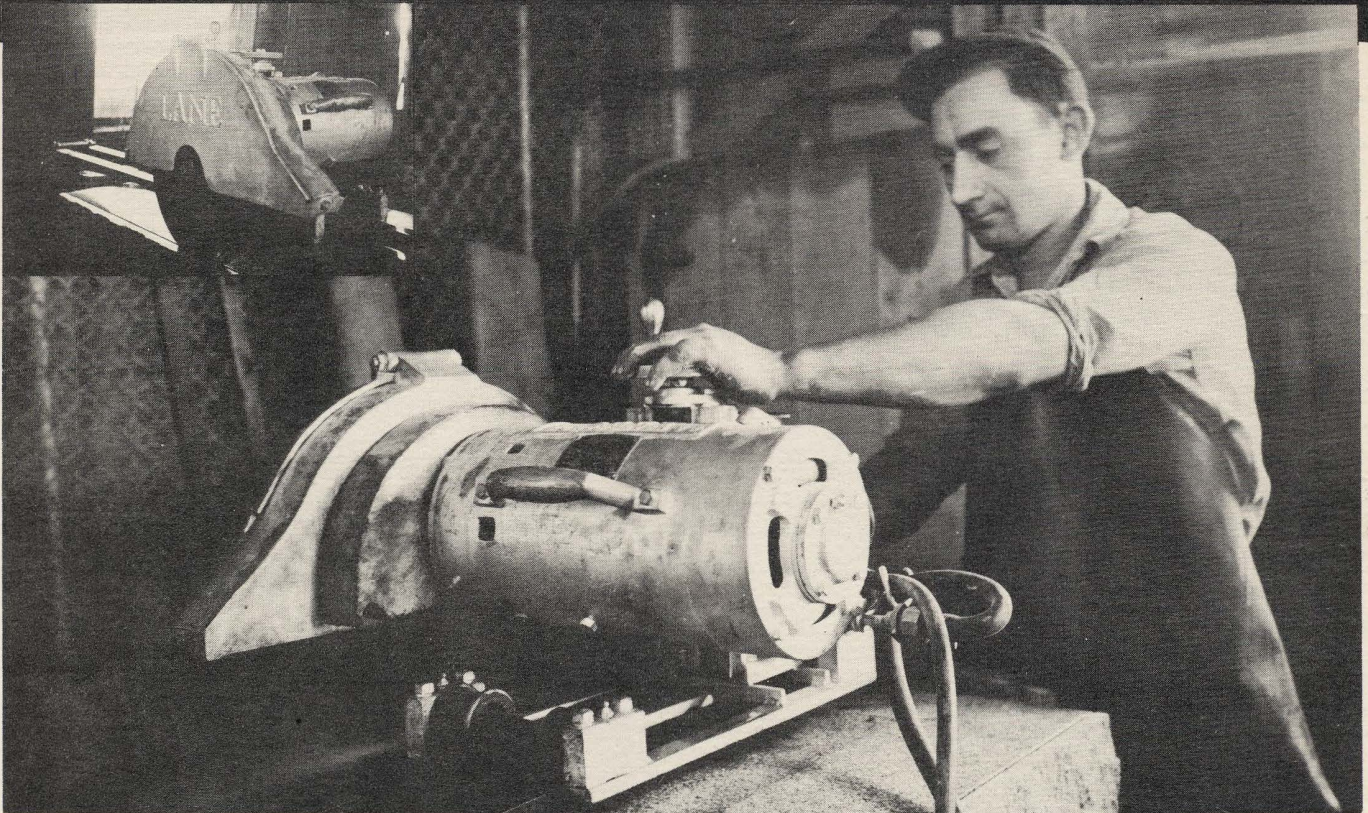
There

THE LATEST LANE PORTABLE EDGER

"Lane-Built Means Precision-Built"

FOR STRAIGHT SAWING OR MOLDING

Saws up to 20 inches per minute in Barre Granite



**This New Lane Edger is now in operation at the South Barre Granite Co., Barre, Vt.
(Sold through the Dawson-Macdonald Co.)**

FEATURES

- 5 H.P. or 7 ½ H.P. motors, carrying motor manufacturer's nameplate, develop 10 to 15 H.P. for intermittent service. Weights 143 lbs. and 163 lbs.
- Motors Air-Cooled—100% overload capacity.
- Saws 5 ⅜" deep with 14" wheel—20" per minute in Barre Granite.
- Molding Wheels up to 1 inch thickness can be used with standard hood.
- Mounted on Ball-bearing trucks—originated by Lane—runs on heavy, stiff rails.
- Hinged quick-change wheel guard—originated by Lane—with new spring clip locking device.
- No aprons or other parts limiting use on rough stones.
- Hand wheel with detachable crank.
- Totally enclosed switch built into Housing.
- Push-button operated.
- Alemite fittings throughout—grease gun included.

This new Lane Edger, basically the same proven production machine which has given such excellent service these past years, is now an even finer machine—will produce even more work, and is easier than ever to operate, having ball bearings at nine contact points.

This machine is built for hard service in continuous production, and satisfaction is guaranteed in either straight sawing or molding work.

Write for complete information

LANE MANUFACTURING COMPANY

MONTPELIER

Established 1857

VERMONT

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

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

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

124 Union St., Aberdeen, Scotland

Quarries: Barre, Vt.

Announcing

THE NEW Heavy Duty SURFACER TOOL

for

THE TROW & HOLDEN JUNIOR SURFACER

**LARGER
STRONGER**

35% More Work



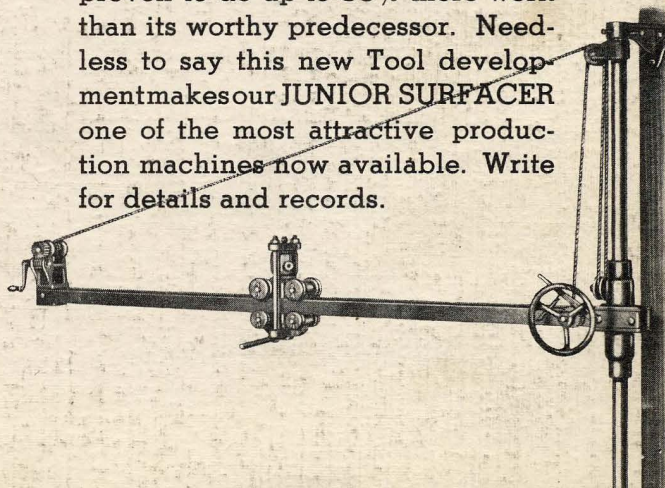
TROW & HOLDEN

Company

IN THEIR 46TH YEAR OF SERVING THE STONE TRADE

Barre, Vermont

Our New Heavy Duty Surfacers Tool has been thoroughly tested in representative Barre plants. It has proven to do up to 35% more work than its worthy predecessor. Needless to say this new Tool development makes our JUNIOR SURFACER one of the most attractive production machines now available. Write for details and records.



LONGER WEAR and BETTER SERVICE mean TRUE ECONOMY