

APRIL

1950

Monumental
NEWS-REVIEW

Combining

MONUMENTAL NEWS

GRANITE MARBLE & BRONZE

THE MONUMENT AND CEMETERY REVIEW



The Frank X. Schwab Memorial, erected in Mount Calvary Cemetery, was created by the Galle Memorial Studios of Buffalo, N. Y. It was manufactured by the Valz Granite Co. of Barre of Wetmore & Morse Barre Granite.

The "PRAYER IN STONE" as a MEMORIAL THEME

THE development of Mount Calvary Cemetery, now properly considered one of the most beautiful Cemeteries in America, was one of the principal avocational activities of the late Mr. Frank X. Schwab, who was long called Buffalo's leading citizen. A successful business man with many interests, he was also several times elected Mayor of Buffalo and a potent factor in New York State and national politics. The famed Resurrection Cross in Mount Calvary erected just before the War, which was also the creation of the Galle Memorial Studios and the Valz Granite Co. in Wetmore & Morse Granite, was projected and erected largely due to Mr. Schwab's efforts. Thus the idea of a "Prayer in Stone" as a tribute to Frank X. Schwab seems eminently fitting as a memorial to one whose life itself was long an inspiration to many.

WETMORE & MORSE QUARRY

DIVISION OF ROCK OF AGES CORPORATION

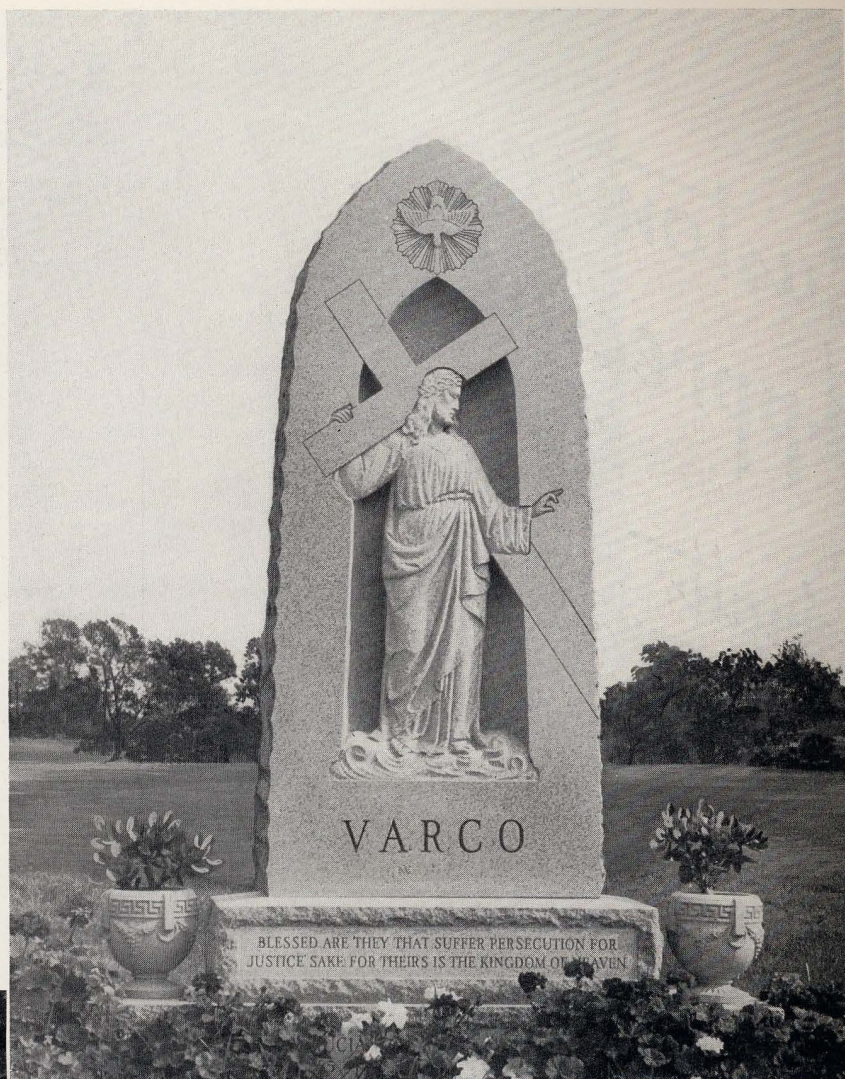
BARRE, VERMONT

Sculptural and Architectural Appeal in Buffalo, N. Y. Memorials

The Varco family memorial with its beautiful symbolism and impressive inscription, was recently erected in Mt. Calvary Cemetery, Buffalo, N. Y., a comparatively new cemetery, now recognized as one of the finest in America.

The Brayer family monument in Forest Lawn Cemetery, Buffalo, is in keeping with the conservative tradition in this pioneer cemetery, long counted among the leaders of the country. The Brayer memorial is an adaptation of the apex top sarcophagus type so prevalent in earlier years.

Both monuments were produced in Pirie's Select Barre Granite.



George Howe Memorials of Kenmore, N. Y., erected these fine memorials. Cook, Watkins & Patch, Inc., of Barre, Vt., and Boston, Mass., was the manufacturer.

J. K. PIRIE ESTATE . . . BARRE, VT.

Quarriers of Pirie's Select Barre Granite

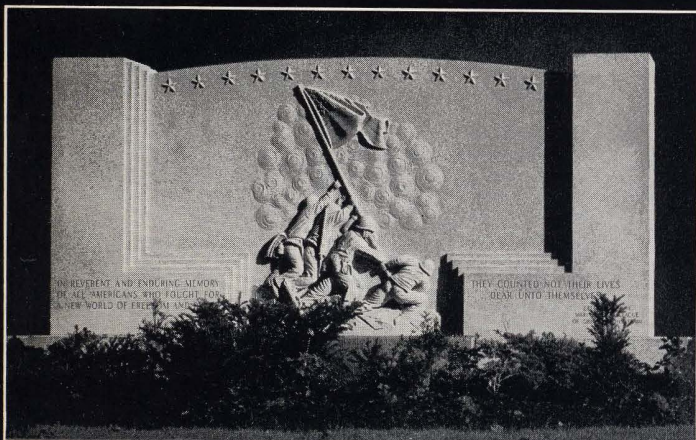
Customer Appreciation

Matt O'Hagan
PROPRIETOR

... has always been the key-stone of our business. In pre-war, war, and post-war times, we've always tried to see the problem from the dealer's point of view. Financially, this golden-rule way of doing business isn't always the most profitable, but it is still the most rewarding. Most of our clients today were with us twenty years ago, which to us is something beyond price. Inquiries invited.

ROUX GRANITE CO.
BARRE, VERMONT

8-8



THE IWO JIMA WAR MEMORIAL AT JOHNSTOWN, PA.
COPYRIGHTED DESIGN 1949, CHIOLDI GRANITE CO.

Finer Monuments
and
Mausoleums

CHIOLDI GRANITE CO.

BARRE, VERMONT

LETTERS TO THE EDITOR

These columns a monthly Monumental News-Review 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.

ANOTHER APPROACH TO "PRE-NEED" SELLING

Monumental News-Review:

I have seen in your excellent magazine monument dealers advertising signs similar to that on page 74 under "Not So Editorial" several times. I refer to the "Drive Carefully. We Can Wait" sign. It has even been used by a cemetery, which one and where I do not remember.

It occurred to me that this sign is asking the public to wait until death makes the selection of a memorial necessary before doing business with the advertiser. For what it is worth here is a suggestion that might forward the pre-need thought while maintaining the quasi-humorous eye-catching qualities of the original.

"Drive Carefully. We can wait. But we would rather help you select your memorial *personally*. See us *now*."

Sincerely yours,

BARRETT ADAMS
Superintendent
Forest Hills Cemetery
Boston, Massachusetts

IMPORTED GERMAN STONE CEMENT AGAIN AVAILABLE

Monumental News-Review:

Have just received our first shipment of Imported German Stone Cement to come since the war.

This is of same quality so well known to the monumental trade, and comes from same manufacturer who has supplied us for sixty years.

CHESTER H. MOULTON
Medford, Mass.

"... 1846—1950 ..."

Monumental News-Review:

We have just received an order for a marker to be lettered, "Lucy G. Grubb, born Feb. 15, 1846, died March 3, 1950."

Wonder if you have any record of any person having had a memorial erected to their memory who had as long a life as this person.

It would be of interest to learn who the oldest person who has had a memorial is, if the information is available.

Very truly yours,

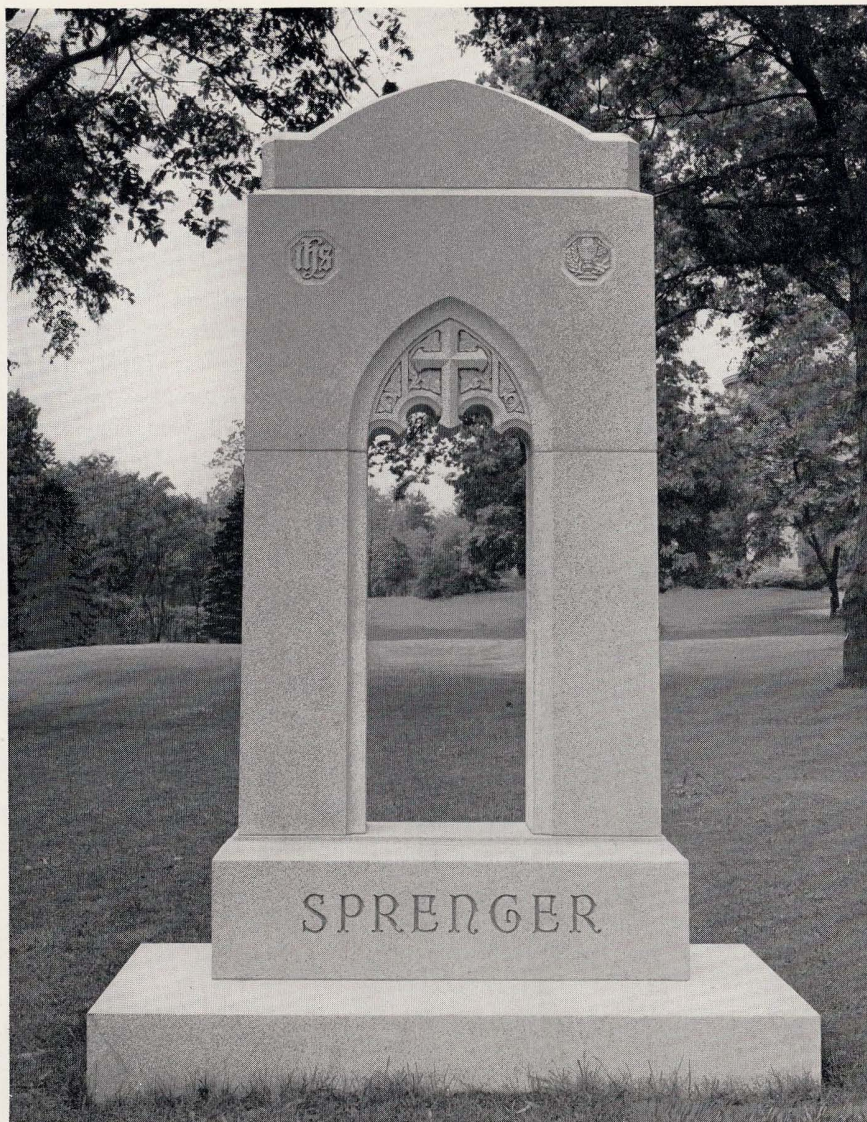
Cook, Watkins & Patch, Inc.
B. C. PATCH

221 Columbus Ave., Boston, Mass.

P. S.: This marker is being erected by Mr. Robert B. Graves at Viroqua, Wisconsin.

[Continued on Page 6]

Published monthly by Monumental News-Review, Inc., 429 Franklin Street, Buffalo 2, New York. Entered as second class matter, February 26, 1940, at the post office at Buffalo, New York, under the Act of March 3, 1879. Additional entry in Hanover, New Hampshire, February 28, 1949.



*Copyrighted Design, The Lloyd Bros., Co., Toledo, O., 1948.
Manufactured by us in Barre, using Smith-Barre Granite.*

THE SPRENGER MEMORIAL, erected by The Lloyd Brothers Company of Toledo, Ohio, is an exceptionally well proportioned example of refined Gothic architecture in memorial art. Our high standards of skilled and accurate workmanship have once again resulted in a monument of outstanding beauty . . . a beauty which speaks for itself.

BECK & BECK INC. of BARRE

MANUFACTURERS OF QUALITY MEMORIALS SINCE 1896

REPRESENTATIVES:

BERNARD CUTTING,
Paw Paw,
Michigan

G. F. GRASSEL,
1946 Hewitt Ave.,
Cincinnati, Ohio

COLUMBUS DiBONA,
P. O. Box 322,
Quincy, Mass.

U. G. DORAN,
Box 92,
Dallas, Texas

CHARLEY CARROLL,
560 Walnut Street,
N. Charleroi, Pa.

CHARLES H. GALL,
1427 W. Belle Plain Ave.
Chicago 13, Ill.

EDWIN P. DAVIS,
32 Knollwood Ave.,
Madison, N. J.

ROBERT HALLENBECK,
1423 Milwaukee Ave.,
Janesville, Wisc.



Erected by the Genesee Memorial Co., in St. Stanislaus Cemetery, Buffalo, N. Y. Manufactured in Pirie's Select Barre Granite.

A Memorial to the Felician Sisters . . .

We are proud that we were selected to manufacture this imposing Crucifix, erected as a Memorial Shrine to the Felician Sisters,—an Order founded in Warsaw, Poland in 1855. These worthy Sisters concentrate their selfless work in the care and education of foundlings and orphans. Thus another Buttura “*Better Built Memorial*” is doing its part in adding to the beauty and meaning of cemetery commemoration.

MEMORIALS WITH BONDED GUARANTEE

BUTTURA & SONS

‘*Better Built Memorials*’ BARRE, VERMONT

LETTERS TO THE EDITOR *Continued*

NISEI WAR MEMORIAL BY MALTBY MONUMENT CO.

Monumental News-Review, Inc.:

Page 34 of the February, 1950, issue of your paper shows the Nisei War Memorial that our company sold and erected for dedication on May 30, 1949.

There is much more of a story to be told about this beautiful monument to these American heroes of Japanese ancestry. Their deeds and sacrifices will go down through the pages of American history in a never to be forgotten manner. Just remember, most of these boys went out from interment (concentration) camps as volunteers to help their country win the war. Most of them, but not all, were *born* here, and the good old U. S. A. was *their* country by birth or willful adoption.

Unfortunately I have worked too hard too long and have been confined to my bed with a bad heart since the first week of June, 1949. I am much better now, but still down. As soon as my health permits I shall send you photographs of several other good memorials I have sold and erected. I shall give proper recognition to the granite manufacturing firms who cooperated with me.

Henceforth I trust you will give us, the Maltby Monument Company, the proper credit line whenever pictures of our works are published.

It is a little embarrassing to have a cemetery publication get the jump on us in this news item. Should we be pleased that they thought it a good story?

You will hear from us later.

Yours very truly,

WILLIS E. MALTBY

A LETTER FROM FRANCE

Monumental News-Review, Inc.:

I take this opportunity to tell you that I am very interested in the articles and photos you are publishing. No doubt, most of the monumental styles actually in favour in your country are rather different from the ones usually adopted in our French cemeteries, but I always have the greatest pleasure in becoming more familiar with American monumental art.

I shall be obliged if you could let me know your advice and suggestions about the chance of success of the Lava of Volvic on the American market, and address me to some review or firms dealing in this line.

With very many thanks,

Yours faithfully,

ERNEST CROUTON

A LYON 2nd Arrond

Quai Gailleton, No. 35

THE VOLVIC LAVA

The Volvic Lava is an igneous rock of the tertiary period quarried in the volcanic district of Volvic, Central France. Formed by fusion below the earth surface and then flowed out by volcanic eruption, the Volvic Lava spread in many layers; natural horizontal and vertical joints divide the mass of rock into huge blocks.

The bed actually quarried average eight meters deep but it can only be reached after removing a top layer from five to two meters deep. This top layer, unmarketable because the rock is too hard to be cut and hewn properly, is only suitable as rubble for building purposes. The lava for commercial use,

[*Continued on Page 10*]



"It's easy to do clean, intricate shape-carving with Pangborn blast-carving equipment!"

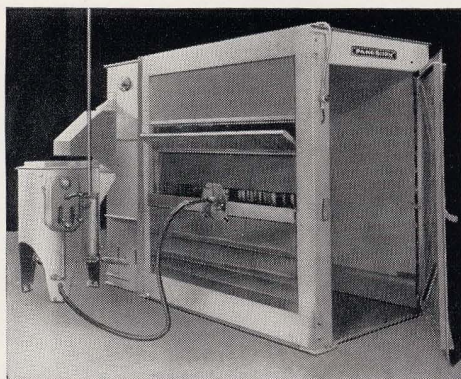
Says EDWIN F. DARNER

Pangborn's Complete Line of Memorial Art Blast-Carving Equipment Makes Your Work Faster, Easier, More Profitable

No matter what your blast-carving need, Pangborn has the right equipment. Every piece of Pangborn equipment, from Blast-Carving Rooms to hose, nozzles and abrasives is engineered to give you better, cleaner, cheaper jobs.

Pangborn's Complete Blast-Carving Room

is the finest Memorial Art equipment available at any price. This easily operated outfit is a sturdy steel room with accordion-fold Curtain Front. Has an efficient Pangborn Blast Machine, automatic abrasive separator,



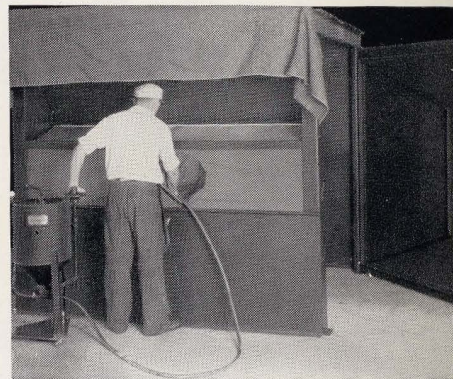
exhaust fan and Pangborn Dust Collector.

Portable Blast Curtain. Location-cut lettering and other away-from-the-shop jobs are no



problem when you have the Pangborn Type "D" Portable Curtain. This folding curtain collects spent abrasive for re-use and is equipped with a large canopy to shield the operator's eyes from bright outside light. Shops having small portable equipment can save money and turn out better jobs with this curtain.

Shape-Carving Equipment. Shape-Carving is made so simple with the Pangborn Shape-Carving Room that you will be able to take on new, interesting and profitable work. This canopy-topped room has an extra-large viewing window and comes with the "triple-purpose" Pangborn Blast Machine. Ideal for accurate shape-carving of delicate floral designs.

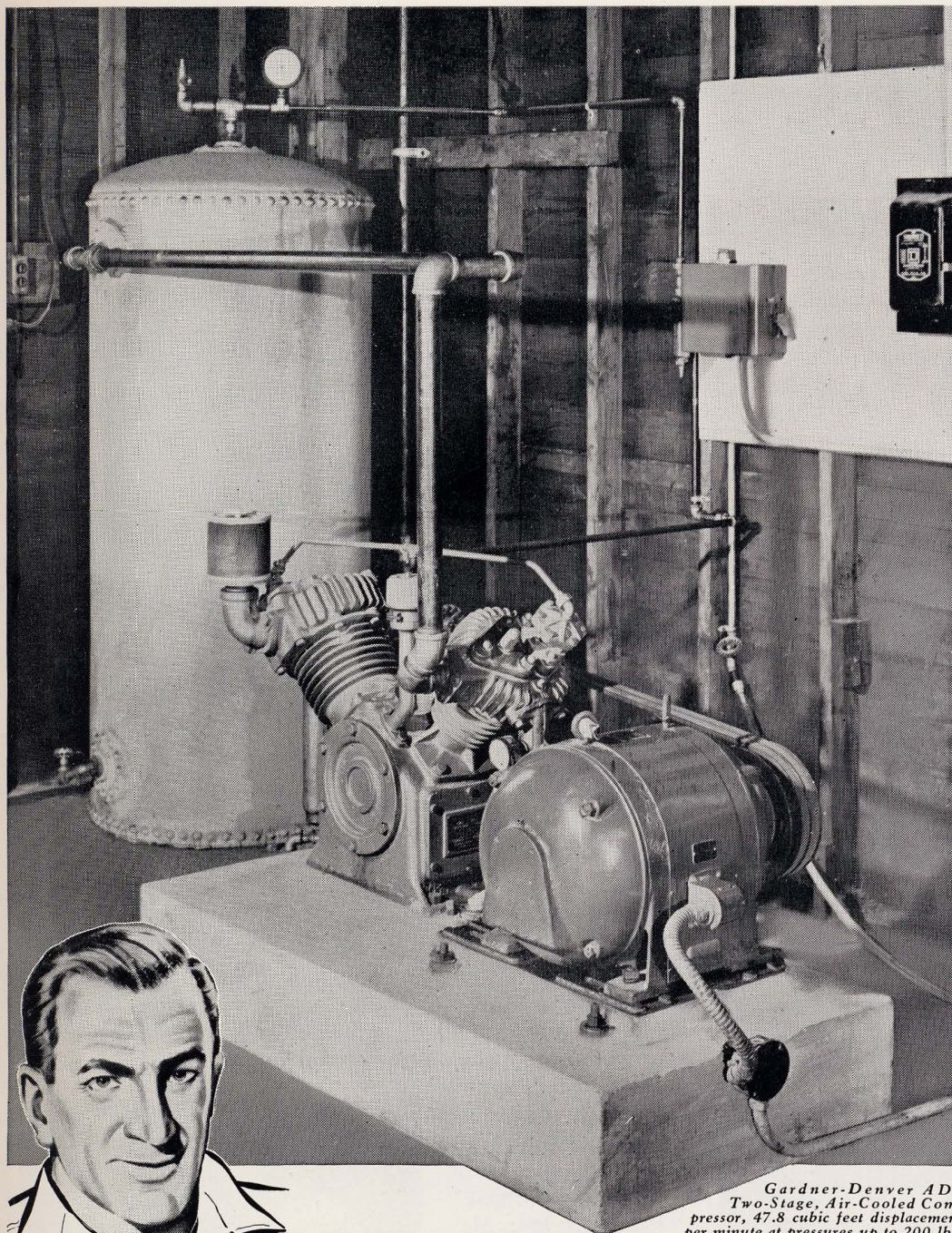


WRITE TODAY for free information and literature on how Pangborn Blast-Carving can help you.

PANGBORN CORPORATION,
298 Pangborn Blvd., Hagerstown, Maryland.

Pangborn

BLAST-CARVING AND DUST CONTROL EQUIPMENT



Gardner-Denver ADS
Two-Stage, Air-Cooled Com-
pressor, 47.8 cubic feet displacement
per minute at pressures up to 200 lbs.

"this crankshaft sold me on GARDNER-DENVER"

"No wonder my Gardner-Denver ADS Compressor runs so smoothly."

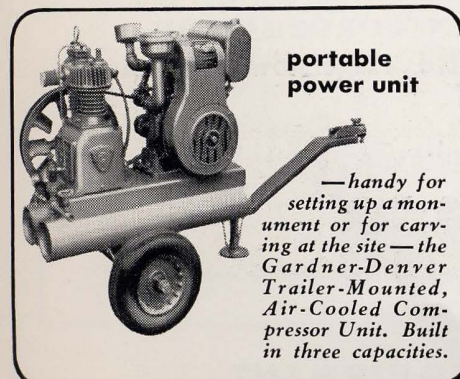
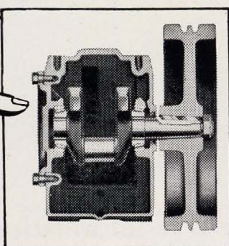
Take a look at that drop-forged steel crankshaft—designed with integral counterweights. See how it's supported on BOTH sides of the throw with adjustable Timken tapered roller main bearings. It's typical of the high quality Gardner-Denver construction that makes this efficient and dependable compressor so popular among monument makers.

Write today for complete information.

GARDNER-DENVER

Since 1859

Gardner-Denver Company, Quincy, Illinois



portable
power unit

—handy for
setting up a mon-
ument at the site—the
Gardner-Denver
Trailer-Mounted,
Air-Cooled Com-
pressor Unit. Built
in three capacities.

BARRE GRANITE WORKERS VOTE TO ACCEPT THREE-YEAR CONTRACT

*The following is quoted from
the Barre Daily Times:*

Acceptance of the work contract proposal at the huge mass meeting of G. C. I. A. workers . . . possibly prevented a shutdown in the granite industry which would have been effective (May 1st). Quincy, Mass., headquarters of the G. C. I. A. voted against acceptance, but later reconsidered and accepted it.

In secret balloting the cutters, polishers, and tool sharpeners of the Barre area, voted 517-195 in favor of accepting a three-year open contract. This new agreement provides benefits equal to 63 cents per day increases to the 1500 or more members of the Granite Cutters' International Association. The union gains include a flat 40 cents per day increase, 10-cents additional increase per day on insurance, and two more paid holidays which equal about 12½ cents per day.

A similar contract, granting an increase equal to 61 cents per day was accepted by Lumpers, Boxers, and Derrickmen's Union No. 11 (CIO) of the Barre area and Northfield at meetings yesterday. The two-cents difference in increase is due to the rate of pay variance when figuring the holiday benefits.

The CIO union members . . . by a 12 to 1 ratio secret ballot voted to accept their contract with employers. Except for several clauses having direct reference to types of work, both the CIO and GCIA agreements were the same. The actual pay of GCIA workers has been raised from \$13.50 per day to \$13.90, while that of CIO lumpers, boxers and derrickmen is raised from \$10.64 to \$11.04 per day.

The contracts include a general pay increase of 40 cents per day, plus additional Blue Cross medical insurance or its equal and substitution of group ordinary life insurance policies for the present plan of group term life insurance policies.

The additional cost of this charge will be borne equally by employer and employee.

Under the new arrangement, the employees will have accident and sickness, accidental death and dis-

[Continued on Page 10]

"Dalbo" AIRLINE COUPLINGS and FITTINGS



Quick Acting



PIPE ENDS

Machined from solid bar steel and brass; steel is thoroughly rust proofed. Quick-lock sleeve. Male threads in six sizes: from $\frac{1}{4}$ " to $1\frac{1}{4}$ ".

HOSE ENDS

Quick locking sleeves prevent accidental uncoupling. Grooved with four serrations on shank for standard hose clamps. Made in six sizes.

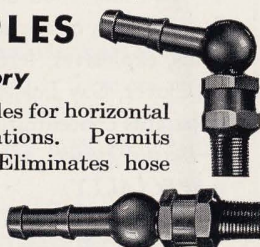


Quick Acting

SWIVEL NIPPLES

New Airhose Accessory

Straight and angle type nipples for horizontal or vertical working operations. Permits quick changing of tools. Eliminates hose kink. Increases efficiency.



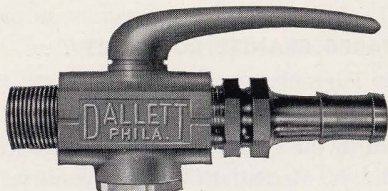
Quick Acting



PIPE ENDS

Quick-lock sleeve, will not accidentally uncouple. Requires a quarter-turn to lock or unlock. Female threads made in six sizes: from $\frac{1}{4}$ " to $1\frac{1}{4}$ ".

Write for Bulletin 300



Made for Hose Size $\frac{1}{2}$ " and $\frac{3}{4}$ "

AIR VALVES

Pressure seated air valve with male thread at one end, grooved hose shank at other. Provides a convenient shut-off valve within operator's reach.

AIR VALVES

Angle permits hose line to fall away from valve and eliminates kinking. Valve has only three parts. Trouble-free construction assures long life.



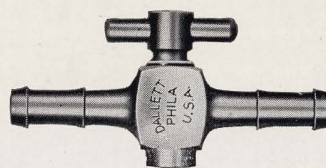
30° Angle—made in 4 sizes

AUTOMATIC LUBRICATOR

This new Automatic, streamlined Lubricator, with patented feeder, supplies oil to the pneumatic tool while it is in operation. Pressure-proof window permits visible check on oil supply.



DALLETT AIR VALVES



Dallett's Air Valves are machined from solid bar brass; taper-type plugs are of naval bronze and do not require adjustment. For hose size $\frac{3}{8}$ " and $\frac{1}{2}$ ".



THE DALLETT COMPANY
MASCHER AT LIPPINCOTT STREET, PHILADELPHIA 33, PA.
Manufacturers of Pneumatic Tools and Accessories

DISTRIBUTORS in principal cities throughout the United States, Canada, Europe and South America.

45 Years' Experience



MANUFACTURING BARRE GRANITE

in Quality MONUMENTS—MARKERS

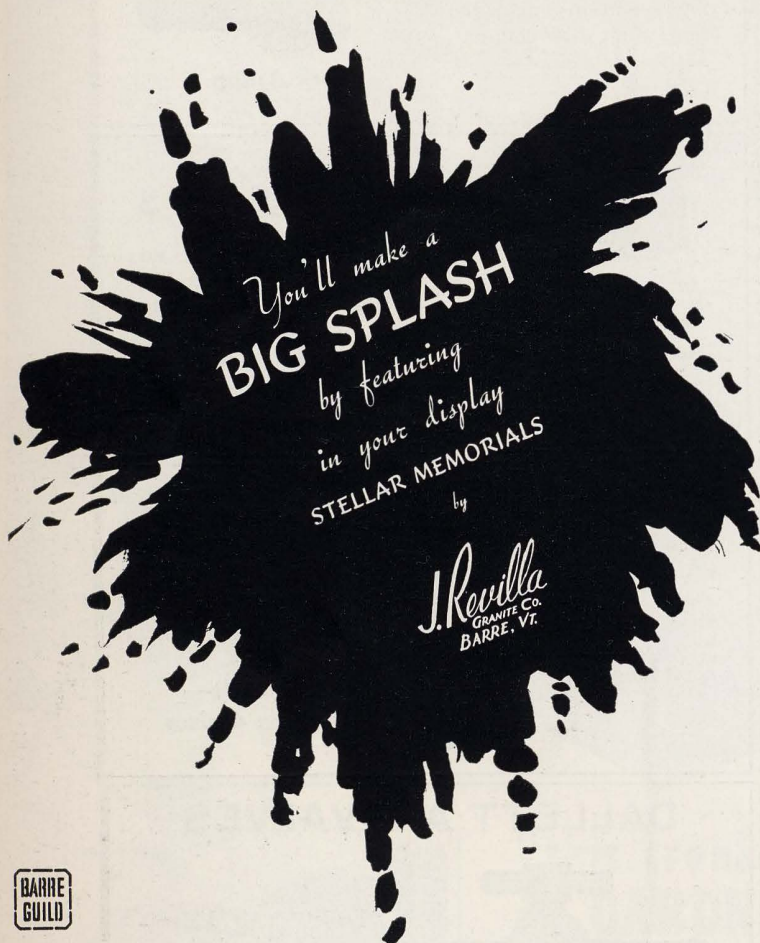
polished, steeled, axed

Sand Blast Engraving • Lettering

Duplicate Work and Slabs

PROVOST GRANITE COMPANY, INC.

RIVERTON, VERMONT



LETTERS TO THE EDITOR Continued

A LETTER FROM FRANCE

Continued from Page 6]

unrivalled for its unusual qualities, attains the highest standard.

The following is a list of the more remarkable characteristics of the Volvic Lava:

Weight, 2300 kilogrammes per cubic meter.

Crushing resistance 500 KG. per square centimeter.

Fusion point: 1800 degrees centigrades.

Can be used up to 800 degrees centigrades.

Composition:

SiO₂ 57.73%

Al₂O₃ 19.49%

Fe₂O₃ 8.85%

CaO 4.65%

MgO 1.98%

The fineness of grain of the Voivic Lava, its uniform black color, its splendid weathering, make it suitable for building and monumental purposes; but it is superior in chemical industries.

The Lava being refractory to acids and to temperatures up to 1000 and 1500 degrees, has been in great favor to manufacture parts of apparatus connected with chemical, chemistry, acids, explosives, fertilizer, metal cleaning industries. (Tower of Clover, Gay Lussac condensation columns for sulfuric acid, apparatus concentrating acids), etc., etc.

Basins, gutters, pipes, wall linings, floor paving for factories a SPECIALTY.

EDITOR'S NOTE: Anyone interested in further details on this stone may contact Mr. Crouton at the above address in France.

BARRE GRANITE CONTRACT . . .

Continued from Page 8]

memberment and medical and surgical insurance coverage.

Also included in the contracts are provisions for two additional paid holidays, Memorial Day and Armistice Day, making a total of six paid holidays.

Provision is also made for the employers and granite unions to hire an outside consultant to study the present insurance and pension plans with a view toward further improvement.

Another feature of the agreement provides for liberalization of the paid vacation plan allowing fractional vacation pay for work service within the year. The matter of holiday pay for employes temporarily out of work is to be discussed further with the employers.

In addition, the GCIA contract allows for the employment of one apprentice worker for every three journeymen workers. Since 1947 the ratio had been one to two. Also included in the GCIA contract was an adjustment in pay on the piece rate for tool sharpeners, because of new carbide tools being much in use now. The new agreement raised the quota from 12 to 15 men, at 91.8 cents per man per day. The rate of pay for men on the day fire will remain the same.

The three-year agreements will be in force until May 1, 1953, with the privilege of opening the issue of wages on the anniversary date of the contract and the additional privilege of opening the question of hours and wages at any time should there be a general change in the working day in the granite industry.

WELSHMEN VISIT BARRE QUARRIES AND STONESHEDS

Two Monumental News-Review subscribers from Wales, Tom Jones and Eifion Jones, employees of the Penmaennawr and Welsh Granite Company, Ltd., Penmaennawr, North Wales, were business visitors in Barre, Vt., the last week in March. They visited the Barre quarries and stonesheds in the interests of their company, primarily a granite crushing concern.

On their visit to Vermont, they had an opportunity to combine business with a visit to Tom's relations, an uncle in Poultney. At West Rutland, they visited the marble quarries. Eifion too has had a chance to see his relatives. Five aunts live in Rockland, Me., where they visited. The two men are not related.

Tom is development engineer for the company and Eifion mechanical engineer in the monumental plant.

Although they are primarily interested in crushed granite, their main interest in the Barre visit was in memorials. They went to Hope Cemetery and described memorials there as very grand.

"The English memorial and the American memorial are two very different things," they said. "In England, the size of monuments are limited to six feet by three feet and mausoleums are rare."

The two men found Vermont and New Hampshire much like their native Wales with the exception that there are more trees here and Wales is more rocky and rugged. They said that they live at the foot of the 3,000 foot high Snowdonia range, of which Mt. Snowdon is a part.

Their company's quarry is on a mountain 1,250 feet high and saws have been installed 1,000 feet up. Because their company is mostly concerned with crushed granite, which is used for roads and railways and in the manufacture of concrete products such as curbstones, methods in the Barre quarries differ vastly. In Wales, the stone is blasted out, even that which is used in memorials. The company for which they are employed owns the largest crushed stone quarries in Great Britain, they said. The company has two Buchanan crushers, made in America. They were bought in 1929 and 1942, and they will crush a five ton piece of stone. Far below the quarries at the foot of the mountain is the sea. The quarries are located 60 miles west from Liverpool, England.

The two Welshmen concluded their visit to America early in April and returned to Wales as they came, by air.

COGGINS HOLDS MID-WINTER SALES CONFERENCE

The Coggins Granite & Marble Industries, Inc., recently held a mid-winter sales meeting in Elberton, Ga.

Among those attending the meeting were George Cassells, Dallas, Texas; Andy Mathis, Tulsa, Oklahoma; Guy Griffith, Richmond, Virginia; Henry Elliott, Cartersville, Georgia; Oscar Akins, Atlanta, Georgia; Eldon Sayer, Xenia, Ohio; and C. F. Davis, New York City.

A dinner at the Samuel Elbert Hotel brought the two day business meeting to a conclusion on the evening of January 2, 1950.

NEXT MONTH . . .

COMPLETE LIST OF ASSOCIATION OFFICERS. ALSO
ADDITIONAL CONVENTION ADDRESSES.

·QUALITY GRANITE.
SKILLED CRAFTSMANSHIP
·PROMPT SERVICE.

The KEELER

Design . . .



... IDEAL for your
STOCK Display

Satisfaction . . .

We have been satisfying discriminating clients for many, many years . . .
Cooperating with the dealer and assuring him of complete satisfaction have always been, and will continue to be, our primary objectives.

COMOLLI
GRANITE
COMPANY

ELBERTON, GEORGIA

A Member of the Elberton Granite Association

AN AMERICAN TRADITION BEGINS IN CEMETERY ART

An Announcement of First Interest to Monument Manufacturers and Dealers.

You have much to be proud of in the high standards you have helped to set and maintain for our nation's cemeteries —

— but *no American can take pride in our failure to develop an appropriate, truly native, contemporary art form for our cemetery monuments.* True, we have been ingenious in copying and adapting the great Grecian, Gothic and Renaissance legacies. But the increasing scarcity of imported craftsmen and artists, the great size of our country, the realities of our present day economy, have forced us to rely more and more on stereotyped, impersonal forms which too often lack individual character and expression.

Thus we are proud to invite your most critical examination of a completely new medium in cemetery art: a medium which adapts itself perfectly to today's forms and methods; a medium which has great dignity and beauty, yet is flexible enough to express the character of any person and the traditions of any religion; a medium which is peculiarly American in its concept and execution —

THE TABULART PANEL

Tabulart is made possible by a recent and revolutionary invention in glass. *Any* subject — a picture, sculpture, inscription, etc. — can now be reproduced photo-

graphically *within* a single piece of crystal clear, tempered silica glass. This image then becomes *part* of the glass, deeply impregnated and *completely impervious* to light, heat, cold and moisture — for many thousands of years.

By means of a process developed and soon to be made available by the Charles Howe Corporation, the Tabulart panel — fashioned to any desired shape — can be strongly set and *permanently* sealed into the face of almost all existing types of monuments, of whatever kind of granite or marble.

Moreover, when backed by the natural texture of the stone, the image in the glass acquires a three-dimensional quality which allows exceptionally faithful reproduction of sculptured objects, bas-relief designs — even floral arrangements. Here for the first time is a means by which every monument owner, however modest his means, can acquire an accurate, faithfully reproduced image of any fitting work of art from history's great storehouse, or from the best of contemporary designers.

Here is a great new medium for the cemetery, congenial to its present monument forms, offering the first truly new development in a vital part — *your* part — of the American culture.

We invite your queries about Tabulart, "The Legacy that Lasts Forever."

THE CHARLES HOWE CORPORATION, NEWBURYPORT, MASS.

Now! Two Sandblast Stencils to meet your every need



FEATURES

- Sandblast resistance
- High adhesion . . . will not loosen
- Light color . . . easy marking
- Good aging qualities
- Edges stand up
- Works on shape carving
- Prompt service from local jobber

Patent Nos. U.S.—2,162,332; 2,270,944;
2,270,945. Canadian—398,182; 406,771;
409,385. British—524,493.



FEATURES

- Thin Construction
- Sandblast resistance
- Ease of Cutting
- Light color . . . easy marking
- Does not shrink or stretch
- Easy to unwind and apply
- Not affected by moisture

PATENTS PENDING



The "Old Dependable" E-Z and the New PLASTIX

Through intensive study DUTCH BRAND engineers have developed a new and different kind of sandblast stencil. It possesses some very interesting features. Before offering it to the memorial trade, many field tests were made to be sure it would meet general approval. We are glad to say all who have tested it were so favorably impressed that it has been added to the line.

This new stencil is known as Plastix and is not offered as a replacement for "E-Z" stencil, but

as a companion item which is very satisfactory for many uses such as hard lines and lettering. It is thin, but rugged and tough, and will take heavy sandblasting without breaking down at the edges. It does not shrink or stretch in use. Because of the materials used in its construction, no Holland cloth liner is needed. We recommend it for use with the regular DUTCH BRAND "E-Z" Sandblast Stencil as an economy supplement. Order a roll today along with the "Old Dependable" DUTCH BRAND E-Z Sandblast Stencil.



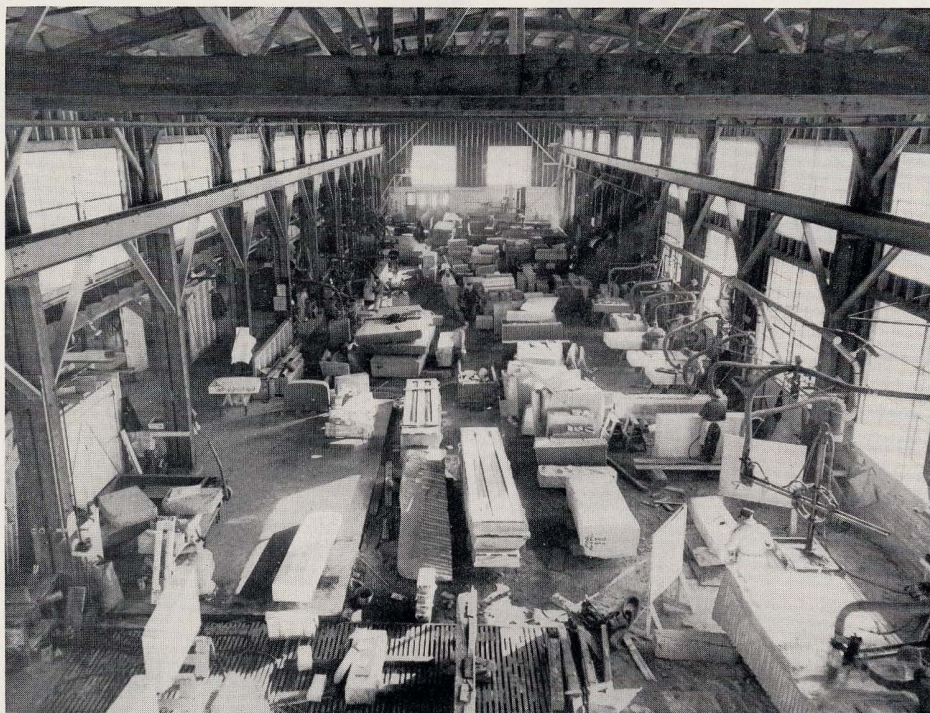
VAN CLEEF BROS. INC.

Manufacturers . . . Rubber Products . . . Est. 1910
CHICAGO 19, U. S. A.

ORDER FROM
YOUR JOBBER TODAY

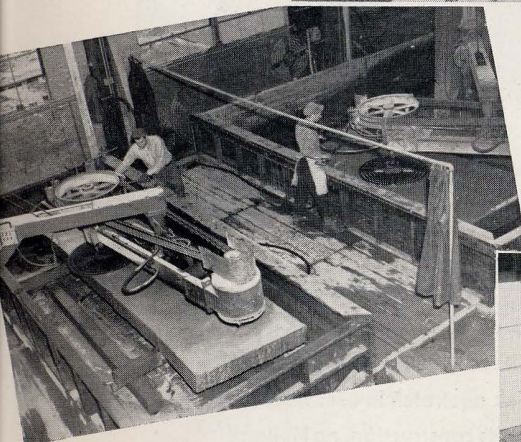
Our New Plant

... EQUIPPED TO MEET YOUR EVERY NEED ...

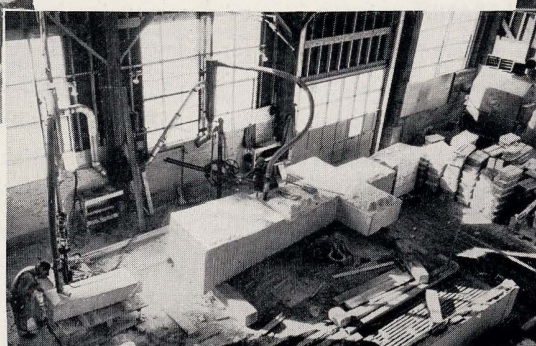


Above:—An overall view of the new plant looking south gives some idea of our carefully planned, well-ordered facilities.

Below:—Another view showing our expert craftsmen at work under ideal conditions of lighting and health protection.



Above:—A photo taken from our crane shows our new, modern polishing mills to good advantage.




Above:—The full advantage that the plant takes of natural lighting is further illustrated here.

MARR & GORDON INC.

BARRE, VERMONT

MASTERCRAFT MEMORIALS - - - SINCE 1883

CARBOLON



Approaching the
hardness of diamonds
*for Fast Granite
Finishing*

*The background photograph shows grains of
Carbolon GP enlarged about 20 times.*

• Carbolon is silicon carbide crystallized in the intense heat of an electric furnace. Chunks from the furnace such as shown above are crushed, treated and graded at the Exolon Plant to provide the exact size needed for finishing hard, brittle materials such as granite. If you are interested in speeding-up your granite finishing operations Carbolon will help you.

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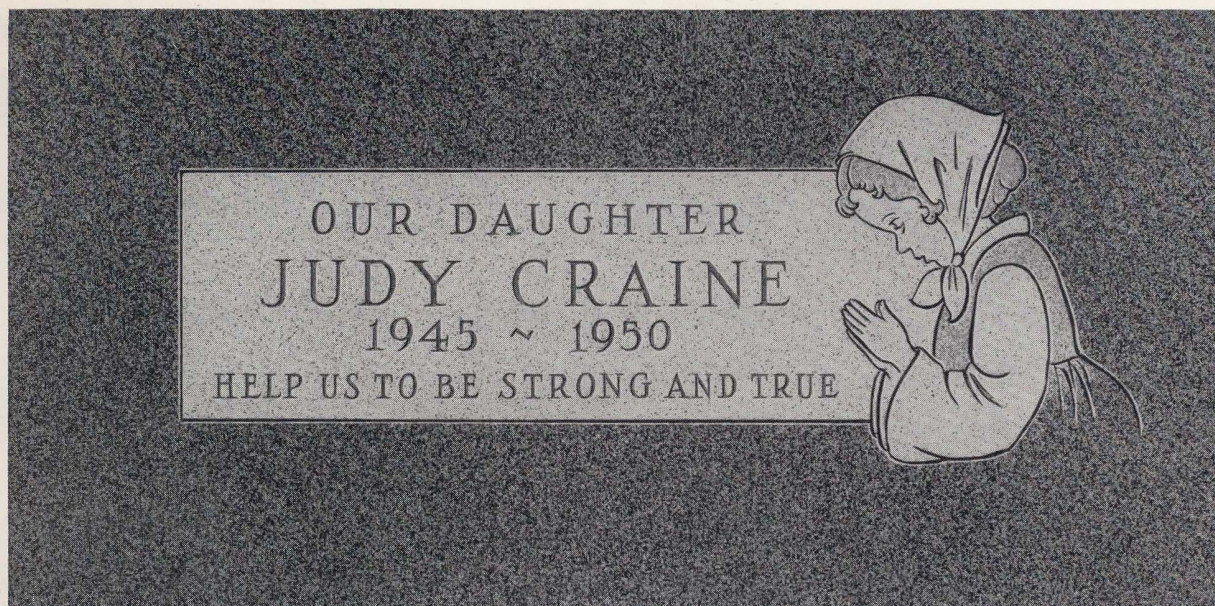
GRANITE CITY TOOL CO.
Barre, Vt. St. Cloud, Minn. Elberton, Ga.

Distributed in Canada by:

RITCHEY SUPPLY COMPANY
226 Geary Ave., at Dufferin St., Toronto, Ont.

THE EXOLON
COMPANY
944 East Niagara St., Tonawanda, N. Y.

Manufacturers of SILICON CARBIDE and ALUMINUM OXIDE ABRASIVES



Full Size Designs

PRESENTING FOR THE FIRST TIME . . .

A NEW SERIES OF MARKER DESIGNS in 10 x 20" size. These are large size photographs possessing all of the detail and charm that only a photograph can portray — faithfulness of detail not obtainable by any other reproduction methods. For actual sales work the full-size marker design is superb — it shows your client at a glance the exact size and shape of the object and the relationship of lettering and carving to the composition as a whole. These pictures are worth more than the traditional "one thousand words" — they not only show the design — but at ACTUAL SIZE.

CHECK THESE ADDITIONAL FEATURES:

- **SUPERB** for demonstration purposes.
- **PRACTICAL** — These details fold in the middle for easy handling and carrying in your case.
- **INDISPENSABLE** for the drafting department in making working drawings and as a guide for the sand-blast man in shaping and cutting the carving and lettering.
- **FULL-COLOR** — Available in color in matte finish, or black and white glossy finish.
- **SELECTION** — Choose from any one of the hundreds of marker designs in the Bliss Line. (Any marker showing a "top" view is available in this series)
- **BEAUTIFUL** from every standpoint.

*This method of presentation will add new life to your sales routine.
Write us today for prices and full particulars.*

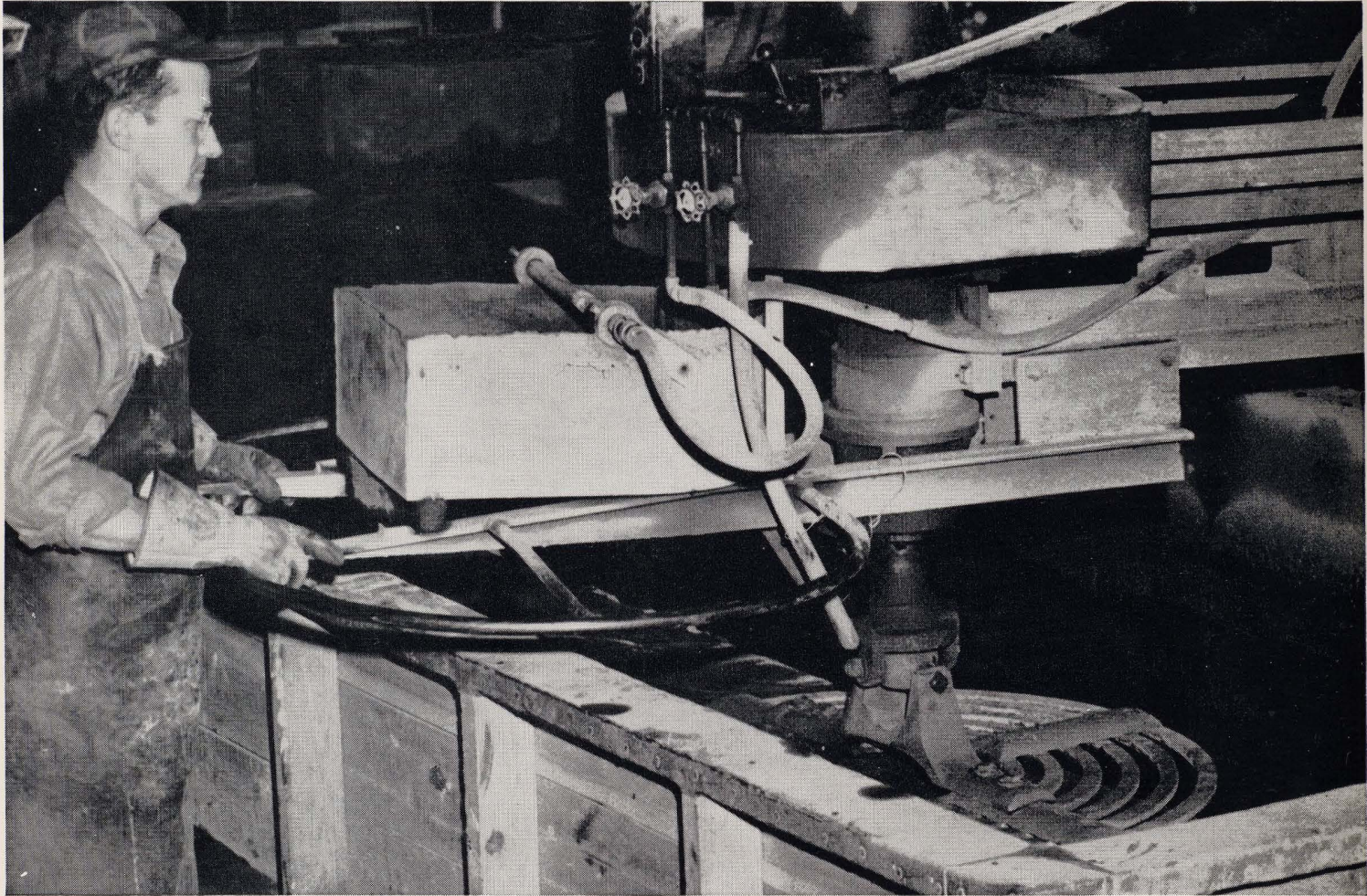


Bliss

DESIGN COMPANY

209 SEVENTH STREET • ROCKFORD, ILLINOIS

To create TRUE BEAUTY of surface in less time



(Courtesy of Allen Logan Granite Company)

CARBORUNDUM GG silicon carbide grain meets every requirement for high speed polishing at minimum cost. It is extremely sharp...cuts faster and cleaner. It is accurately sized; also, it is specially treated to insure correct toughness to withstand extreme wheel pressure...to eliminate excessive sludge formation. It is economical to use because smaller quantities are required to obtain a smooth,

uniform, more beautiful surface. This combination of efficiency and economy makes possible more and better work at lower cost.

Based on the experience of users, we are certain you will find this abrasive grain well worth investigating. Address your inquiries to:—Bonded Products and Abrasive Grain Division, The Carborundum Company, Niagara Falls, N. Y.

GG Grain by



CARBORUNDUM

TRADE MARK

"Carborundum" is a registered trademark which indicates manufacture by The Carborundum Company



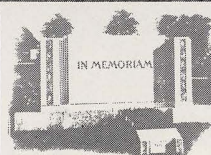
The impressive Wm. Menzer Family Memorial is 20' x 4'-6". It was manufactured in our plant for the Bronx Memorials Corp. of New York City of Smith-Barre Granite.

"We Thank You, Mr. Burack!" - - -

To those manufacturers who have been in business for several decades, expressions of satisfaction like that described in Mr. Burack's letter reproduced on the right, may be 'old hat,' but to us they represent the most pleasant part of being manufacturers. While our files do not bulge with such appreciated testimonials, we do have a considerable number of them. May we take this occasion to thank you, Mr. Burack, for your appreciated letter.

John Leppanen and Jules Chatot, Proprietors

The dimensions of the Becher Memorial are Die-10'-0" x 1'-2" x 4'-0". Base 14'-0" x 1'-10" x 1'-0". It was manufactured for the Bronx Memorials Corp. of Smith-Barre Granite.



BRONX MEMORIALS CORP.

FINER GRANITE MONUMENTS

1329 WASHINGTON AVE., BRONX 56, N.Y.

NEAR 169TH STREET AND THIRD AVENUE

TEL. JEROME 7-7300

March 29, 1950

North Barre Granite Company
Barre, Vermont

Dear John and Jules:

It is always a great pleasure and source of pride to me when I receive unsolicited letters from our customers expressing their satisfaction and appreciation of good service and careful execution of their orders.

You at "North Barre" are justly entitled to your full share of this approbation. The two monuments are fine examples of the granite cutters art; material was of the best, (E.L. Smith Light), cutting was clean and exactly to detail. The carvings were superb and, most important, the work was shipped on time. In all, no manufacturer could have done better.

With best wishes and my assurance that you will continue to receive my orders in the future as you have in the past.

Cordially yours,

BRONX MEMORIALS CORP.

Harry Burack
HARRY BURACK

HB:LA

*We Invite
Your Inquiries*

New York City Representative
John Bishop, 37-61 64th St., Woodside, N.Y.

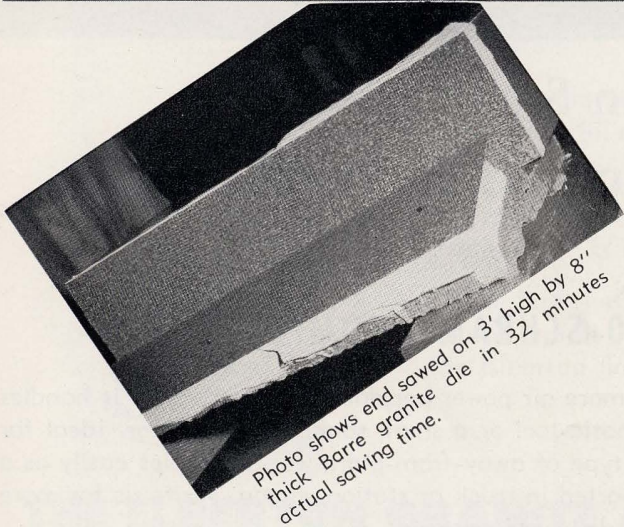
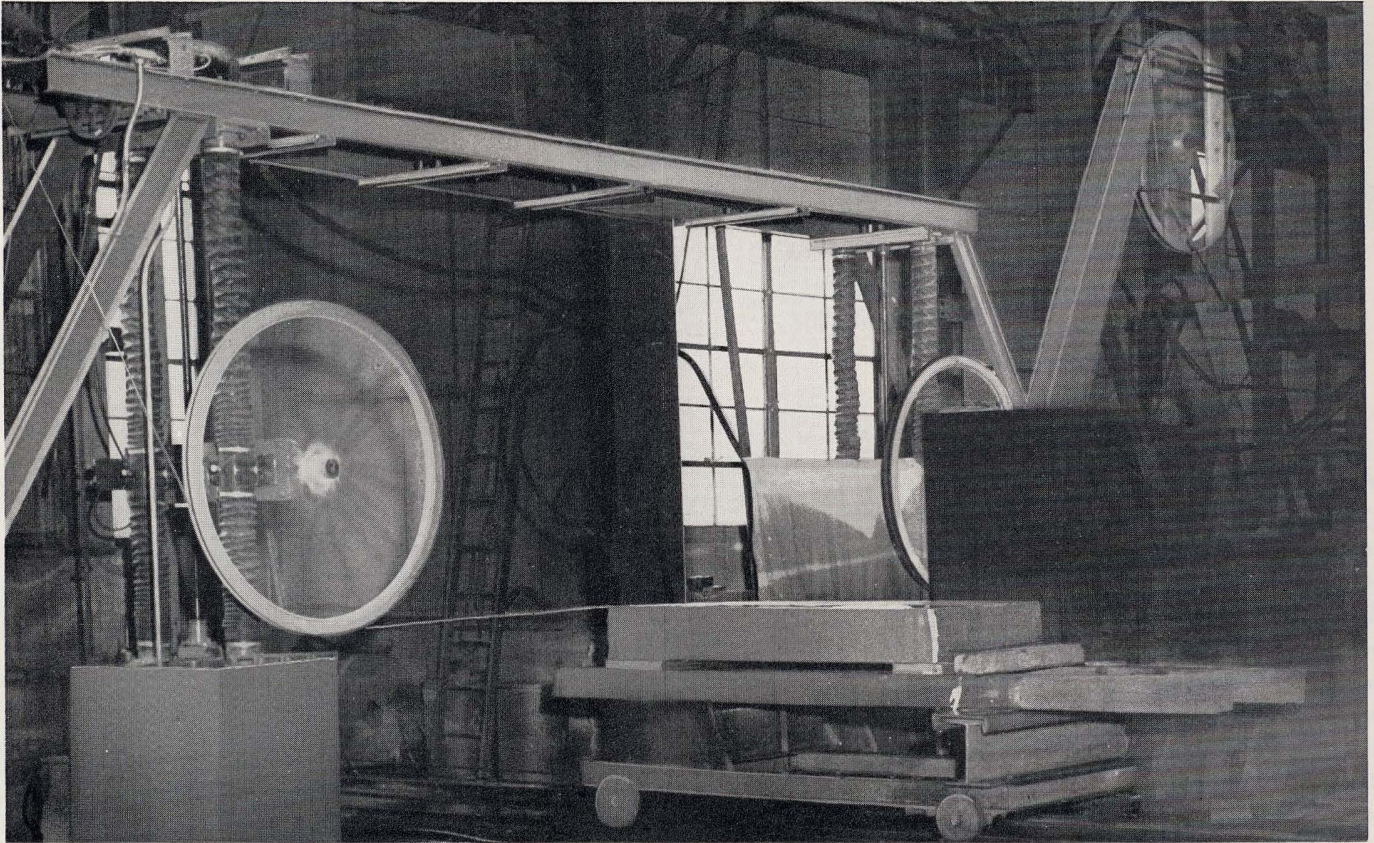
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**NORTH BARRE
GRANITE CO.
BARRE
VERMONT**

ANNOUNCING

THE NEW SMITH, WHITCOMB & COOK

WIRE SAW



- *Installation at Beck & Beck, Inc., Plant No. 2, Barre, Vt. Machine occupies only 32'x4' of floor space.*
- The wire and idler sheaves may be located over head in otherwise unusable space or may be located on the roof of the plant if desired.
- Capacity—Maximum cut, 12 feet long by 4' 6" high. Can be made larger to special order.
- Automatic down feed and abrasive circulating system requires very little attention.
- *Write for Complete Information.*

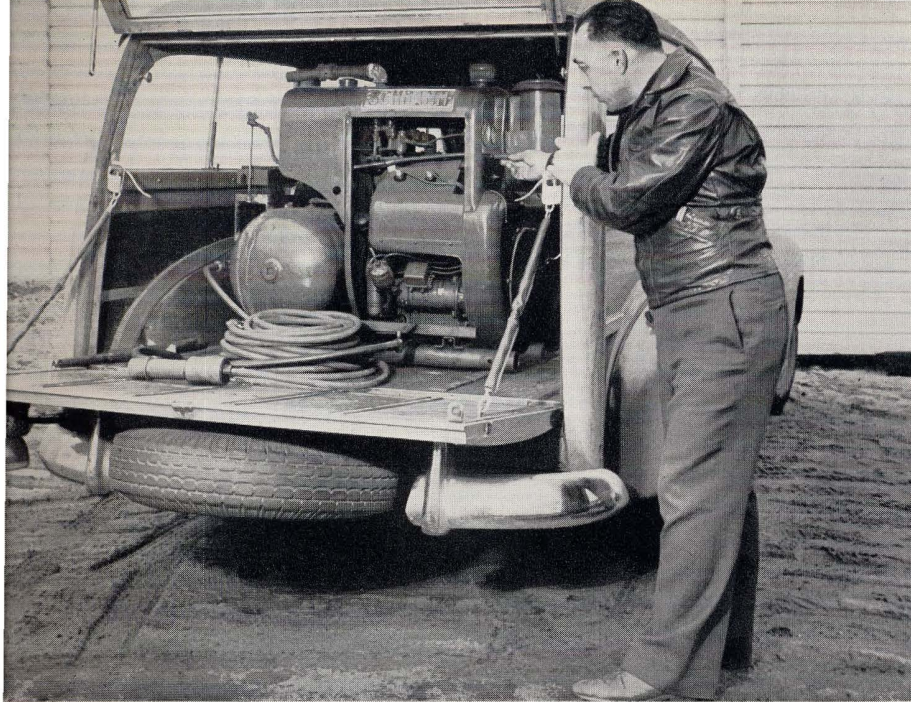
SMITH, WHITCOMB & COOK CO.

SINCE 1833

BARRE, VT.

"GENE" EVANS

There is scarcely a cemetery in southern Minnesota or in Iowa that Gene Evans has not been in at some time or other. Dealers throughout his territory know his work well. Whether their work consists of sandblast letters, hand cut V, raised or skin cut letters, his exacting duplication of existing inscriptions has won him steady customers and many friends. His indispensable and right hand man is his Schramm Compressor, Model 20. It has sufficient power to operate either a small sandblast machine or the pneumatic tool for use in hand carving. His home address is 200 20th Avenue North, St. Cloud, Minnesota.



"GIB" OLSON

To be successful in cemetery work and in duplication of work therein, a man must first be a good artist and carver. Matching the raised letters and V-shaped letters of bygone decades is not an easy thing to do. Gilbert Olson is such an artist. Dealers in both Illinois and Indiana know him for the work he does. More recently he has done work in the Minneapolis-St. Paul area as well. He, too, takes the Schramm Model 20 with him wherever he goes. Its hearty air power plus ease of handling enable him to have power right at hand when he needs it. Gib Olson's home address is 46 - 21st Avenue North, St. Cloud, Minnesota.

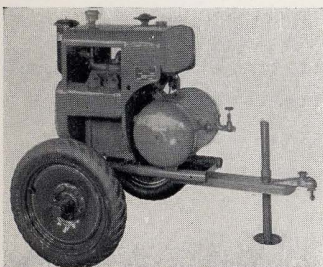


These two Etchers in Stone Say—
 "My Model 20 Schramm is my Right Hand Man."

MODEL 20 SCHRAMM COMPRESSOR

The Model 20 offers you more air power per dollar of investment. It handles efficiently either a pneumatic tool or a small sandblast generator. Ideal for cemetery work or for any type of away-from-plant work. Handles easily as a trailer or it may be transported in truck or station wagon. Write us for more complete information and delivered prices.

There is a Schramm Model for every requirement.



GRANITE CITY TOOL COMPANY

Everything for the Granite Trade

ST. CLOUD, MINN.,

BARRE, VT.,

ELBERTON, GA.,

TEXARKANA, TEX.



Art of the Monument

Creating memorials that conform to the tendency in ornamental and architectural design is a matter of concern to dealers, as it also is to many of their patrons who favor "distinctive" over the prosaic types of monuments.

This is one phase of the business; a very important one, too, that motivated a group of representative producers to organize the Elberton Granite Association.

It is the purpose to create finer, more interesting, more beautiful examples of memorial art.

Supported by designers and craftsmen unexcelled in originating uncommon memorials, "Art of the Monument" is more than a figure of speech.

The fact that more than one-third of the monumental granite quarried in America comes from the Elberton field is significant.



THE ELBERTON GRANITE ASSOCIATION, ELBERTON, GA.

Comolli Granite Co.
Elberton Granite Industries, Inc.
Allen Granite Co.
National Granite Co.

Lincoln Granite Co.
Hoover Granite Co.
Harmony Blue Granite Co.
Republic Granite Co.

Highpoint Granite Co.
Sterling Granite Co.
Coggins Granite & Marble Industries, Inc.
Georgia Granite Co.

Berkeley Granite Co.
Southern Quarrying Co.
Beaverdam Granite Company
Oglesby Granite Quarriers

A New Dual Wheel Pneumatic Tired Monument Truck

... EVERYWHERE
DEALERS ARE SAVING

- TIME
- LABOR
- MATERIAL
- MONEY



The M/W Monument Truck is specially designed for moving heavy monuments from truck to location without use of skids and without damage to the turf.

With the M/W Truck you can set 4 or 5 dies per day instead of 2 or 3, and with 2 men instead of 3 or 4.

Since 1947 many, many hundreds of these sturdy, easily handled trucks have saved money, time and material for dealers all over the country.

Available for immediate delivery from conveniently located distributors.

Write for address of nearest distributor



BUILT FOR RUGGED SERVICE

CAPACITY: 1500 lb. dies can be moved and set easily and quickly without danger of chipping and marring.

FRAME: 1½" seamless tubular steel with arc welded joints. Sturdy steel legs have flat base to prevent sinking in soft ground.

TIRES: The only truck on the market having four 12" x 4" Heavy Duty 4-ply General Tires with separate inner tubes; greater load capacity and maximum flotation on soft ground.

WHEELS: Heavy duty pressed steel; roller bearings.

DIMENSIONS: Overall width 27"; frame width 20"; length 63"; height from floor in horiz. position 13½"; toe plate 4" x 24" x ¼" thickness accommodates all size markers.

EASIER HANDLING — GREATER LOAD PROTECTION

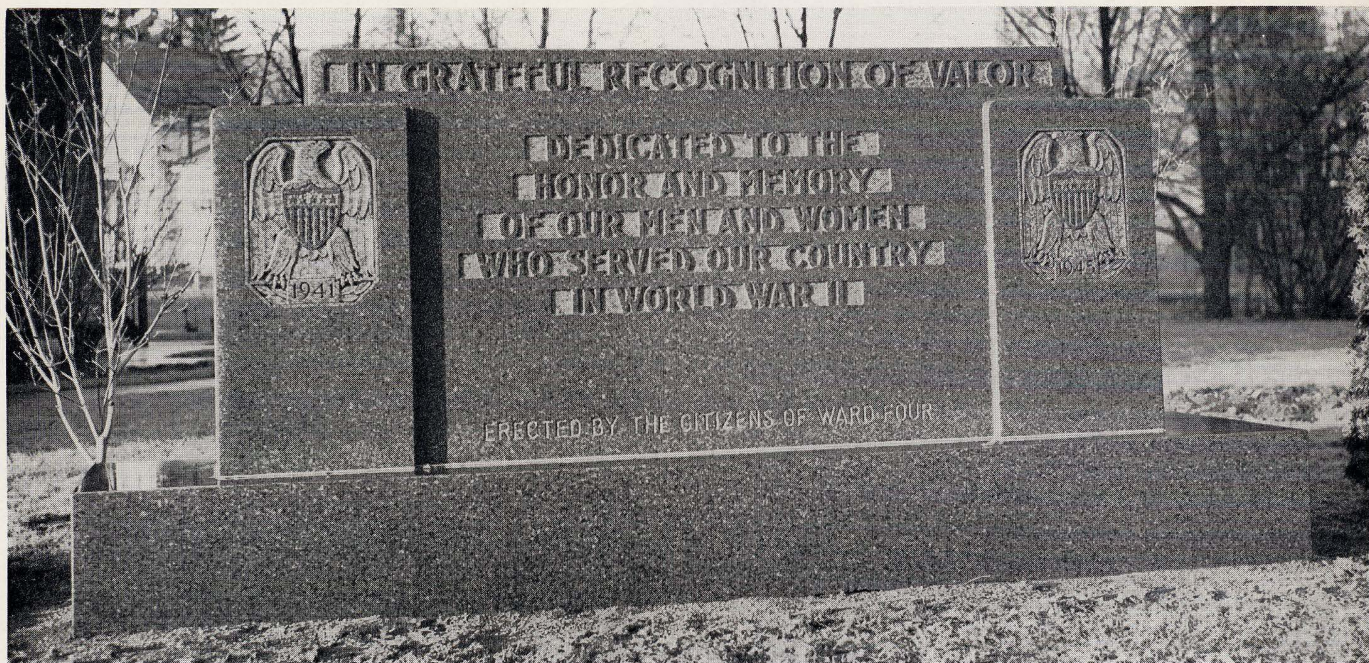
Load is evenly balanced when in wheeling position. Frame designed to permit toe plate to rest on base stone when placing die; operator can mount die simply by raising truck to vertical position. Wood strips on frame prevent scratching polished surfaces.

MOELLENBROCK & WILKE MANUFACTURERS
WASHINGTON, MISSOURI



QUINCY GRANITE

"EVERLASTING DIGNIFIED BEAUTY"



Courtesy of Louis Cassani, Quincy, Mass.

Peerless

QUINCY GRANITE

THE IDEAL GRANITE FOR POLISHED MEMORIALS

Fabricated by

Modern plants equipped with the latest machinery to speed up production. These facilities, know-how and personnel are available to all Retail Dealers to obtain the best finished product, throughout all phases of memorial manufacture.

L. VOLPE & SONS, INC.
NATIONAL GRANITE & POLISHING CO.
PREMIER GRANITE & POLISHING CO., INC.
PEERLESS GRANITE COMPANY

GRAY ROCK GRANITE WORKS, INC.
WEST QUINCY GRANITE & POLISHING CO.
ANTONIO RUSCITTO & SONS, INC.
E. SETTIMELLI & SONS, INC.
GOLBRANSON & CO., INC.

H. C. SMALLEY GRANITE CO., INC.
WILLARD GRANITE & POLISHING CO.
W. C. CANNIFF & SONS, INC.
ADRIAN OF QUINCY, Supplies Only

Produced-by J. S. SWINGLE INC. *Quarriers*

Quincy 69, Mass.



Main Street

THE POWER IS HERE

Here . . . on your street . . . the power of Barre Guild's advertising is at work for you, selling Barre Guild monuments to people in your city, people who often pass your place of business.*

When you identify yourself with the Barre Guild . . . when you let people know that you have the superb Barre Guild monuments they've read about . . . *then* you are using the full impact of over 36,000,000 Barre Guild messages appearing in America's finest magazines, in the spring of 1950!

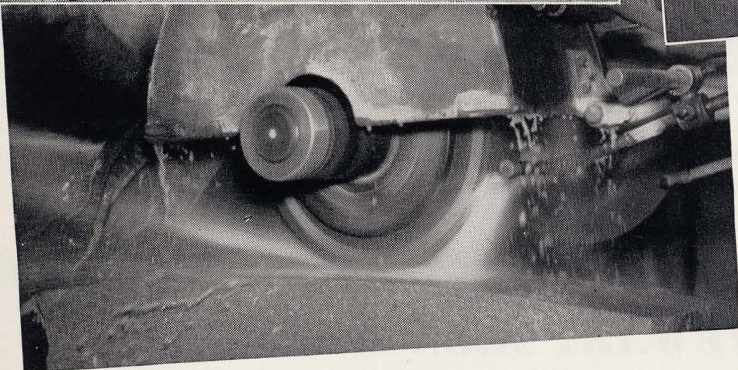
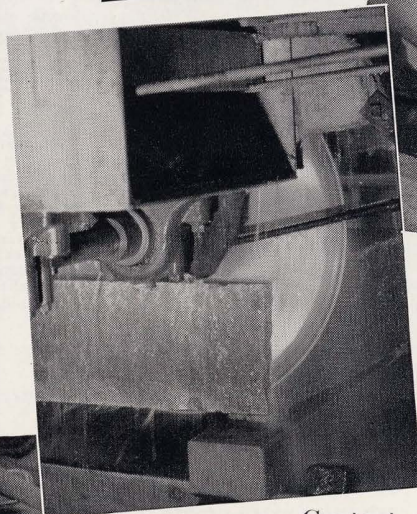
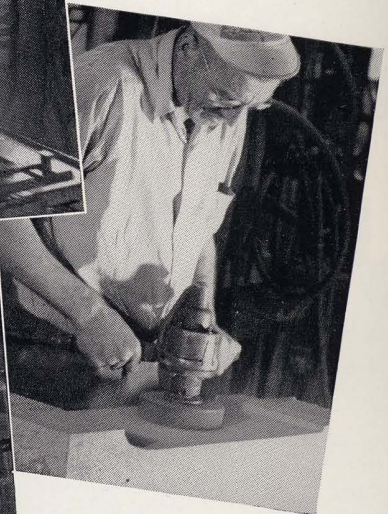
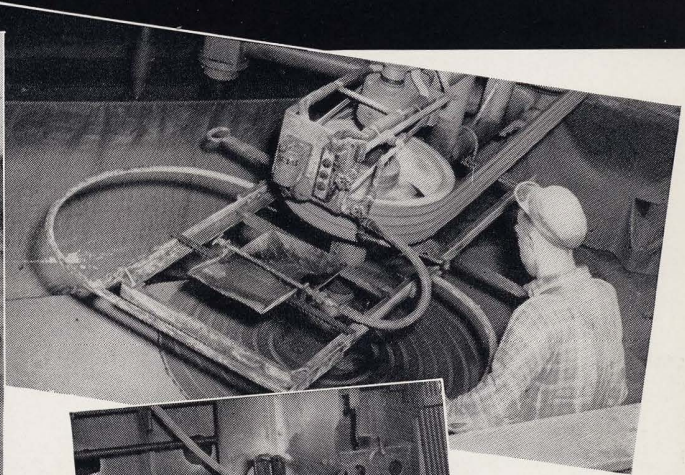
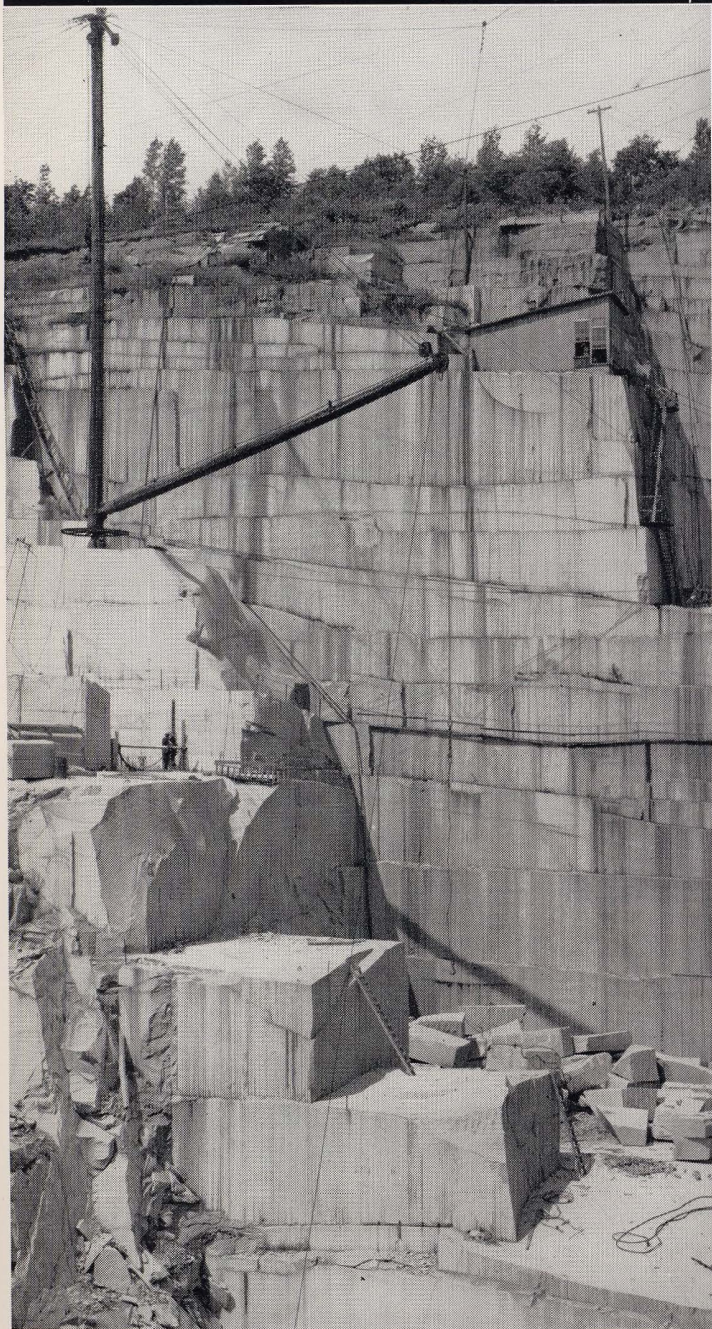
Thousands of Barre Guild sales impressions are reaching your city *now* . . . cash in on them!

BARRE GRANITE ASSOCIATION
BARRE, VERMONT



* We'll be glad to tell you how many sales messages are appearing in your area. Write Barre Guild, Dept. MN-54, Barre, Vermont.

***Save \$ \$ \$ on every abrasive job in the granite field,
with fast-cutting, long-lasting NORTON Products...***



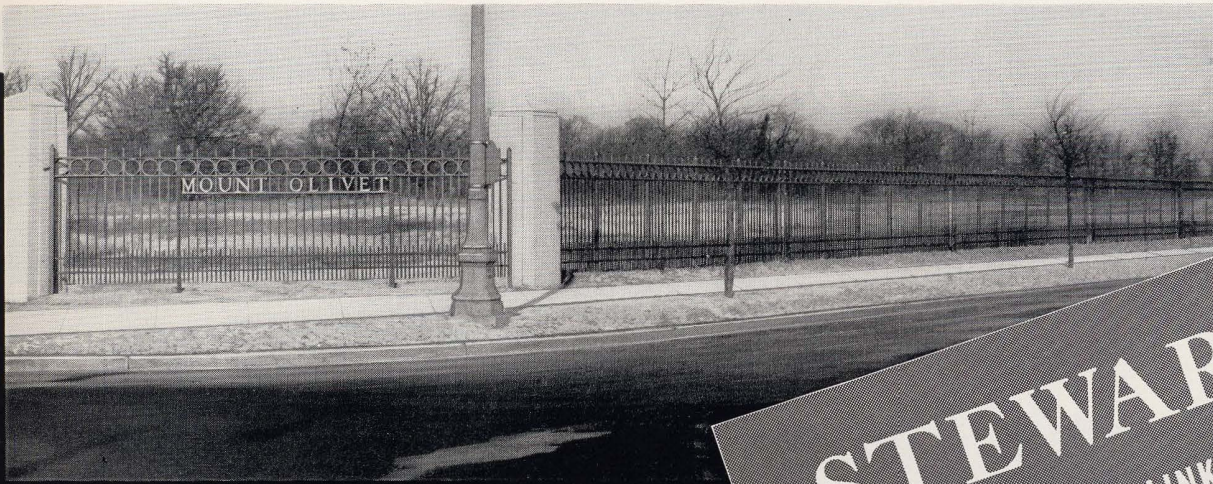
Contact your Norton abrasive
engineer or distributor for full
details and specifications.

NORTON COMPANY • WORCESTER 6, MASS.
Distributors In All Principal Cities

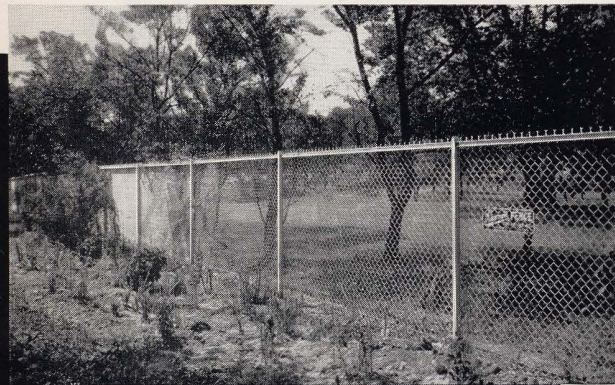
NORTON
ABRASIVES

W-1300

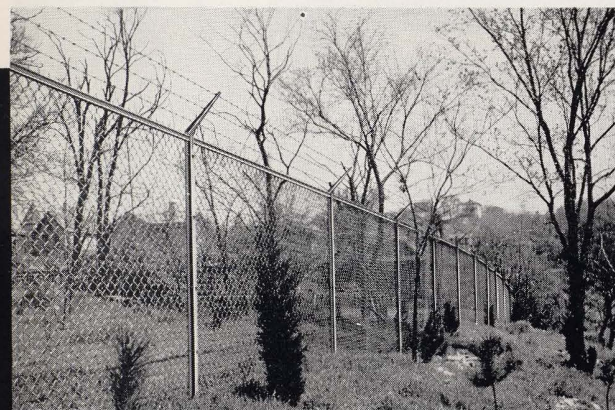
"Making better products to make other products better"



Stewart Plain and Ornamental Iron Picket Fences are made in a wide range of designs. Catalog No. 84.



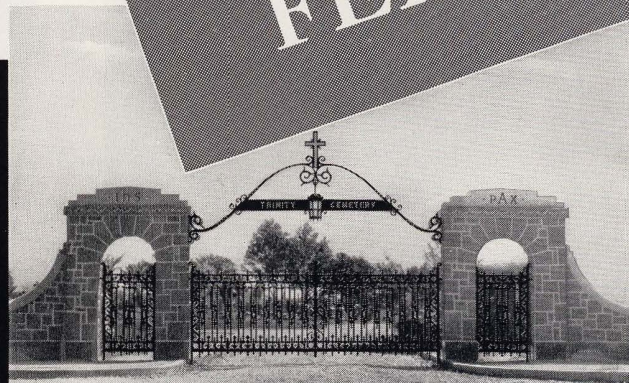
Stewart Style OTH Chain Link Wire Fence is available in several heights and weights. Catalog No. 83.



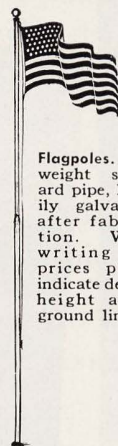
Stewart Style 3TH Chain Link Wire Fence. Recommended for remote property lines. Catalog No. 83.

Monument dealers everywhere are taking advantage of the opportunity Stewart offers to cash in on extra profits through the sale of their Iron and Chain Link Wire Fences and other products. And now is a good time to sell fence, because vandalism is an ever-growing menace. Damage runs into many thousands of dollars every year, and the only way to effectively stop trespassers and vandals is through the erection of a good fence... a Stewart Fence... that gives many extra years of

STEWART IRON AND CHAIN LINK WIRE FENCES



Stewart Gates and Gateway Arches are made to meet your requirements and harmonize with line of fence.



Flagpoles. Full weight stand-ard pipe, heavily galvanized after fabrication. When writing for prices please indicate desired height above ground line.



Galvanized Grave Markers are made in a number of styles. Prices on request.



Bronze Memorial Plaques. Available in a wide variety of sizes and designs. Write for bronze memorial folder.

Stewart No. 354 All-Steel Selfee. Made in 4', 5' and 6' lengths. Write for quantity prices.

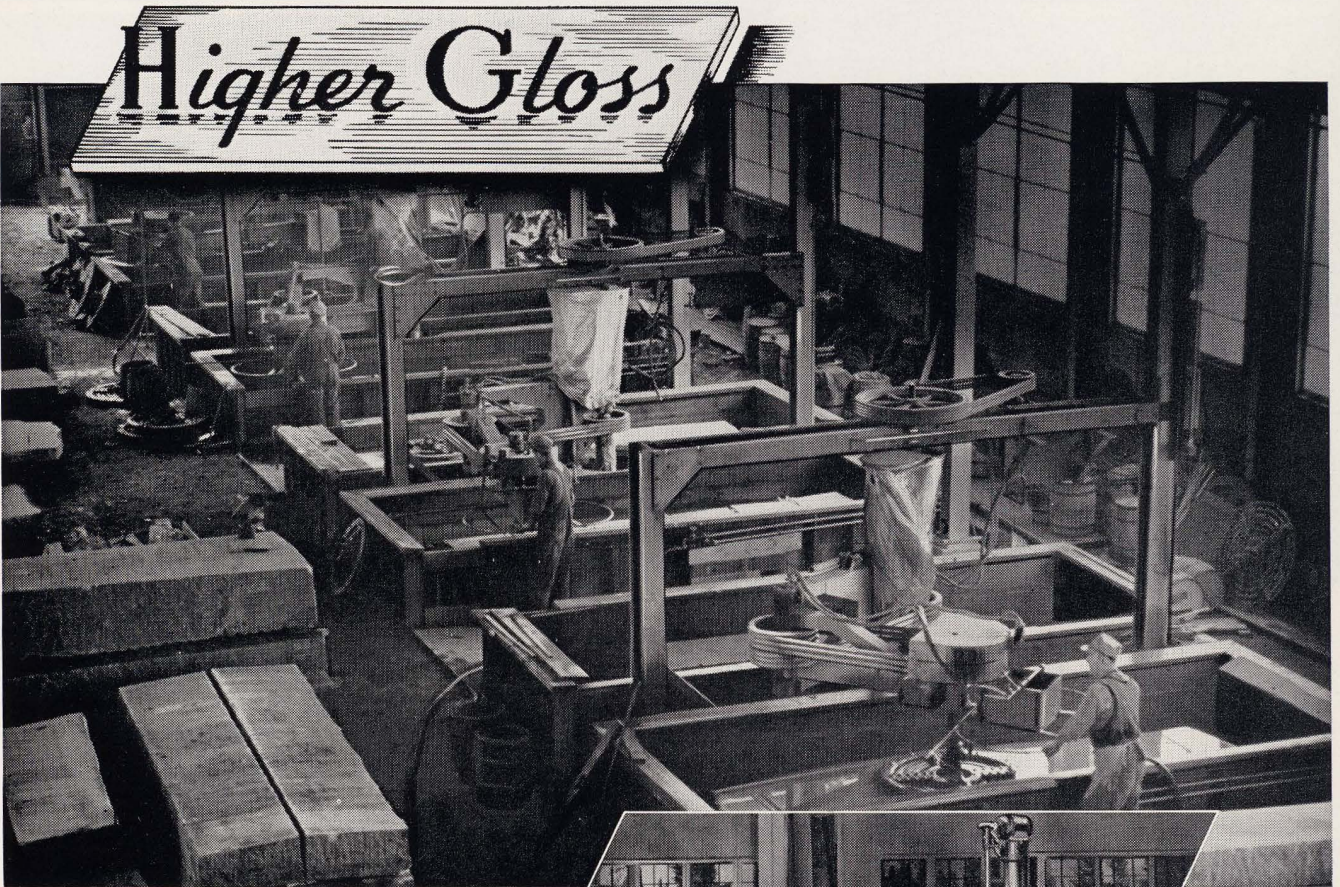
protection at the lowest upkeep cost per year. Stewart Fences feature many exclusive advantages, and are made in a sufficiently wide range of styles and designs to meet all requirements and fit every budget. A few Stewart products are shown. There are many others. Put yourself in a position to get your share of this business by writing for catalogs and familiarizing yourself with the entire Stewart line. If you are interested in certain products it will help us if you mention what they are.

Stewart IRON and WIRE
FENCES

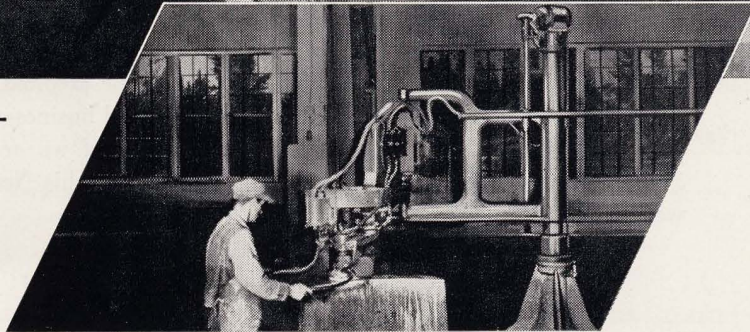
**THE
STEWART IRON WORKS CO., INC.**

1752 STEWART BLOCK, CINCINNATI, OHIO
Fence Builders of America Since 1886

Higher Gloss



BATTERY of 3 Patch-Wegner Super Polishing Machines in Beck & Beck plant, Barre, Vermont. INSERT—New Rapid Polishing Machine.



PATCH - WEGNER *Super Polishing Machines*

9'7" AND 11'5" REACH 25/12 HP MOTOR

High production and high gloss result from the high speed operation of the NEW Patch-Wegner Super Polishing Machines. Stronger and lighter frames and totally enclosed ball bearings thruout mean ease of operation, long life, lower power costs, lower maintenance costs. Patch-Wegner also manufactures Rotary Shot Saws, Gang and Wire Saws, Profile Grinders and Edging Machines. Write for information.

- Save Time
- Save Power
- Ball Bearings
- Vee Belt Drive
- Easy to Operate
- Raise and Lower Motor Furnished

Patch-Wegner Company Inc.

Specialists in Stone, Marble, Granite and Slate Working Machinery
RUTLAND, VERMONT, U. S. A.



The Becher and Wm. Menzer Family Memorials present impressive testimony of the development of Jewish Memorial Art and Cemeteries in the New York City area. These fine monuments were designed and erected by the Bronx Memorials Corp. of New York City. They were manufactured by the North Barre Granite Co. of Barre, Vt. of Smith-Barre Granite.

"BEST BARRE . . E. L. SMITH . ." Specifies Mr. Harry Burack

One of the leaders in the fine work of the Greater New York Retail Dealer's Association, Mr. Burack, president of the Bronx Memorials Corp., is a staunch advocate of quality materials and workmanship as well as a creative proponent of personalized design. The remarkable progress in the design of Jewish Memorial Art and in Jewish Cemetery development in the New York area, are two of the most encouraging factors of the times, and much of this advancement may be credited to the outstanding contribution made in improving dealer relationships and business practices by the Greater New York Retail Dealer's Association. For our part we are pleased to know that Smith-Barre is often specified by other members of this New York Association, as well as Mr. Burack.

E. L. SMITH QUARRY

DIVISION OF ROCK OF AGES CORPORATION

BARRE, VERMONT



Monumental NEWS-REVIEW

THE TRADE JOURNAL OF THE
MONUMENTAL INDUSTRY

Established 1889

COMBINING MONUMENTAL NEWS • GRANITE MARBLE & BRONZE • THE MONUMENT AND CEMETERY REVIEW

VOLUME 62
NUMBER 4

Contents

April 1950

E. H. WHITAKER
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Associate Editor

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A. R. JAMISON
Managing Editor

SUBSCRIPTION PRICES

Per year	\$5.00
Two years	8.00
Canadian	\$5.50
Foreign	6.00

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Published monthly by MONUMENTAL NEWS-REVIEW, INC., 429 Franklin Street, Buffalo 2, New York. Entered as Second Class Matter, Feb. 26, 1940, at the Post Office at Buffalo, New York, Under the Act of March 3, 1879. Additional entry in Hanover, New Hampshire, Feb. 28, 1949.

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C. W. BROWN
Florence Memorial Co.
Florence, S. C.

A CEMETERY PLANNING SERVICE . . .

A Basic Answer to a Vital Problem

The service that MBA Director and prominent South Carolinian C. W. Brown provides in his community is all-important to the future of the Memorial Industry, and calls for assistance and perhaps direction from our National Organizations.

WE know of countless cases where Memorialists serve on Park and Cemetery Commissions and Boards to the great advantage of their communities and the industry. But, the efforts of C. W. Brown of the Florence Memorial Co., Florence, S. C., and of F. W. Breeding of the Bellevue Monument Co., of Bellevue, Ohio, go far beyond that; far beyond what the industry should expect from any individual dealer. The Bellevue story will be featured in an early issue when photographs are available. It resulted in a beautifully planned *Monument Cemetery* instead of a Modern Memorial Park; which for all practical purposes would have been a No-Monument Cemetery. There is no single program that offers future dividends to the entire industry that a nationally backed Cemetery Planning Service could. Here is a Positive Approach to the most basic of all problems. It isn't fighting an expensive "Cold War" against an illusive guerrilla-like foe, or guarding an empty stable; it's a way of insuring the future and to our way of thinking, perhaps the single most important way. Admittedly offering this type of service to perhaps a thousand or more of our Traditional Cemeteries would be presumptuous, but it must be remembered that there are more than 30,000 cemeteries in America with only a small percentage of them so organized and managed as not to need such a service. The following letter, article and plan illustration from Mr. Brown tell the story in a convincing manner:

April 21, 1950

Mr. E. H. Whitaker, Editor
Monumental News-Review
429 Franklin Street
Buffalo 2, New York

Dear Mr. Whitaker:

For the last few years I have devoted a great deal of my time to cemetery planning which is a service that I have given without any charge to the many cemeteries in our section, and thought that I would attempt to write an article on the work that we are doing and also give one of the blueprints of a recently planned cemetery. We are sending this to you and thought probably you would like to publish it in your magazine, as this service is increasing each year. We thought probably that dealers throughout the United States might wish to extend this service in their locality.

I am a member of the Board of Directors of the Monument Builders of America and have discussed with the Board and with Mr. Alex Park the possibility of our Association having a Cemetery Planning Board that would employ a man capable of rendering this service to different sections. This never has worked out, so I have carried this on in my section.

As you will see in the article, unless something is done to help these cemeteries it will not be too long before we will not have any place for our product. I think that it gives prestige to a memorial dealer to be an authority on cemeteries and render this service. We have also met with great favor among communities in furnishing an entrance tablet or plaque with the name of the cemetery in the entrance.

I have read your magazine each month for many years and wish to congratulate you on your editorial staff and the articles that are published each month.

We trust that this article will meet with your approval for the magazine and you may make any changes or additions that you wish.

With best wishes, I am,

Sincerely yours,

CLAUDE W. BROWN

A PLEA FOR IMPROVING TRADITIONAL CEMETERIES

By C. W. BROWN

"Show me the manner in which a nation or community cares for its dead and I will measure with mathematical exactness the character of its people, their respect for laws of the land, and their loyalty to high ideals." Those famous words by Gladstone ring clearly in the ears of many monument dealers, but how many more sit patiently and do nothing to improve the traditional cemeteries while countless memorial park cemeteries spring up all around us?

After spending thirty years of my life in building monuments in Eastern South Carolina and placing many monuments in the rural and churchyard cemeteries, I have noticed in the last few years how quickly these traditional cemeteries have filled with graves in the allotted ground, and in many cases even the walkways have been used for burial purposes.

In the rural and churchyard cemeteries there was no planning or laying out of lots, thus causing the monuments to be placed irregularly, and there was no designation for regular

lot sizes. In the past quarter century there have been only a few traditional cemeteries started and in this case they were laid out and surveyed by a local civil engineer and all the lots were standard 20.0 x 20.0 size with square turns for driveways. This did not give a variety of size lots to meet public demand and there was no specialist in cemetery planning that they could afford to call on for their problems. Also, as a rule, if any outsider was called in, the cemetery would be planned for no monuments.

A few years ago I was approached by a committee that was interested in enlarging a traditional cemetery, and asked if I could assist in any way in seeing that the addition was properly laid out. It occurred to me that if I could render such a service, it would be a service not only to the rural communities, but to the entire monument industry. I immediately found that it was not too difficult to help plan a small plot of ground, and in this way I could lay out the cemetery addition in such a way as to provide for a maximum of burials and at the same time add much beauty to the annex. Needless to say, the traditional cemetery idea was further advanced.

During the past several years I have been called on many times to repeat these services and have met with a most cooperative response from these communities in planning their cemeteries.

I would like to further illustrate this service. On a particular occasion I accepted an invitation to meet with a committee that wished to start a new cemetery adjoining their church in one of the densely populated rural areas of Darlington County. The plot of ground was well prepared and perfect for

a small cemetery, as shown on the map made by our draftsman in our studio. By being properly laid out this small plot of ground will give ample burial space for many years.

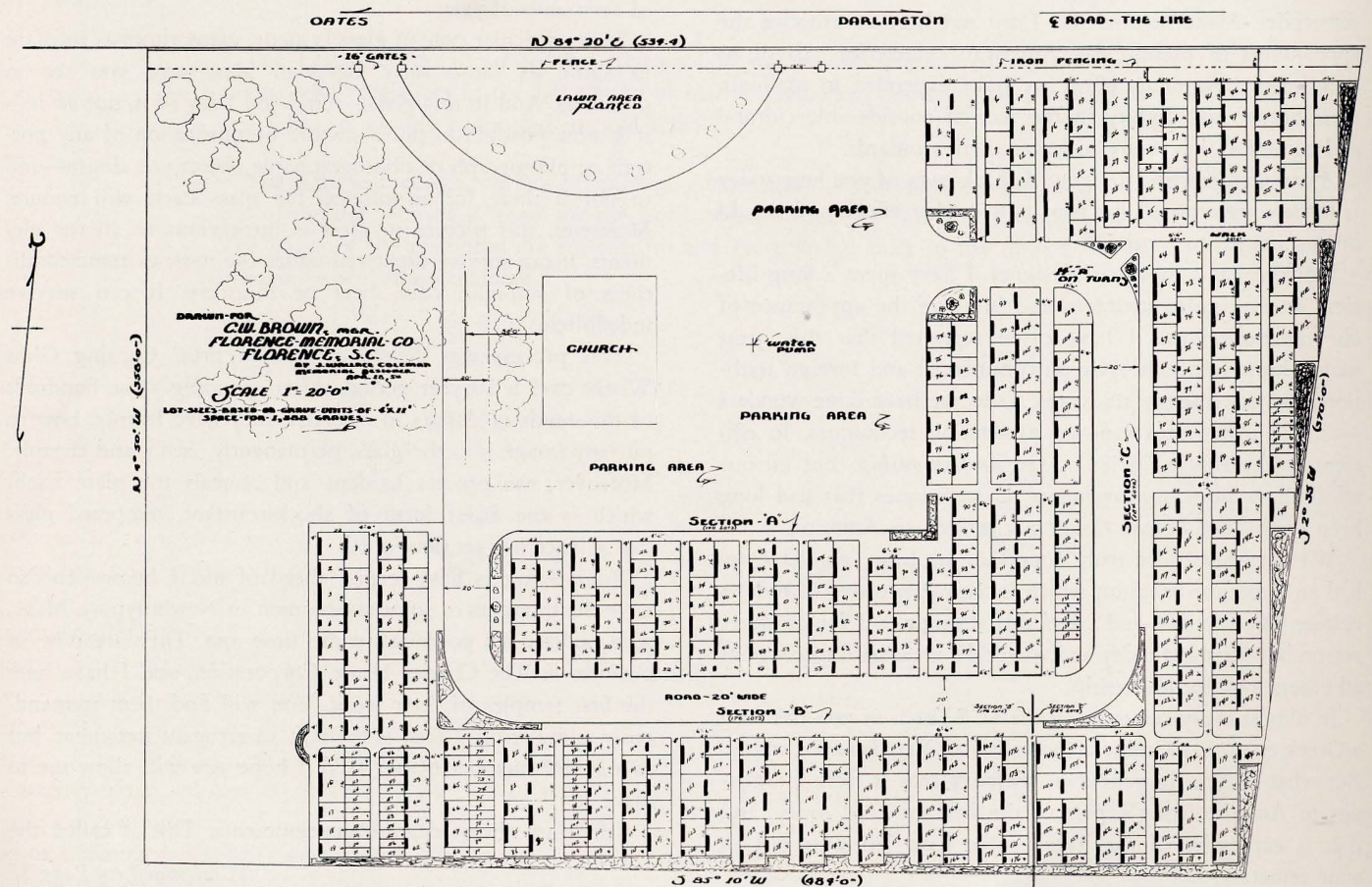
This type of work takes up a great deal of time and being a member of the Monument Builders of America I have talked with them about this problem and all seem to think well of a Planning Board for cemeteries. To date nothing has been done, so I have carried on this work in my immediate section and have received excellent results.

I find that when a monument dealer has this service that the dealer can make it a monument cemetery. Almost every time a funeral director or a business man starts a cemetery it is laid out for no monuments. I think that if the dealer could render this service it would be most profitable to them and would be the means of our survival against the memorial parks. The small towns and rural communities are more sentimental and love the traditional cemeteries.

I have found that advertising and the help that the American Monument Association has given us for the traditional cemeteries is most helpful, but after all, we need cemeteries that will allow us to place our monuments. In studying the charts of the American Monument Association and noticing the rapid rise in the no-monument cemeteries I sincerely believe that this is the greatest service that we can render today, as there are many communities and small towns throughout the United States that would readily accept this service to make more traditional cemeteries.

After all, if we do not have a place to put our product, we cannot survive.

CEMETERY DEVELOPMENT
FOR
**PHILADELPHIA SOUTHERN
METHODIST CHURCH.**
APRIL 10, 1950





WILLIAM HENRY DEACY

AS WE all know, burial places have been repositories of man's finest art efforts since the dawn of time. Temples and tombs still tell us most of what we know about the past's civilizations, and preserve for us the art heritage from those ages.

However, I have often wondered—and I'm sure each of you has, too—about the quality of the heritage that we are now leaving to future generations of Americans in our own cemeteries. Make no mistake, I am not here to criticize the appearances of present day American cemeteries. All of us here know how much effort we have expended to maintain their beauty and dignity in the face of considerable cultural and commercial pressure to lower their standards.

As an architect and designer, I think each of you here today is to be congratulated for your part in that effort, and should be encouraged to continue it.

However, as a memorial designer, I have spent a long lifetime attempting to maintain and improve the appearance of our cemeteries; and I have often regretted that this great nation must rely so heavily on commercial and foreign traditions for its cemetery art forms. True, we have done wonders—as only Americans can—in production techniques, in efficient workmanship, in let us say, *craftsmanship*. But all our efforts have been improvements on techniques that had long been established before Columbus arrived in America.

We have *not* had a truly American art form, nor have we had an American medium which is truly expressive of today's culture. We should—and I feel this strongly,—if for no other reason but we stand today as the world's great nation to whom all others look for leadership.

In almost every cemetery in the U. S., each of you has seen a Greek column, a Gothic arch, an Italian Renaissance carving. But what is there in your own cemetery that is truly indigenous to America, truly a part of the life you lead today, and that is expressive of the lives people have led who rest in your cemetery?

SCIENCE *Weds* ART

The following address was given at the Convention of the New England Cemetery Association April 11th at Manchester, N. H., by Wm. Henry Deacy, one of the most prominent Memorial Designers in America. This talk introduced what may well be one of the most important developments in the Memorial Field in recent years, the perfection of a process of transferring photographically any subject within glass. The Charles Howe Corp. of Newburyport, Mass. is marketing this new product. Mr. Deacy has been engaged as the Consulting Architect and Designer by this company.

This is not only an unhappy situation, but almost a unique one. In other fields—painting and to some extent sculpture, writing and acting, and above all, in the making and distributing of material goods, there is a real American way of life and expression that could never have existed in another age and in another land.

Gentlemen, we are behind our time.

That is why I am particularly glad to be the man who introduces you to a new and peculiarly American personalized memorial. I am frankly as excited about it as I have been about anything for many years, and I am sure you will be too.

It is simply this—a piece of glass. You will note that there is a figure on this glass. That is nothing new. For as you know, glass was invented shortly after the first stone was carved, and in fact is made from very much the same basic silica materials. Perhaps the only difference is that glass wears a little better. As you probably know, it will last for hundreds of thousands of years.

This particular type of glass is many, many times as resistant to aging as those early Egyptian glass urns you see in museums. And in this glass—mind you I say *in* it, not *on* it—it is now possible to put a picture or illustration of any portrait or photograph or photographable object you desire—and to put it there for as long as the glass itself will endure. Moreover, this picture in glass is impervious to all the elements. It can survive unaltered under the most extreme conditions of sunlight, cold, heat or moisture. It can survive indefinitely.

This process was developed by the great Corning Glass Works over a 10 year period. After spending some hundreds of thousands of dollars in research, they have learned how to put any image into the glass, permanently, easily and cheaply. Moreover, the process hardens and anneals the plate itself, which is the finest form of shock-resistant, tempered glass that science has yet developed.

Your thoughts have leaped ahead of me, I know—and so have the thoughts of some young men in Newburyport, Mass., who realized its potentials some time ago. They are now in business as The Charles Howe Corporation, and I have here the first samples of their work. You will find them tremendously stimulating. (That is perhaps an arrogant statement, but as a senior member of our field, I hope you will allow me to make it.)

There are three separate developments. This is called* the

[Continued on Page 52]



Photo courtesy A. J. Martin Monuments

The PINE LEAF, *Symbol of Eternity*

The Partin design illustrated was rendered in our studios for one of our Southern clients who specializes in the fabrication of marble memorials depicting floral ornament and religious groups sculptured in bold relief.

The pine leaf design, symbol of eternity, curves gracefully around the end, face, and top of the die forming a frame for the name and adding movement to the composition. The edges of the memorial are softened to add grace and dignity to the design and to harmonize with the ornament.

This is No. 104 in a series of designs by the Bliss Design Co., Rockford, Ill.



The Wm. Menzer Family Memorial is a fitting tribute to the love and pride so characteristic of Jewish Family Tradition. It is the work of Harry Burack of the Bronx Memorials Corp. of New York City. It was manufactured by the North Barre Granite Co. of Barre, Vt., of Smith-Barre Granite.

Progress in JEWISH MEMORIAL ART *is an Encouraging Development*

Any considerable improvement in a single component of the Industry is of vital consequence to all. The Progress of Jewish Memorialists in the New York area in improvement of Memorial design and business ethics merit commendation and emulation.

IF you would bolster your faith in the future of the Memorial Idea, give heed to the progressive movement in the development of our Jewish Cemeteries in the New York area and the enlightened business credos of members of Greater New York Retail Dealers Association, as typified by the work and philosophy of Harry Burack, president of the Bronx Memorials Corp.

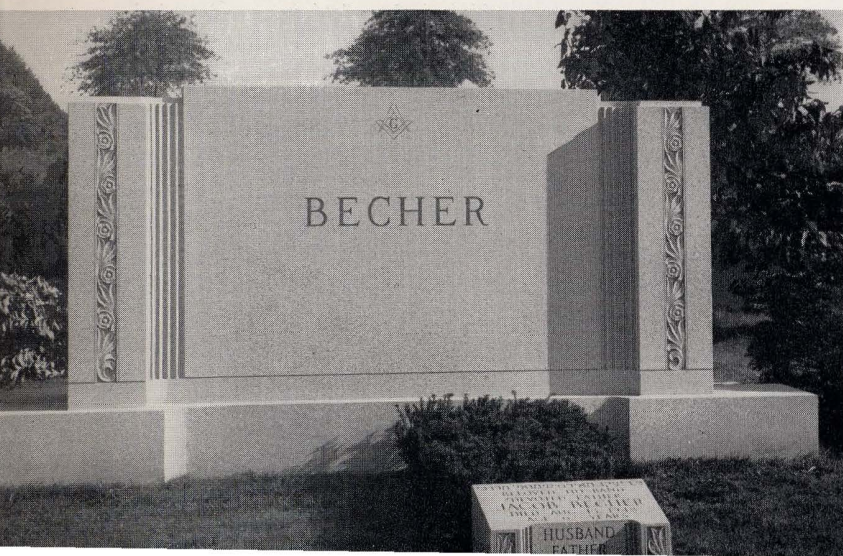
Mr. Harry Burack has been long known as a progressive and a successful retailer in the New York Metropolitan area. He is the president of the BRONX MEMORIALS CORP., and has held many important positions in the Greater New York Retail Dealers Association. For the past several years he has

been chairman of the important "COST ANALYSIS" committee.

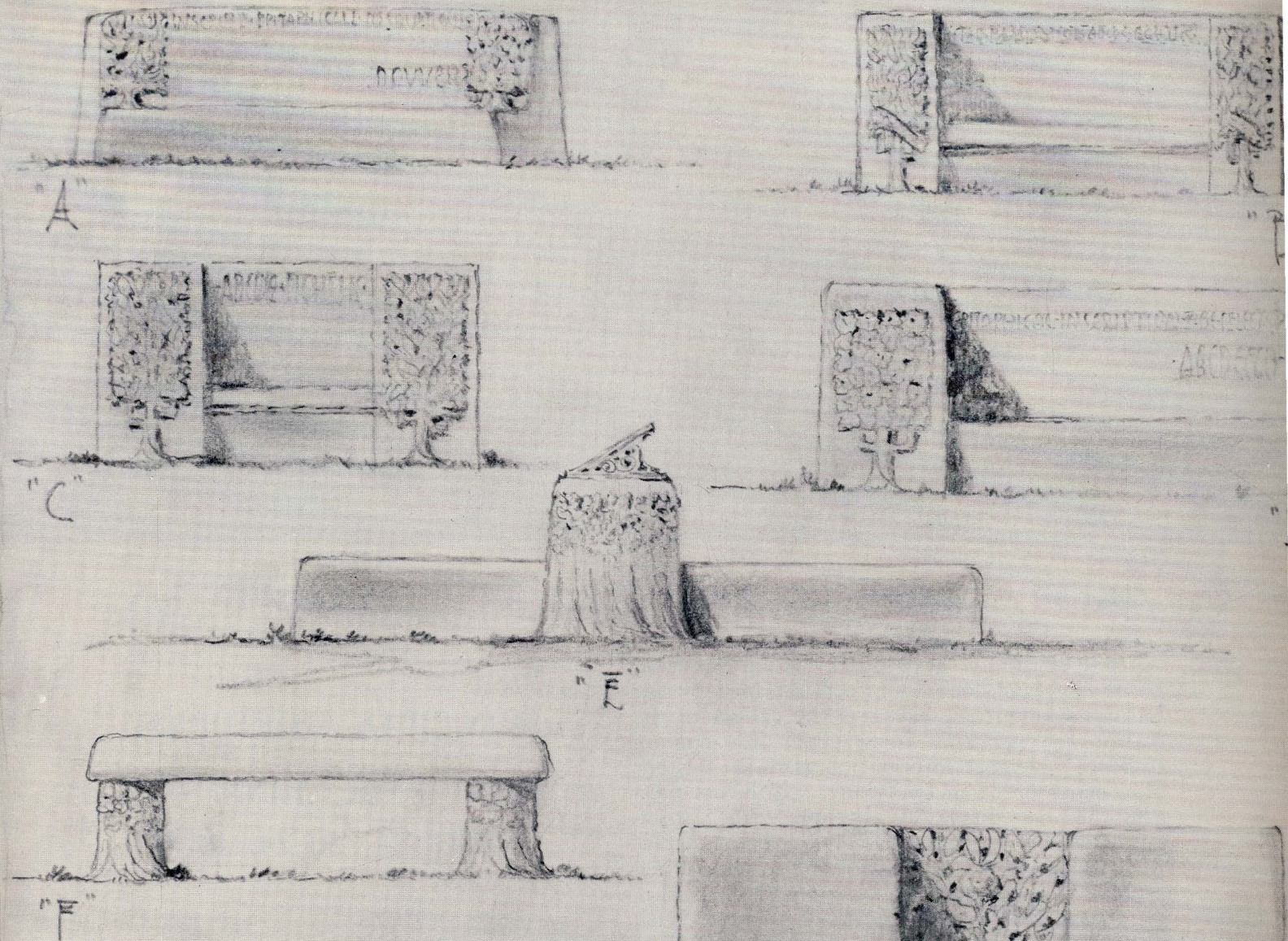
His successful campaigns under highly competitive conditions are proof of the exactness of his thinking, and most dealers particularly the "low quality"—"low price" dealer can profit by following his example in the conduction of their businesses.

Twenty-five years ago, when Mr. Burack started his business in the Bronx, "design" as an ingredient in making a sale was practically non-existent. Monuments were sold purely on a size and price basis.

He believes that the industry is paying the price today
[Continued on Page 69]

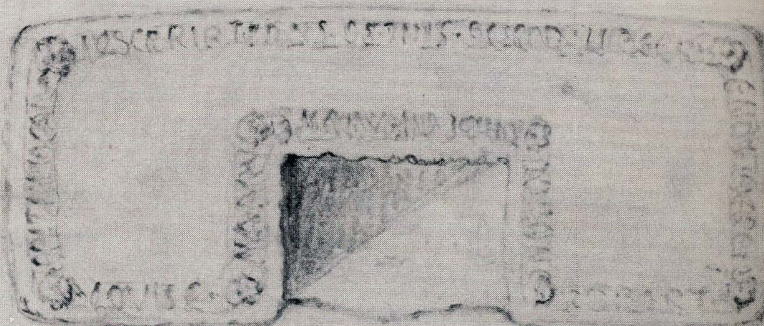
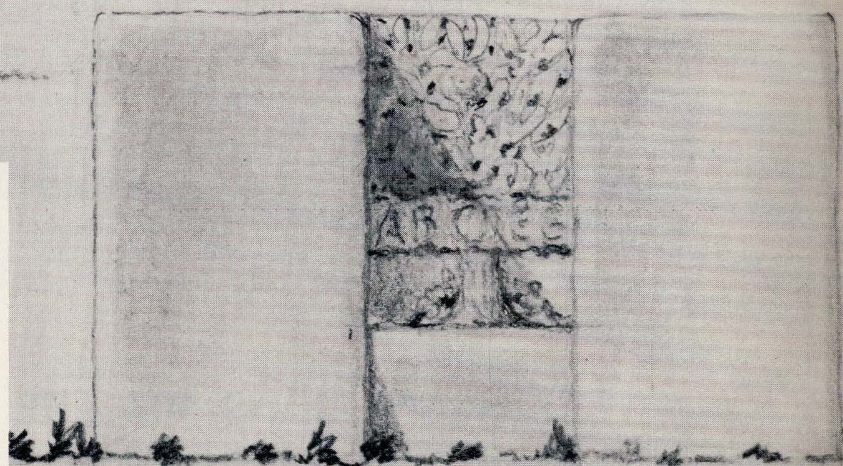


The Becher Memorial is another fine example of the work of the Bronx Memorials Corp. It too was manufactured by the North Barre Granite Co., of Smith-Barre Granite.

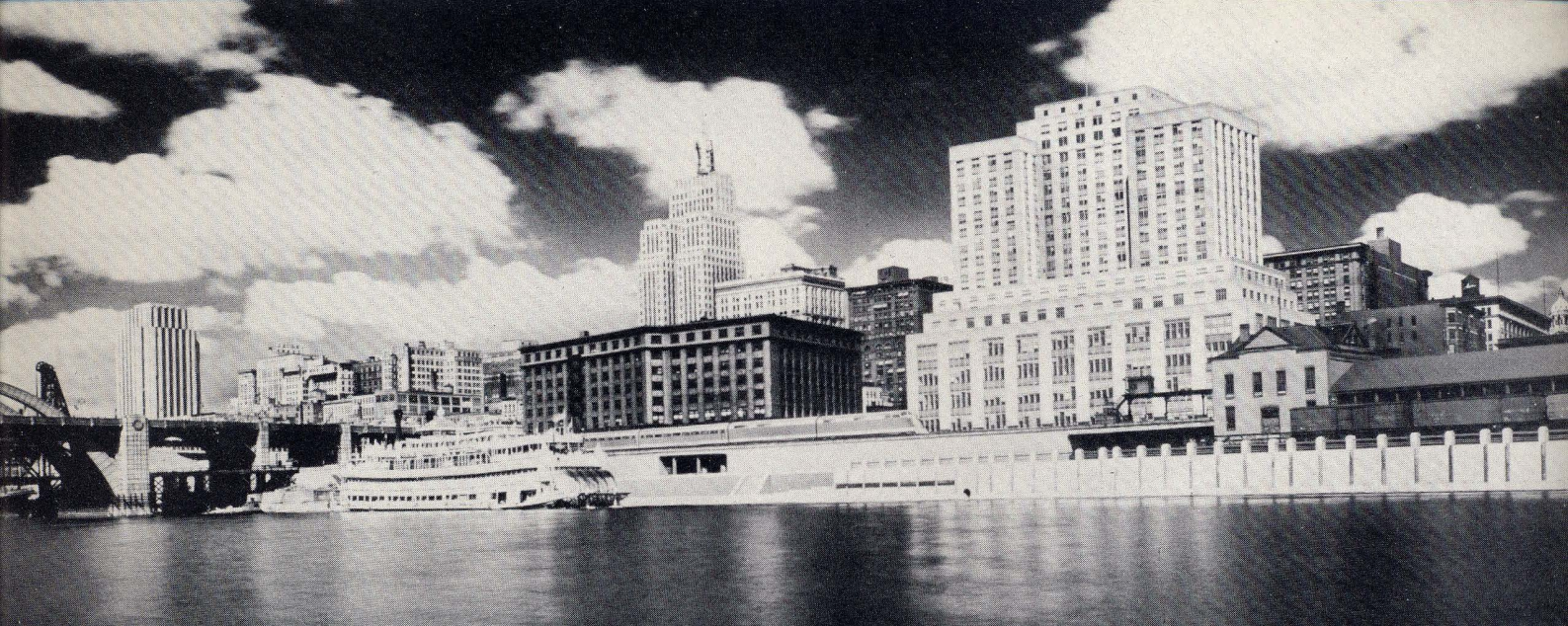


THESE sketches by Ernest Stevens Leland represent efforts to solve the problem presented by the differences in tastes between the "old" and the "new" generations within a family. The deceased, a stone carver, had often expressed a liking for the "broken tree" memorials so popular many years ago, and it was but natural that his widow reflected her late husband's preference. The son, a successful and progressive monumental manufacturer, and his sister wanted something "modern" and inclined toward the exedra motif. As is often the case there was an impasse and for many years the family memorial was held in abeyance. Leland, a long time friend of the family, was recently presented with the problem, and the studies on this page are the interesting results.

In analyzing the problem Leland hit upon the Tree of Life, as an alternate solution and incorporated this expressive symbolism in Sketches A, B, C, D, and G. In sketches E and F the tree trunk idea is featured in developing two appealing designs. Unfortunately it was found on later study that none of these pleasing suggestions was suitable for the setting of the family plot, and that is why we are able to feature them in this issue.



The "TREE & BENCH" MEMORIAL
RANDOM SKETCHES
S. S. L.



SAINT PAUL .. WHERE GOOD BUSINESS COMBINES WITH GOOD LIVING

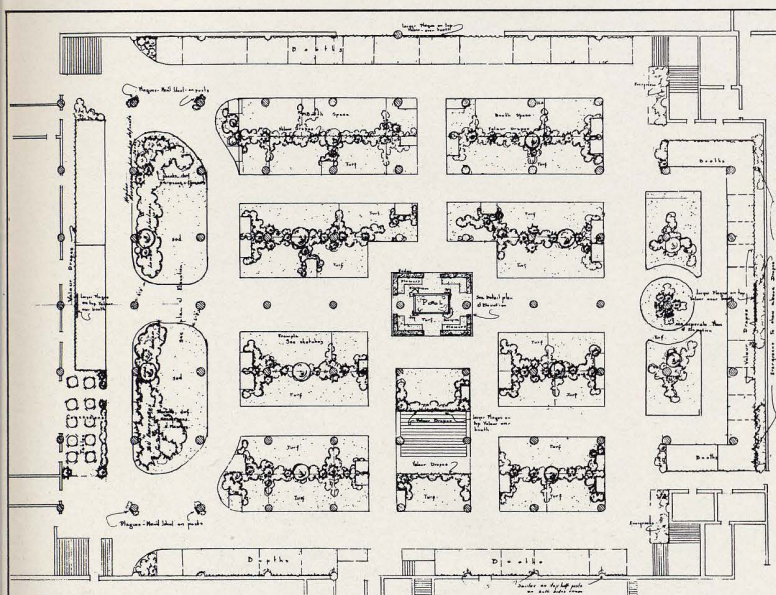
Plan Now on Attending **THE A.M.A.-M.B.A. NATIONAL CONVENTION**

A study of the five drawings by Holm & Olson, prominent landscape Architects retained by the Exhibit Committee, indicates the caliber of the National Convention in St. Paul this coming August. Advance information as to the designs now being prepared by various exhibitors presages the finest display of all time, with particular attention to better design in the moderate price ranges, and a larger showing of the colored granites of the Northwest than ever before. For those who wish to combine pleasure with business, the granite centers of Minnesota, Wisconsin and South Dakota are not too far away and none is far from the famed Vacation Lands of the Midwest in Wisconsin and Minnesota with fishing, bathing, and cool breezes, and frolics beyond compare.

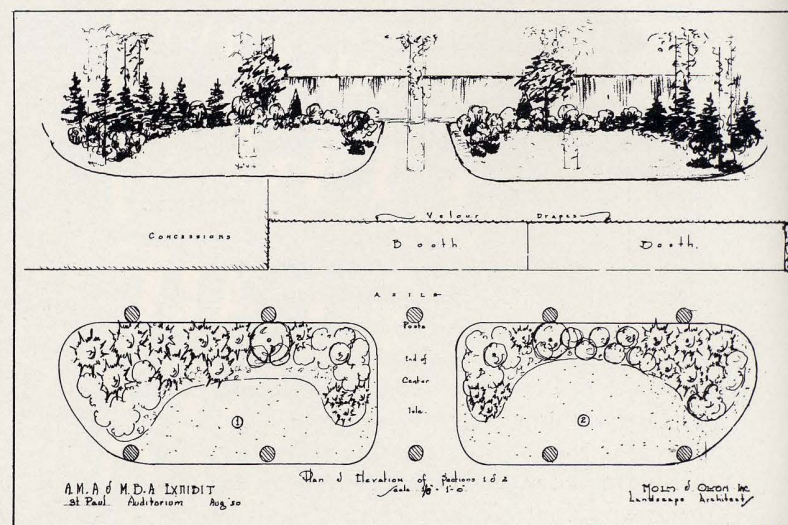
MUNICIPAL AUDITORIUM
SAINT PAUL, MINNESOTA
AUGUST 20-24, 1950

LANDSCAPE PLANS FOR THE CONVENTION EXHIBIT

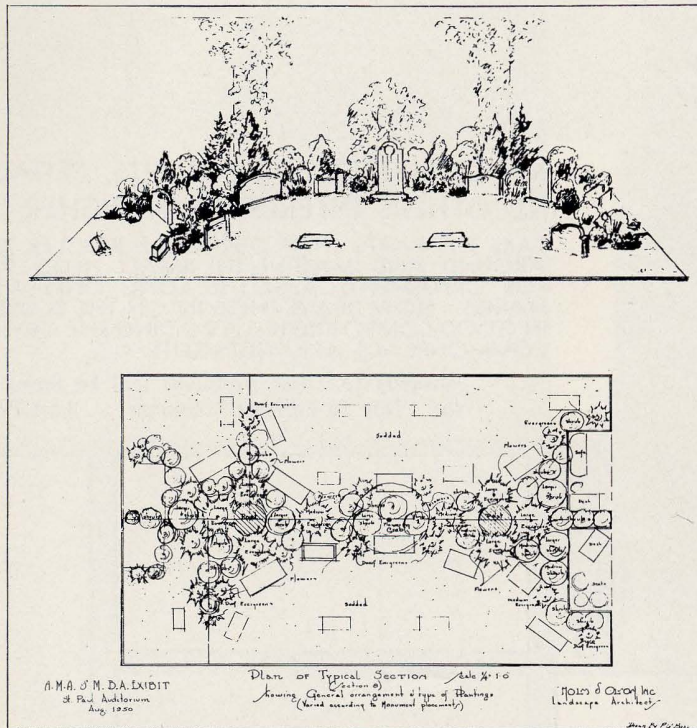
prepared by **HOLM & OLSON**



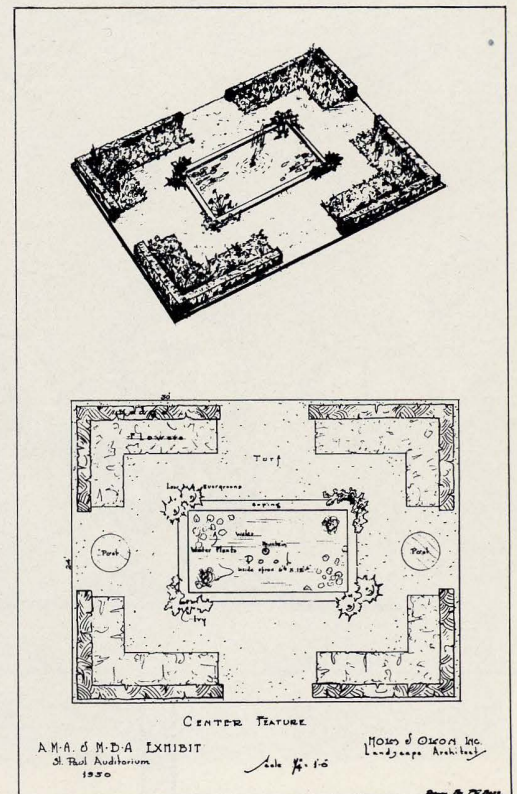
A. Full View of the Floor Plan.



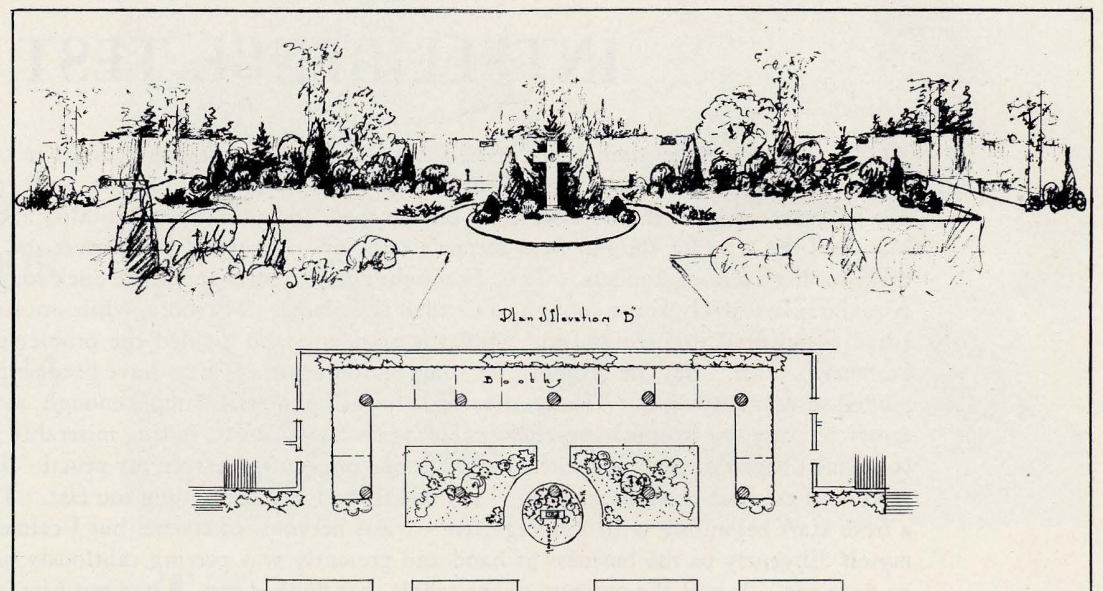
B. Development of the Two Areas Near the Entrances at Left End of Hall.



C. Development of Typical Block.

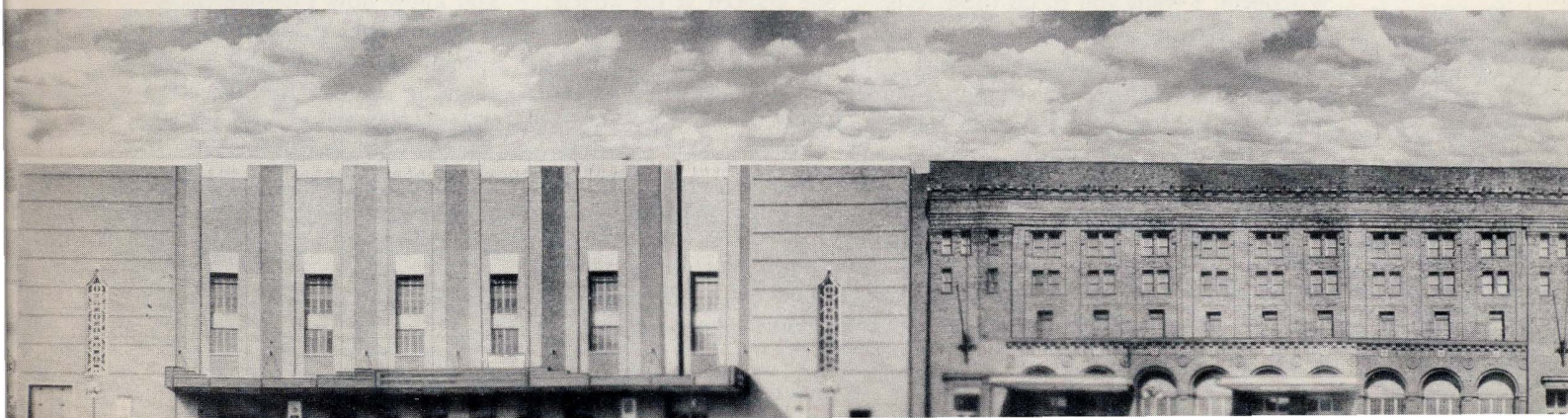


D. Detail of the Pool and Garden Central Feature.



E. Proposed Development of Section at Right End of Hall.

The Spacious Convention Hall.



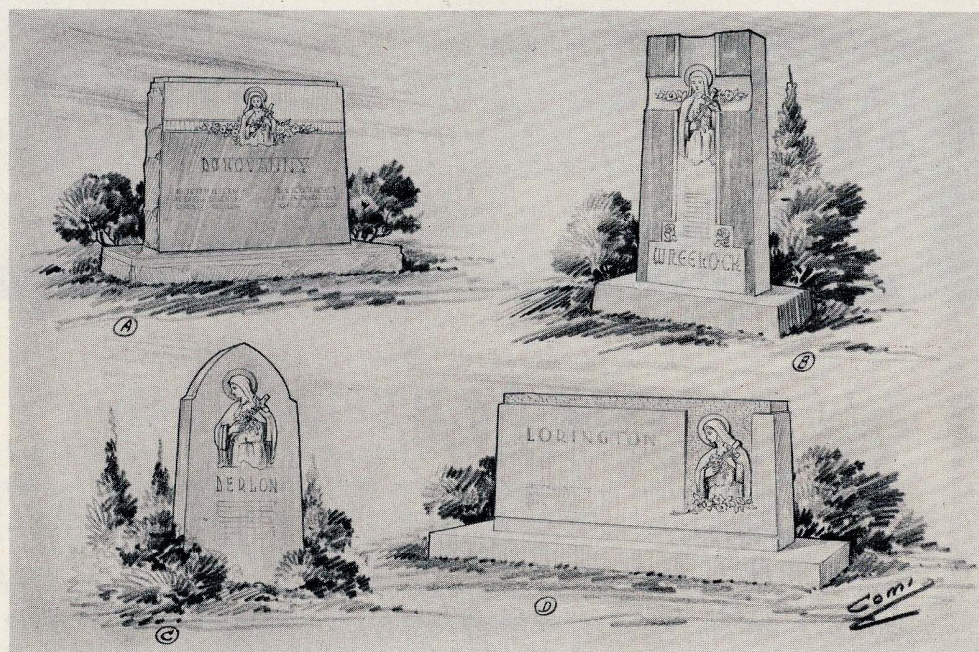


Suggestions for
MODERN RELIGIOUS
MEMORIALS
featuring **ST. TERESA**

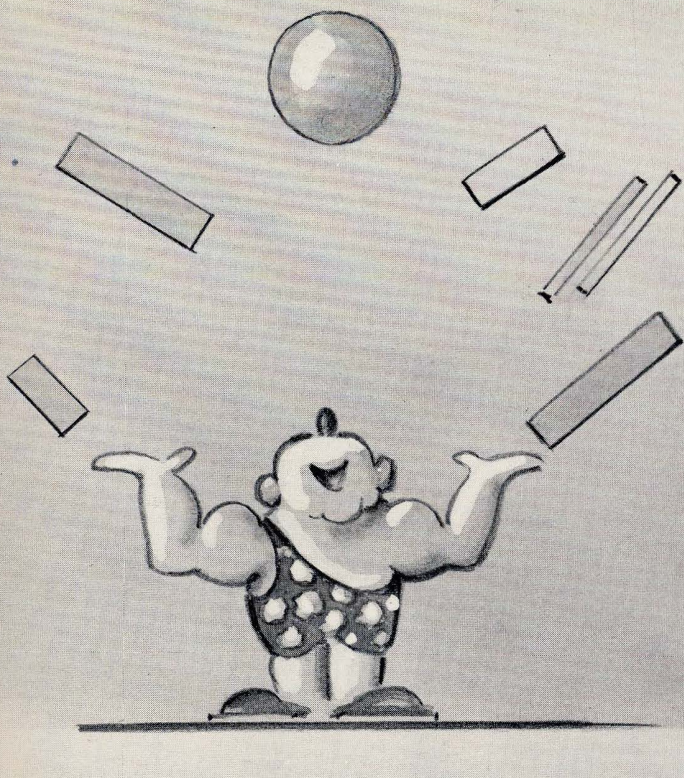
By
Al Comi

BARRE DESIGN SERVICE
 BARRE, VERMONT

Photographs of all of Mr. Comi's Designs featured in Monumental News-Review are available in either glossy or matte finish prints in 11" x 14" size at current prices.



THE story of St. Teresa is one of the most fascinating of all. Born in 1515 in a small town in Spain, Teresa Sanchez Cepeda Davila y Ahundi, was a member of a proud Castilian family of considerable means. Despite precarious health she cast aside her social heritage and dedicated herself to the Religious Life, a life of piety, good works, and vicissitudes almost beyond endurance. As perhaps the most important Carmelite Sister of all, she died in 1582, having left a record of achievement in organization and foundations, and an almost incredible number of writings that to this day inspire those of the Church. Beatified in 1614 and canonized in 1622, St. Teresa (Therese to the French, Theresa to the English, and Theresia to the Germans) is now one of the best loved of all the lesser Saints, and is, with St. Cecilia among the Saints most often portrayed in commemorative art. On this page we illustrate two beautifully detailed St. Teresas and four suggestions for usage by the modern machine processes. A study of these interesting sketches by Mr. Comi reveals that they can be produced without any hand tooling, but are also detailed for those who prefer the added beauty of manual carving.



MY OWN TEST FOR PUNDITS, PEDAGOGUES AND OTHERS INTERESTED IN HIGHER LEARNING

TAKE THE PARTS THAT OUR VIRILE JUGGLER IS TOSSING AROUND AND IMAGINE THE SMALL PIECES AS PANELS FOR ORNAMENTS AND THE LONG ONES AS FAMILY NAMES. NOW DRAW THESE IN ON THE BLOCKS BELOW IN GOOD COMPOSITION—AVOIDING THE OBVIOUS AND COMMONPLACE ARRANGEMENTS.

Answers to These Problems will be found in the "Not So Editorial" column . . . Last Page

INTELLIGENCE TEST

ALWAYS a sucker for intelligence tests, I ran across a lulu the other night in one of our most respected national magazines. There were a number of squares, oblongs and circles with row after row of symbols. The joker was to place the symbols in the correct space and grade your mentality accordingly. I skipped the tests for the Phi Beta Kappa's as obviously beyond my powers and launched confidently into those for high school students. This, I thought complacently should be duck soup, for the teen-agers of my acquaintance scarcely know enough to tie their shoe laces. My score, while not too bad, was far from what I had anticipated so I reduced my scholastic standards and tackled the problems that would get me into grammar school. But the symbols, for some reason or other, must have become confused in my mind for I muffed several easy ones. The next test was for 6th graders. Simple enough, surely: and I turned expectantly to page 164 to check my answers but again I met defeat, failing miserably to solve 6 out of 10. By this time I began to grow apprehensive and took time out to sharpen my pencil. It appeared that there was more to these tests than met the eye. For one thing I had been going too fast. The thing to do was make a fresh start beginning with kindergarten. I was nervous, of course, but I calmed down enough to apply myself diligently to the business at hand and presently was peering cautiously once more for the answers on page 164. It was the position of the rabbit that flunked me. I had put him in the hutch reserved for a beaver.

It is a strange but true axiom that when the male ego is frustrated it instinctively turns for reassurance to the opposite sex. "Look pet" I appealed to my wife who was reading recipes in Gourmet, "You graduated from Wisconsin, I want you to do these tests." She glanced at the article. "You know how I despise those things. Why do you want to torture me. I won't do it." "You'll do it" I replied "or I'll have the boys in for two tables of bridge on my birthday." That did it. I handed her a pencil and pad and after a few minutes she tossed over her examination papers. I graded them carefully, — taking almost a half hour for the job — and found her rating decidedly under par. "Do you realize" I lectured severely "that you haven't passed even the simplest tests?" No answer. "What would your Alma Mater say if it was discovered that after all these years you couldn't even get into kindergarten?" "Frankly," she replied still reading recipes, "I wouldn't give a damn." Perhaps it is better to be that way.

Carl Kastrup

Another Creation

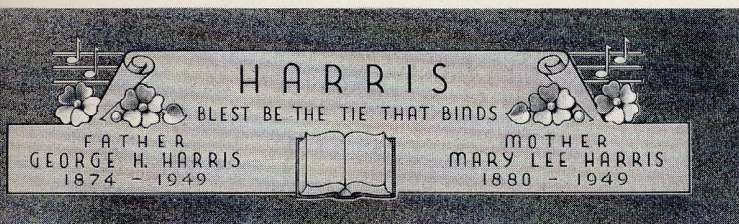
by HOWARD SEIDELL
of SAN FRANCISCO



THE record of Howard Seidell, in designing memorials to celebrities in Hollywood and other famed names along the Gold Coast, and in the Southwest, should be an inspiration to the younger generation of memorialists who are exposed to so much unfounded pessimism concerning the future of the memorial idea.

Latest among the creations by Seidell is the Warren-Griffin Monument in Hollywood. Mr. Warren is a noted composer who is likewise a successful manufacturer and banker. His daughter, Mrs. Griffin, is likewise a gifted composer whose husband is one of the outstanding scenario writers of our day, currently associated with Metro-Goldwyn-Mayer. Thus to the long list of eminent families among his patrons, Seidell adds another name eminent in the realms of music and filmdom. He informs us that several other major projects are pending, in Nevada and Los Angeles where he has done so much of his outstanding work.

To architects, draftsmen, interior decorators and others who have been identified with the design and decoration of theatres, the ornamentation of the Warren-Griffin will ring true to the decorative style which has traditionally prevailed in the ornamentation for theatres and opera houses. The lyre, high in the niche on a background of flutings representing the strings, obviously symbolizes Music. The recumbent sprays of Lily, gracefully composed in harmony with the tablet, lend the appropriate spiritual accent which is supplemented by the flanking "urns of memory." The material is imported Blanco B. White Marble, carved from Mr. Seidell's original models.



"BLEST BE THE TIE THAT BINDS - OUR HEARTS IN CHRISTIAN LOVE"

62



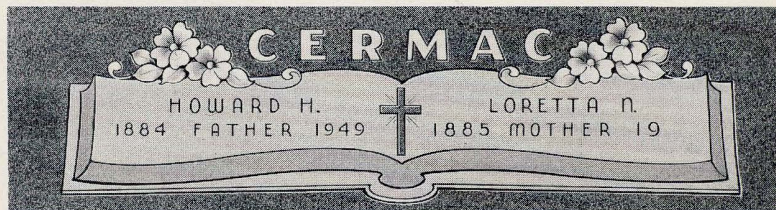
THE ROSE IS THE SYMBOL OF LOVE

64



A FLORAL TRIBUTE TO MEMORY

57



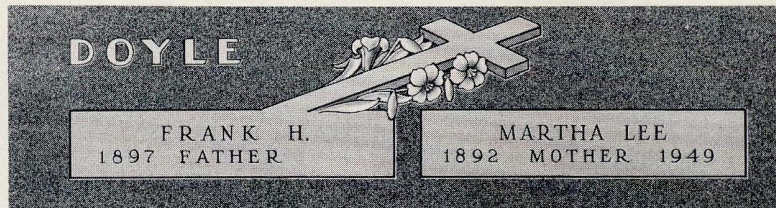
THE BOOK IS THE SYMBOL OF LIFE

56



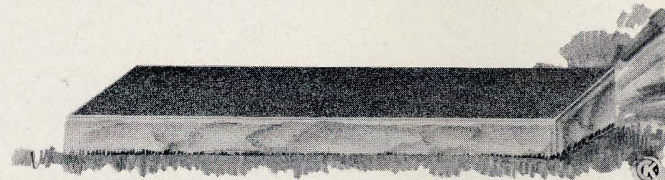
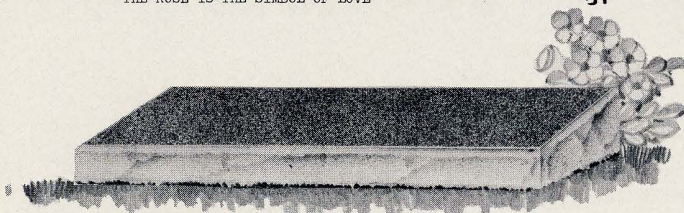
THE ROSE IS THE SYMBOL OF LOVE

51



LILY - SYMBOL OF THE RESURRECTION

54



ALL MARKERS ARE PRINTED SINGLY AND APPEAR AS DESIGNS 51 & 54

This is No. 49 of a new Series of designs by Carl Kastrup, 1705 Auburn St., Rockford, Ill.

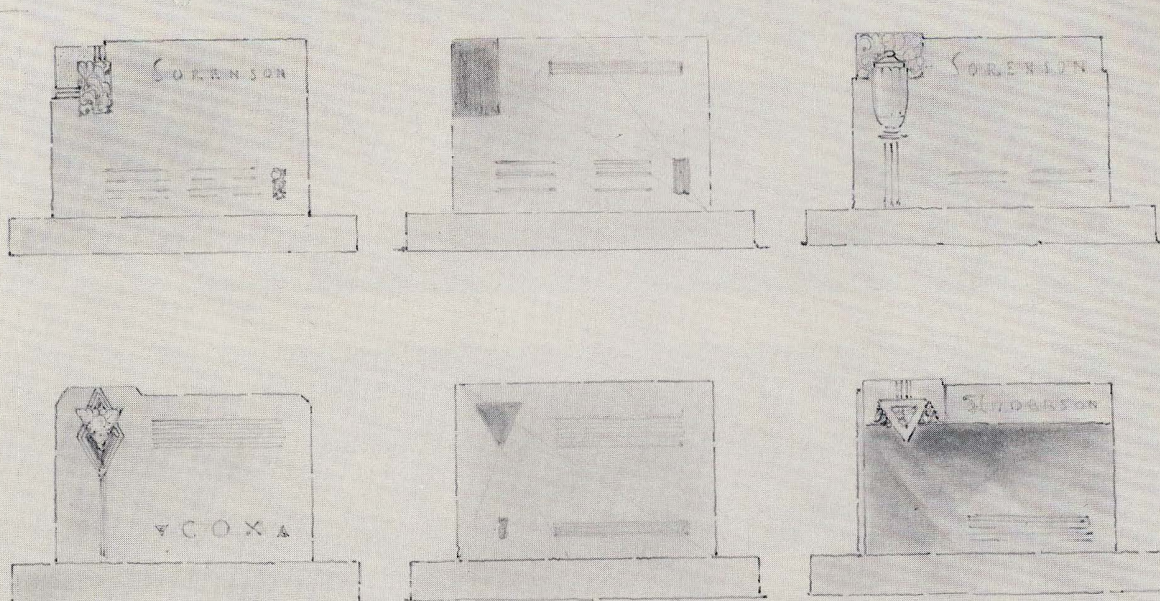
DESIGNS THAT SELL

These drawings comprise a part of an entire series of 20 New Double Marker Designs recently published in the advertising section of the Monumental News-Review.

Those who have had success with my markers in the past will find in this New Series many saleable designs.

If we have missed you through our regular mailing channels and you have not received your flyer advertising all 20 of these New Double Marker Designs we'll be glad to send one on.

Carl Kastrup



Sketches for ASYMMETRICAL DESIGNS

By CONRAD KENERSON
Kenerson Design Studio
Barre, Vermont

**One of several studies by Kenerson on the problems of asymmetrical design. In an early issue he will illustrate several of these "unbalanced designs" derived from basic principles of abstract art.*

THESE sketches by Kenerson prove the point that it is not the contour but the *surface* decoration that matters in designing a memorial; the decoration and the lettering, and how they are *positioned* on the surface.

All great paintings and all great books are done on simple rectangular surfaces. It is not the outline, the contour, that matters; it is what the artist, author and printer *accomplish*, within the confines of these rectangular surfaces, that matters.

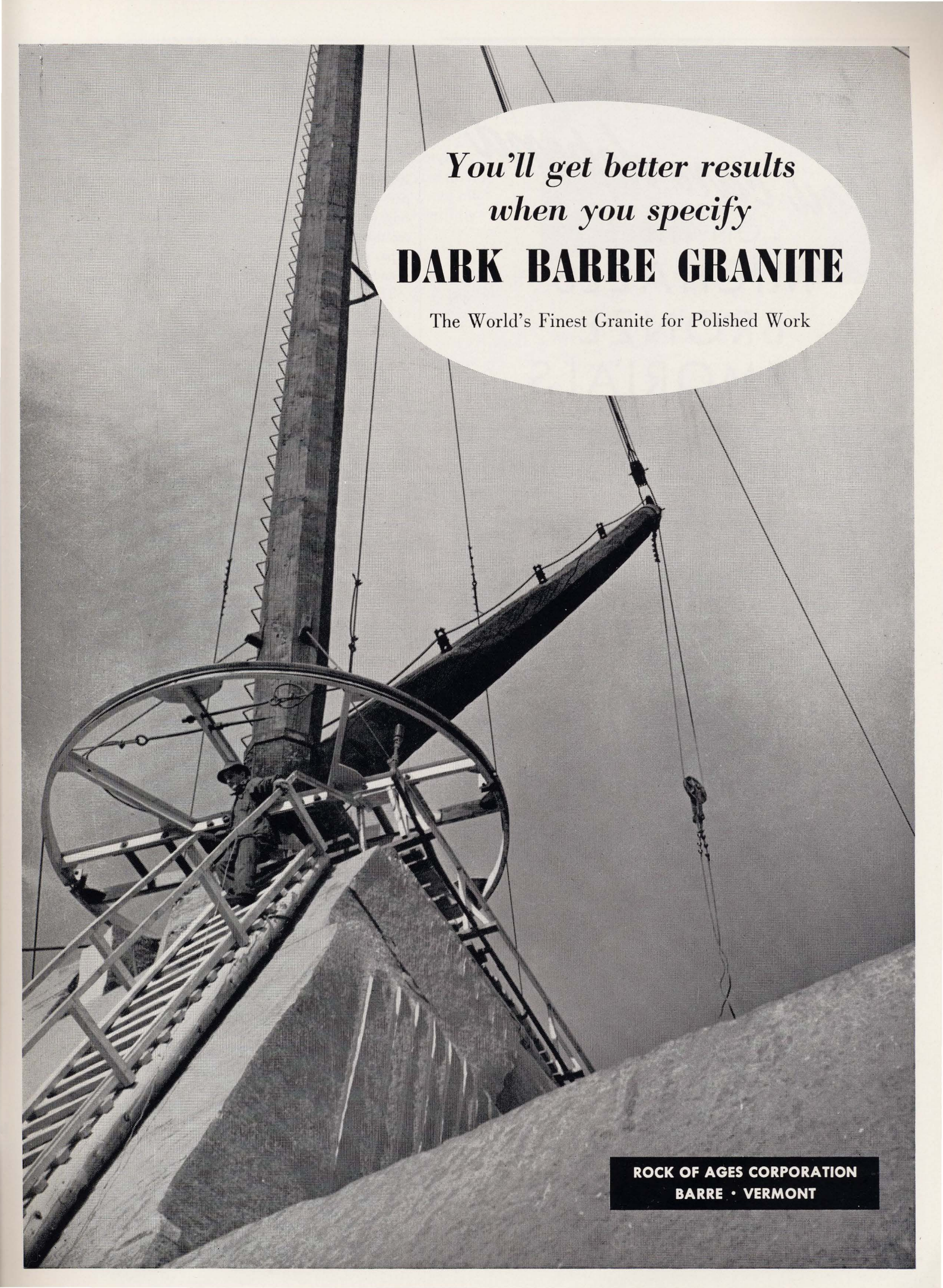
There are no "serpentine tops" to a great painting, and there are no "concave ends" to the pages of a priceless book. The picture and the story are done within the confines of a simple rectangle. The artistic result depends upon what *appears inside* of the formal rectangle, be it on canvas, paper or stone. Kenerson illustrates the basic truth of all this, as applied to memorial art, in the six sketches reproduced on this page.

The six designs are similar rectangles in form. There is little if any "contour" decoration or interruption. The enrichment is concentrated on the surface. The resulting effectiveness — the picture — depends wholly upon the artistic arrangement or "disposition" of the ornament and lettering. In these "studio sketches", Kenerson indicates the infinite variety of individuality in design that can be attained on the surface of a simple, rectangular die-stone.

Like his contemporaries, among the progressive and creative designers, Kenerson is an exponent of the asymmetrical or "unbalanced" *motif* in memorial design. "The weight of the ornament" he rightfully contends" should be carefully counterbalanced by the arrangement of the family name, inscriptions and epitaphical inscription."

The variety of effects which Kenerson attains with these six similar rectangular die-stones strikingly proves the fact that it is the *surface* and not the *contour* enrichment of a memorial that matters. Like the picture on a canvas, or the type printed upon a page by a master-typographer, the artistic result depends entirely upon what we *do and say on the surface*; not upon how many curves, breaks or features there may be in the contour or the conformation of a monument.

The six sketches by Kenerson indicate how the asymmetrical or unbalanced placement of ornament and lettering can attain an infinite variety of effects in contrast to the conventionalized and commercialized "corner carving" or the stilted center spot of ornament. The ornamentation, personalized or conventionalized, is "balanced to the eye" by the studied arrangement or "disposition" of the lettering and supplementary ornamental details, symbolical or otherwise.



*You'll get better results
when you specify*

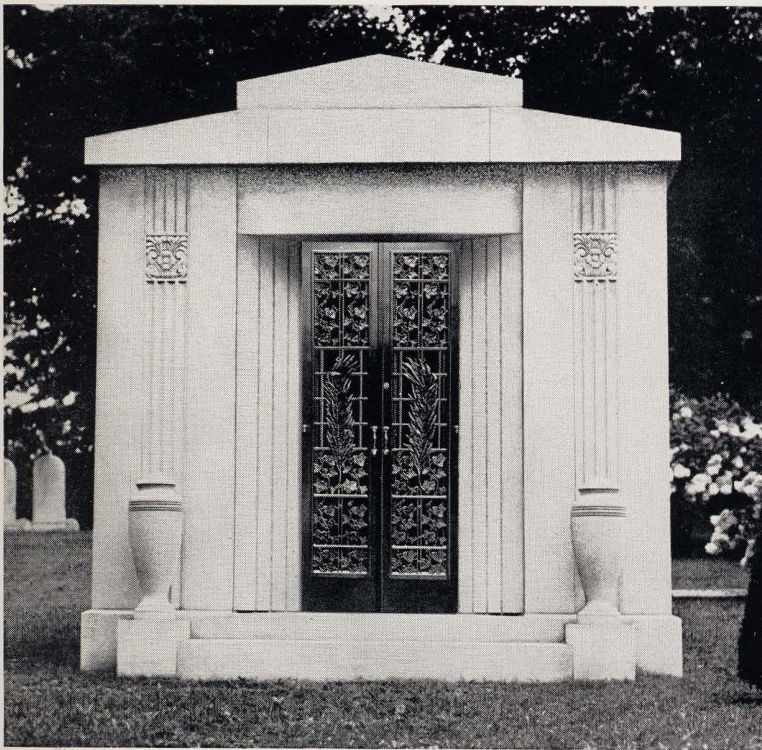
DARK BARRE GRANITE

The World's Finest Granite for Polished Work

**ROCK OF AGES CORPORATION
BARRE • VERMONT**

You can depend

ON THESE MICHAELS BRONZE MEMORIALS



The high quality of Michaels Bronze Tablets, Memorial Urns, Grave Markers, Mausoleum Doors, and other products has never changed. Michaels Memorials produced and installed in 1898 are just as serviceable and much more beautiful than they were fifty years ago. That's why you can depend implicitly upon Michaels products. They are made from the finest materials,

fashioned by expert workmen, and are fitting memorials that will last for many, many years. Michaels Memorial Tablets are available in a wide variety of designs and sizes. Bronze Mausoleum Doors are made in several standard patterns. However, to meet individual requirements, we shall be glad to submit special designs. Write for illustrated literature on these high-quality Michaels products.

The MICHAELS ART BRONZE CO., Inc.
238 Scott St., Covington, Ky.

Continued from Page 32]

Tabulorum. As you see, it is a heavy bronze case with a hinged lid. Inside it is a portrait of the deceased person, preserved forever in legacy glass. Underneath the portrait is an epitaph which contains not only birth and death dates, but a summary of a man's life and works. The entire structure is at least as rugged as stone, and it can be incorporated as part of any monument. It may be used in an altar form setting, either in a horizontal or vertical tablet or monolith. You see that this is no cheap imitation of old art forms, but yet it has great dignity and beauty in its proportions and texture—and as I can't say too often, the picture is there forever.

Think for a moment of the possibilities. Think of the sense of heritage a young man of some generations hence can gain from knowing this much about the appearance and about the life of his own great-great-grandfather.

Here, on the other hand, is the bronze tablet which we all recognize as the familiar tablet in the memorial park type of cemetery. Here it is, with, I think, a real legacy added. This is easily installable at the surface of the ground, using the tablet as a lid and serves the same purpose as the Tabulorum. It is called the Tabuleum.

Now we come to the really exciting part of this venture. Like many great inventions—and I think this is a great invention—it came as an afterthought, an almost accidental development. In experimenting with the proper reflecting background for this new medium, it was discovered that the image in the clear glass was intensified and given a third dimensional quality when backed with granite or marble.

Here, Gentlemen, is something which can bring real art back to the cemetery. Within this glass panel fitted permanently into the stone, I am sure you can imagine any work of art from any age. Think of your favorite piece of statuary; think of a great religious painting or etching. Think of the revival this device can bring to the great and almost lost art of the stone carver. Think of the boost it can give to every contemporary sculptor or artist who has longed for an opportunity such as his predecessors had in the great days of ecclesiastic art. And again, think, as Americans, how wonderfully fitting it is as an expression of our present day American culture.

I need not remind this audience of the growing scarcity of memorial craftsmen. With skilled carvers almost nonexistent and few apprentices taking up the art, all of us who make monuments have had to resort more and more to the unsatisfactory expedient of sand-blasting and ginger-bread stone-cutting.

We can now be forever free from the shackles of inartistic mechanics.

Bear in mind that anything photographable can be illustrated in the new medium, in any one of a number of color shades. The exquisite examples of carving and decoration developed 3,000 years ago in Egypt, the golden age of Greek sculpture, the genius of the Gothic craftsmen, the beauty of the Renaissance, the best of our modern art—all are now available for adaptation.

I make one plea. It is our hope and our duty to see that only the best and finest art is made available to our clients in this new medium. Our horizons have expanded enormously

[Continued on Page 54]

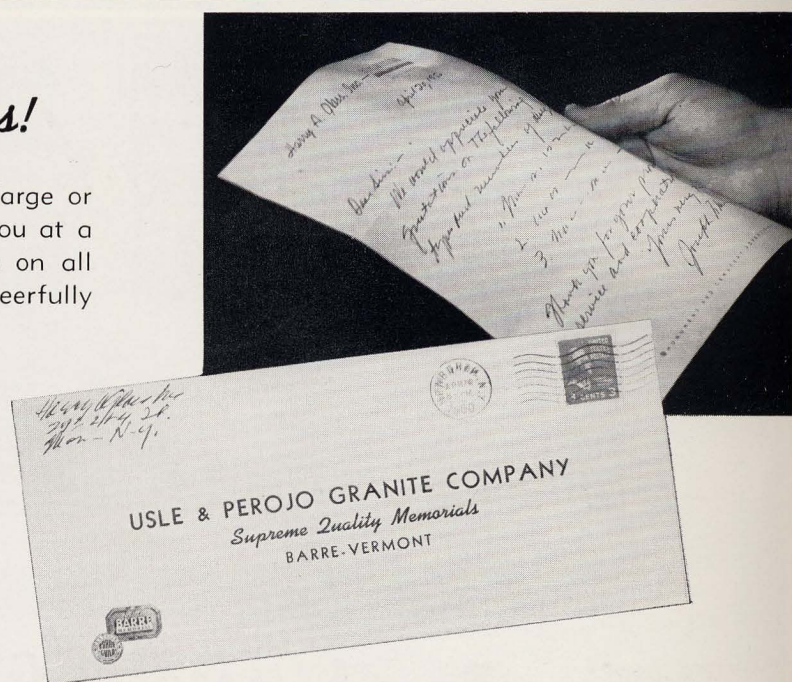
Send Us Your Inquiries!

Friends, whether your memorial problems are large or small, we at Usle & Perojo are ready to help you at a moment's notice. Your requests for quotations on all types of monumental work will be answered cheerfully and promptly.

USLE & PEROJO GRANITE CO.

"Supreme Quality Memorials"

Barre, Vt.



NEWS of the STATE and DISTRICT CONVENTIONS



M. E. BOWERS
Tiffin, Ohio
Pres. Ohio M.B.A.

ENTHUSIASTIC OHIO CONVENTION CLOSES MID-WINTER STATE SERIES

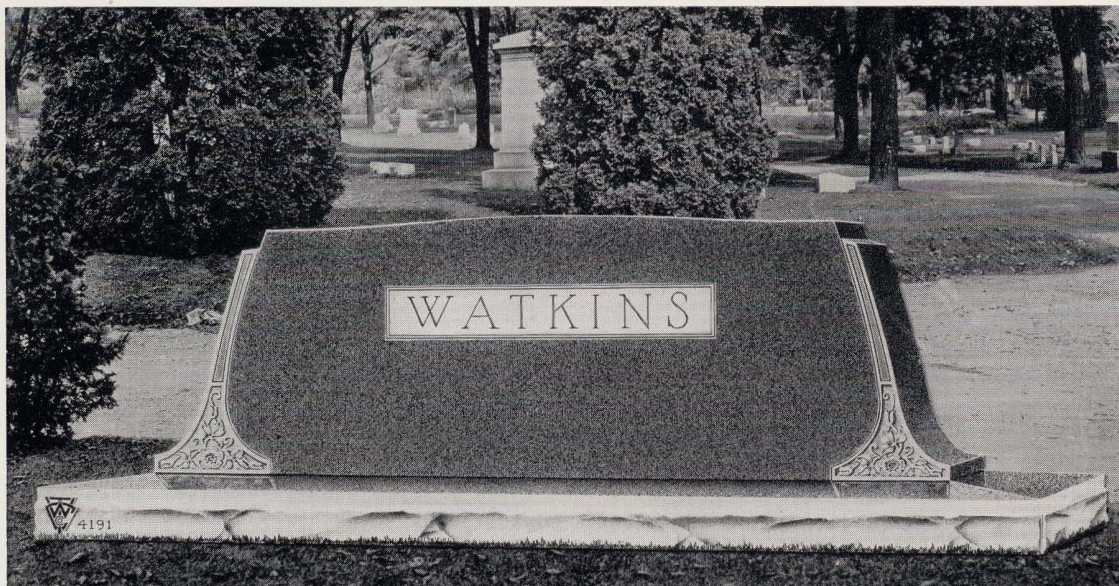
A large attendance of dealers, officers of national associations, manufacturers and salesmen made the annual meeting of the Monument Builders of Ohio, Inc., a busy and interesting event.

Held at the Deshler-Wallick Hotel in Columbus, Ohio, February 26-27, 1950, it consisted of a day of social relaxation, registration and committee meetings, and a day of strenuous business meetings and was well worth the time of those in attendance.

Registration and the banquet in the Sapphire Room of the hotel were Sunday's highlights. The banquet, given to registrants, was with the compliments of the Coggins Granite & Marble Industries, Inc., of Elberton, Georgia. The invocation was given by Harry C. Schwartz, Harry C. Schwartz Memorials, Lebanon, Ohio, president of the Monument Builders of America, Inc. Mr. Ed Mims of the Coggins Granite & Marble Industries, Inc., greeted the guests, expressing the pleasure of his company in extending southern hospitality to their many friends present.

After the serving of the banquet to an overflow crowd, Thurman ("Dusty") Miller, Wilmington, Ohio, a raconteur with "honor in his own country," entertained the audience with one joke after another, interspersed with an occasional wise and pertinent comment. Bert Strang, executive secretary of the association, detained at home by threatened pneumonia, was represented socially by his daughter, her husband and their teen-age son, who entertained with selections on his accordion. A social get-together completed this enjoyable evening.

On Monday, February 27th, the business meeting convened at 9:30 a.m. The meeting called to order by President George C. Shaw, Logan Monumental Company, Logan, Ohio, had Miss Suhre of the Bonded Granite Co., Cincinnati, Ohio, serving with competence and charm for the executive secretary, Bert Strang, who was unable to be present because of illness. Miss Suhre read minutes of the last meeting, committee appointments were made, and while awaiting the arrival of the mayor, President Shaw gave his presidential report. He said a survey of 1949 showed that the desire for memorialization of the dead is firmly implanted in the hearts of our people. That the grotesque should and must be eliminated from the press of our country, and the beautiful and the ideals of our branches be stressed, that every one,—individuals, associations and affiliating branches, must work together. We must "clean our own house"—that each branch should have a public relations man who would present to the "man on the street" beautiful monuments and inspire sentiment in his heart and a desire to memorialize his loved ones. He said the national organizations need our help as we need theirs, good-will ambassadors are needed,—with more members, all working together, we can be a powerful force. We should send publicity of the right kind to the press and "get it in," persuade the common man that he wants a monument. This was to be the keynote of the day, and the dealers wished to know just how and what to do to reach this publicity of favorable pic-



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The Most Complete Line in America

TRANAS RED
BEERS RED
BALMORAL RED

WAUSAU
BOTHNIA
RAYNHAM

IMPERIAL RED
BONACORD
BLACK SWEDE

BLUE PEARL
GREEN SWEDE
EMERALD PEARL

KOSSEINE BLUE
MEISSNER (Rob Roy Red)
BARRE

CENTURY PINK

Write for Prices

PROMPT DELIVERIES

W. C. TOWNSEND & CO., Inc.

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*Address your correspondence to our Dunedin, Fla., office

*DUNEDIN, FLORIDA

J. O. BILODEAU & CO., INC.
BARRE VERMONT

Manufacturers
of
GUILD INSPECTED
Paragon Memorials
and Markers

in
BARRE GRANITE

Modern plant, equipped with gang
and rotary saws and other latest
granite working machinery—over
50 years of experience.

We invite your inquiries

W. H. DEACY . . .

Continued from Page 51]

—and so have our responsibilities. Fortunately the men of the Charles Howe Corporation are committed to a policy of offering only the very best in art and craftsmanship. However, they will need the support of all of our better memorial dealers and the acceptance and approval of their new medium by all our leading cemeteries and cemetery officials. I do not suggest, nor does the Charles Howe Corporation, that a demand for this new medium should be built up at the expense of those already in existence. I have investigated the inventions and have done considerable research on their uses, and so far as I can tell there is not one single kind of granite or marble that cannot be used tastefully and beautifully with this new medium. In a moment, you can examine the results of some of my own and the Corporation's experiments.

As I have said, I am an architect, not a salesman. I cannot answer questions about production details and so forth, because I do not know the answers. However, I feel I do know of all cemetery groups, perhaps the New England Association, with your unsurpassed American heritage, is most interested in fine cemetery improvement. So I am particularly glad not only that I have been chosen to make this announcement but that I have been able to make it to you. I intend no pun when I say I believe this is news of a monumental achievement.

DES MOINES MONUMENTS, INC.

The Glendale Monument Company, 4819-21 University Avenue, Des Moines, Iowa, is now reported to be operating as the Des Moines Monuments, Inc.

MODERNIZING the CLASSIC

In adapting the classic pilaster form in the refined design of the O'Connor tablet, we have created a modern memorial of beautiful simplicity. In such a monument, accurate workmanship and proper proportion are especially important. These are qualities inherent in all Saporiti-built memorials.



Erected by Galle Memorial Studio of Buffalo, N. Y., in Mt. Calvary Cemetery. The Barre granite used is from the Wetmore & Morse Quarry.

William Saporiti & Co. . . . BARRE, VERMONT

CONVENTION NEWS . . .

Continued from Page 53]

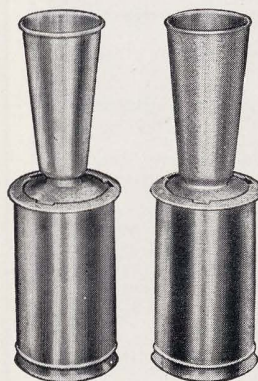
tures and articles and what the national associations are doing to secure such results—that it must be done at once!

The Honorable James A. Rhodes, the Republican Mayor of Columbus, was introduced as a man well-known in the city and state, for whom a brilliant political future was predicted. The mayor said it was a great pleasure to welcome all to the city, thanked the association for the beautiful benches presented to the city in the past. He told of a non-political meeting held where he was the one Republican with 4200 Democrats present, this was considered "non-political." Told of the freedom of speech allowed as in no other country—sometimes detrimental to the dignity of our country in the eyes of others, as the words of our Secretary of State Acheson in defending a convicted traitor, Alger Hiss. One day in the past year, a committee of city officials met President Truman at the railway station, as they stood waiting by the microphone an old engineer standing near yelled, "Give him hell, Harry." No one hustled him from the scene, as would have been done in other countries, he was unmolested. Brotherhood of man is the spirit of our country, a privilege often abused, often unappreciated but ever present. His brief message, ably presented, showed a personality of great discernment and power. A standing vote of thanks followed his facetious close, "I can't get you out of jail, but will come and sit with you."

National President Harry C. Schwartz was the next speaker. He told of the efforts of the national association to help the state associations, speaking both as a member and former

[Continued on next page]

CENTURY BRONZE FLOWER VASES



Offer New Profits For Dealers

Send your order in today for these two new profit-makers—the New Century Cast Vase and the New Century Spun Vase. Each comes complete with bronze underground container. Each is invertible. May be used in upright position to hold large bouquet; may be dropped to ground level; or may be inverted and completely submerged. Available with chain, and with name and date plates.

Century Spun Vase

\$3.95 EACH

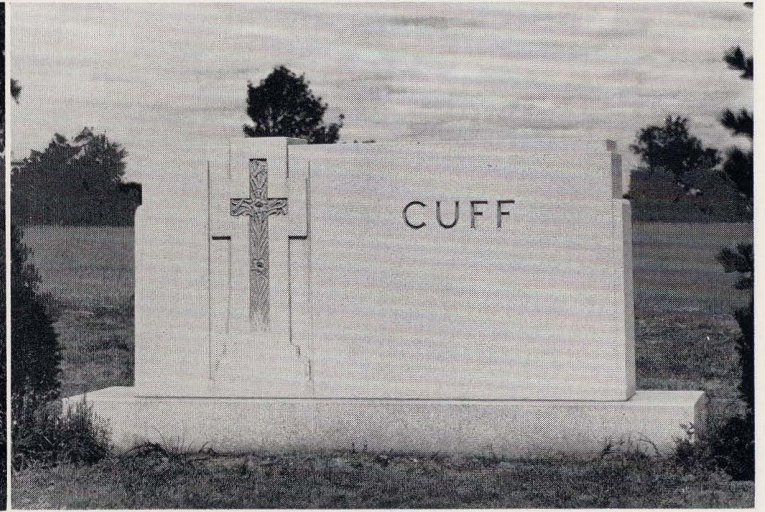


MEIERJOHAN • WENGLER

METALCRAFTSMEN

1102 W. 9th St. CINCINNATI 3, OHIO





Howdy Folks:

This month I thought I'd show you two monuments that we manufactured for Galle Memorial Studio of Buffalo, N. Y. They both use the same design type, but, as you can see, each was treated in an entirely different way. There is literally no end to the variations that can be had, using one fundamental theme. Get in touch with us whenever you have any memorial problems. We'll be glad to help you promptly.

Best regards,

Hoody

MODERN GRANITE COMPANY, Inc. . . Barre, Vermont



Low Prices ON BEAUTIFUL BRONZE MEMORIAL TABLETS LIKE THESE

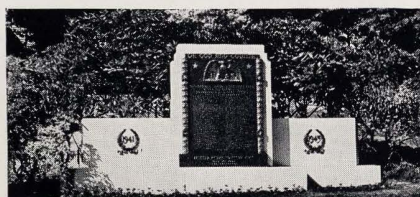
New low prices are now in effect on International solid bronze memorial tablets. Monument dealers receive our wholehearted cooperation—free sketches, prompt replies to inquiries, guaranteed delivery dates. One well known dealer writes:

"I can't begin to tell you how pleased we are. The fine cooperation you gave us when we were hard pressed for time enabled us to meet our promises. The finished job is as beautiful an example of craftsmanship in bronze as we have ever seen."

MICHAEL MINOZZI,
MINOZZI AND SONS, YONKERS, N. Y.



Send today for new, 1950 catalog, illustrating more than 150 bronze tablets. Ask for free Catalog MB.



INTERNATIONAL BRONZE TABLET CO., INC.

Bronze Tablet Makers to the Monument Trade

150 WEST 22nd STREET

NEW YORK 11, N. Y.

CONVENTION NEWS . . .

Continued from Page 55]

president of the state association and the newly elected president of the national association. "We get out for you a newsy factual magazine, we try to blend effort between builders and producers, we have a definite place for the public relations idea,—we face too many competitive efforts in memorializing our dead." At a meeting in Cleveland on December 19th, 1949, attended by F. N. Yogerst, Liberty Granite Co., Inc., St. Cloud, Minn., E. L. White, White Granite Company, Barre, Vt., Fred J. Plimpton, Vermont Marble Co., New York, N. Y., George R. White, Simon White's Sons, Claysville, Pa., Thomas I. Rankin, executive vice-president of the American Monument Association, Buffalo, N. Y., and Harry C. Schwartz, Harry C. Schwartz Memorials, Lebanon, Ohio, a meeting of producers and monument men officials, we studied conditions and drew up a plan for "working out a better understanding for the entire industry. This plan is not yet ready for publication but it shows you that we are not idle, but ever thoughtful of your interests. Communicate with our office at any time for assistance needed.

"We have worked tirelessly to secure for veterans a marker of the choice of their family, if preferred, to the one allowed by the government; to prevent establishment of unneeded national cemeteries; to secure uniform railroad rates. We plan a survey of the industry how to raise necessary money. We are studying the warehouse district distribution system; we realize your needs, but it takes time to make decisions. We try to be sure that such plan will be efficient and produce results. Tell us what to do, where to go? 'Let's do something,'

YOU CAN EXPECT GOOD WORK FROM SANGUINETTI

One of our good dealers, who is retiring from the business, brought his successor in to see us. In the course of conversation our dealer said to the newcomer—"I have bought from many manufacturers but you can expect to get good work from Sanguinetti."

Why don't you get acquainted with our quality memorials and good service? Let us quote on your requirements.



SANGUINETTI • GRANITE • COMPANY

Manufacturers of

BARRE • GUILD • MEMORIALS AND MARKERS

BARRE, VERMONT

S U P E R C R A F T S M A N S H I P I N G R A N I T E

is as much our slogan as yours."

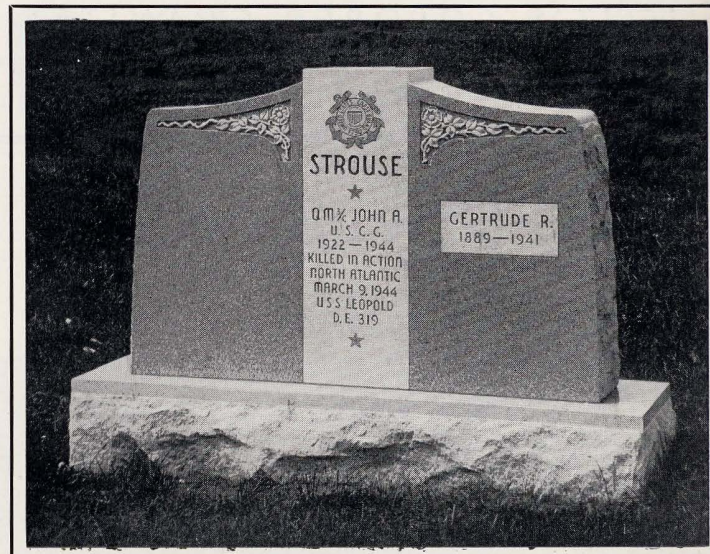
Mr. Carl G. Faehnle, Henry A. Mason Memorial Studio, Inc., Columbus, Ohio, then introduced Charles R. Lapp, Sales Management Staff, College of Commerce, Ohio State University, who discussed, "Human Relations in Salesmanship." Mr. Lapp felt salesmen were the absolutely essential part of the industry, that supervision and a close relation must be maintained between employer and employee.

After the luncheon for registrants, members and advertisers, in the Sapphire Room, Mr. Paul Gard, taking the place of Herschel C. Atkinson, executive vice-president of the Ohio Chamber of Commerce, spoke on, "Things Every Business Man In Ohio Should Know." This was a technical speech on economic conditions in Ohio and its relation to the national economy, of making budgets, the expanding of Social Security to millions not now included, of the veteran's demands and the obligation of government to them. He stressed that business men must be alert to changing conditions in these welfare changes.

Returning to the business room, Alex Park, executive vice-president of the M.B.A., addressed the audience. He told of the Design Contest at the national convention in 1949, of the placing of the portfolio in museums, art galleries, colleges, libraries, by request of curators and officials; of the Salesman Training Course, with an advance 144 registration resulting in 176 at meeting time and over 200 attending.

In St. Paul for 1950 convention, 16 rooms have been engaged for such a course, requests for registration are com-

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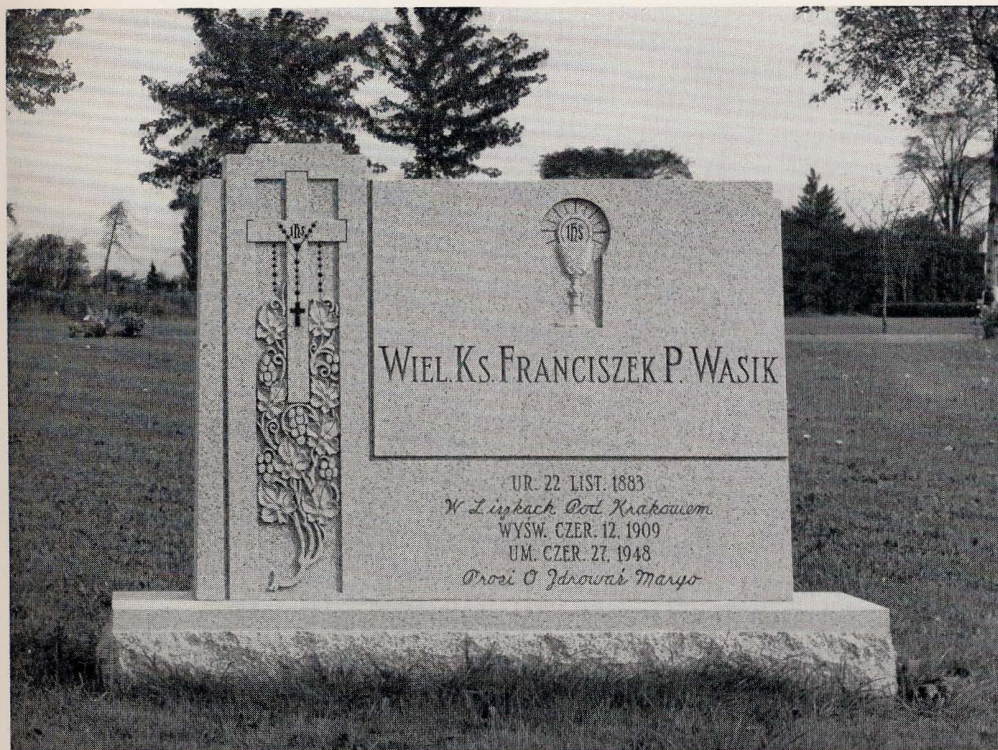
Erected by Geo. Kelett, Yeadon, Pa.

USE DIXIE BLUE GRANITE for
your monuments, large and small
and enjoy complete satisfaction in
material and workmanship.

DIXIE GRANITE COMPANY

Quarriers . . . Sawyers . . . Polishers . . . Builders of Fine Monuments

ELBERTON GEORGIA



COPYRIGHTED DESIGN—U.S. Patent No. 2349065—Canadian Patent Applied For

Another Monument

Featuring the

"WHITE ROSARY"

on the Cross

The Wasik Monument was recently erected by the Genesee Monument Company of Buffalo, New York and is another good example of how the "White Rosary" imbedded on the Cross lends added meaning and beauty to the cemetery memorial.

Dealers tell us that monuments featuring the "White Rosary" actually invite comparison!

STOCK MONUMENTS for IMMEDIATE DELIVERY!

WHITE GRANITE COMPANY BARRE, VERMONT

IF IT'S COLORED GRANITE

BUY THE BEST SELLERS

SWED ROSE RED

BEERS RED

B R O B E R G

from

NATIONAL GRANITE COMPANY

ALLEN GRANITE COMPANY

LINCOLN GRANITE COMPANY

ELBERTON, GEORGIA

Members of the Elberton Granite Association

Licensed users of the LITHICHROME
SHADOW process of carving and lettering

CONVENTION NEWS . . .

Continued from Page 57]

ing from all over the United States. *Advertising Age* called it, "an ingenious combining of a four year course in one week." There will also be a Management Course at St. Paul. Railroad rates have been reclassified by the association, a fund of \$5,000 from M.B.A., and \$5,000 from A.M.A. has been voted for research as to how necessary changes and publicity can be executed advantageously to all, and how to secure money sufficient for such research and publicity. Drafts have been made by the Tri-Way Committee to revise cemetery rules, 12 drafts drawn to date, none as yet acceptable to all. The national membership increased more last year than in any previous year of Mr. Park's management.

A short open forum followed. Prizes were distributed, Edward W. Warner, public relations representative of the American Monument Association addressed the meeting as follows:

"The people of your community depend upon their newspapers and your message will reach them best by consistent newspaper advertising.

"You are an important man in your community and your product has a deep and lasting sentimental value. It is the family memorial in the beautiful traditional cemetery that for all time links the past with the present and indefinitely into the future. Monuments of granite and marble are permanent pages of history."

Mr. Warner advised his listeners to urge their communities to erect permanent "honor rolls" of granite or marble to

"TROWCO"

STONE CUTTING TOOLS

**CARBIDE TIPPED FOR
FASTER CUTTING AND
10 TIMES LONGER WEAR**



Have you tried "Trowco" Carbide Tipped Hand and Pneumatic Cutting Tools for faster cutting and lower production costs? Operators prefer them. They stay sharp longer — require fewer grindings — made by the makers of "Barre" tools known in the trade for 50 years.

Write for complete information

**GET THEM FROM YOUR
DISTRIBUTOR**

**TROW and HOLDEN CO.
BARRE, VERMONT**

replace the temporary honor rolls which frequently serve as the only monument to those who gave the last full measure of devotion. "Let them build auditoriums and swimming pools if they are needed but don't allow them to call them 'memorials' because the life of such buildings is limited and no one ever gives a single thought to their significance after they are once erected."

Continuing, Mr. Warner said, "The best service that you can render any family is to cause them to consider together, before it is needed, the selection of a monument and the lot on which it will be erected instead of waiting until someone must do it alone."

In conclusion, Mr. Warner told his audience that the great monument producing areas anticipated a very busy year and that many new designs would be exhibited at the next national convention and exhibit at St. Paul, Minnesota.

Robert Phillips, public relations representative of the American Monument Association, George Doss of the Georgia Marble Company, Tate, Ga., Richard T. McBride, field representative of the Barre Granite Association, Barre, Vt., Archie Buttura, Buttura & Sons, Barre, Vt., each spoke briefly.

Bert Strang was commended for his excellent work in 1949, editing the Ohio House Organ and his many other duties. The report of the nominating committee was accepted unanimously.

Officers for the coming year are, president, N. E. Bowers, Eckhardt Monumental Co., Tiffin, Ohio; vice-president, Paul H. Lambright, Danison Monument Co., Lancaster, Ohio; treas-

[Continued on next page]

**Emphasis
on
DEALER
PROBLEMS**

DESIGNS

... are an important part of our service. Especial attention has been given to designs in the middle price field, especially created for stock sales.



**SOUTH BARRE GRANITE CO.
BARRE, VERMONT**



An Eight-Crypt Mausoleum

Designed by
WM. HENRY DEACY

★
Erected in
WICHITA FALLS, TEXAS
BY ARCH SMITH OF DALLAS
IN

Vermont Marble

IMPERIAL DANBY, EXTERIOR
LIGHT CLOUD, INTERIOR

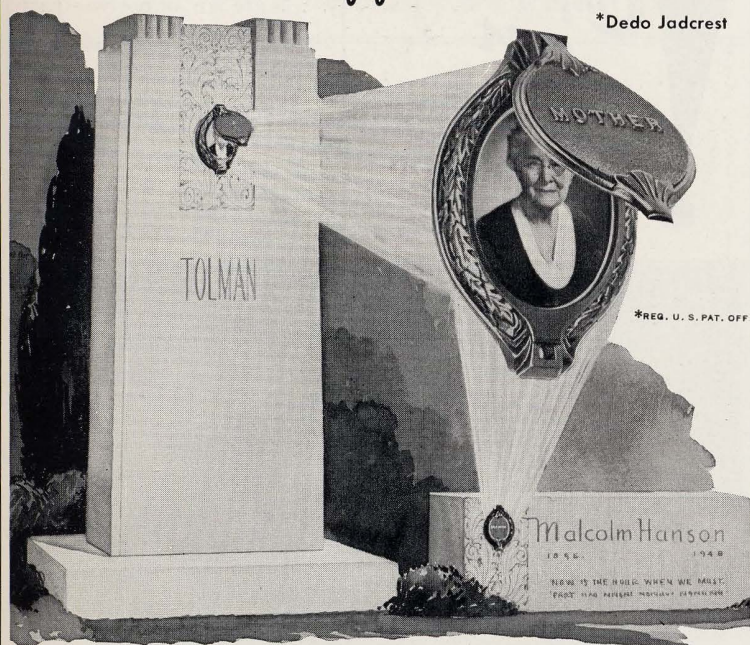


Crystalline Vermont Marble

Vermont Marble Company, Proctor, Vt.

DEDO MONUMENT PICTURES — Applied Sentiment

*Dedo Jadcrest



With Finest Artistic Treatment—
54 Years of "KNOW-HOW"

Catalogues
on Request

J. A. DEDOUCH Co., Inc.
608 HARRISON STREET
OAK PARK, ILLINOIS

CONVENTION NEWS . . .

Continued from Page 59]

urer, Herbert A. Zenker, Zenker Brothers Memorial Studio, Inc., Columbus, Ohio; executive secretary, Bert Strang, Columbus, Ohio.


Trustees: Carl G. Faehnle, Henry A. Mason Memorial Studio, Inc., Columbus, Ohio; Rudolph A. Oswald, Henry Oswald & Co., Cincinnati, Ohio; Paul S. Larsh, The Merkle Co., Inc., Dayton, Ohio.

Representatives: Robert Graham, Graham & Wagner, Inc., Alliance, Ohio; Hoyt Holton, The Lloyd Brothers Company, Inc., Toledo, Ohio; George C. Shaw, Logan Monumental Co., Logan, Ohio; Charles A. Bone, George Dodds & Son Granite Co., Xenia, Ohio.

Alternates: L. M. Barnhart, Barnhart Granite Co., Chillicothe, Ohio; Arthur Lundberg, The Fostoria Monument Co., Fostoria, Ohio; Paul S. Corbin, Warren Marble & Granite Co., Warren, Ohio; Frank D. Price, The Kenton Marble & Granite Co., Inc., Kenton, Ohio.

Robert Graham of Alliance requested a vote of thanks for the banquet given by the Coggins Granite & Marble Industries, Inc., on Sunday evening. (This was inaugurated fifteen or sixteen years ago when Alex Park was an employe of the Coggins company and except for the war years, an annual feature of good-fellowship.)

Mr. Lundberg of the auditing committee reported accounts of the organization OK. Harry C. Schwartz, as chairman of the Resolutions Committee, reported one as a memorial to those who had died in the past year, other resolutions would be sent to Association of Monument Builders of Ohio later.



*Cuts Faster...
Cuts Cheaper...
Lasts Longer!*

**FELKER
DI-MET**

**SEGMENTED
DIAMOND WHEELS**

*The wheels that give
you the **EDGE** when cut-
ting **MARBLE, GRANITE,**
LIMESTONE, SLATE and
OTHER NATURAL
STONES.*

**Wheel sizes from
6" to 24" inclusive**

*Write for full information and
name of your local distributor!*

FELKER MANUFACTURING CO.
TORRANCE, CALIFORNIA
World's Largest Manufacturer of Diamond
Abrasive Cut-off Wheels and Equipment.

The new president, N. E. Bowers, escorted to the desk, spoke briefly before the motion to adjourn ended a very active business session.

ALABAMA-FLORIDA-GEORGIA MONUMENT BUILDERS MEET IN ATLANTA

At the Biltmore Hotel in Atlanta, Georgia, the Monument Builders of Alabama-Florida-Georgia met February 17-18, 1950, for their annual convention.

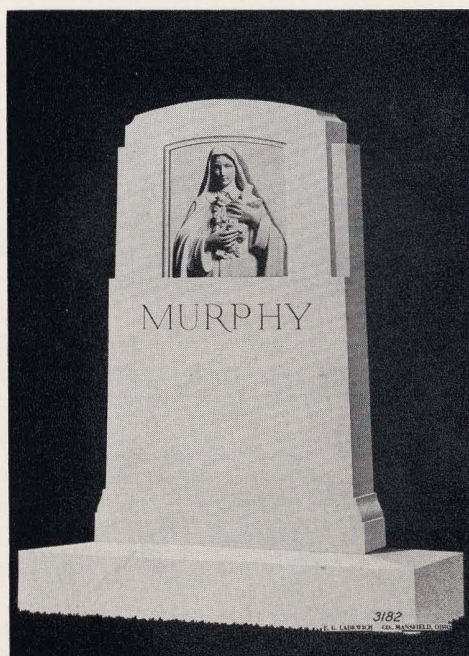
A radio round-table broadcast on monuments unofficially opened the meeting at 8:30 on the morning of the 17th. Registration preceded committee meetings and the convention officially got under way in the afternoon in the Pompeian Room of the Biltmore.

The secretary of the association, Mrs. Lewis Hearn, Carrollton Marble Works, Carrollton, Ga., read her report. She was followed by Robert Phillips, Jr., public relations and field representative of the American Monument Association, Inc., Buffalo, N. Y., who presented his statistical analysis of the industry's losses due to no-monument cemeteries and memorial parks.

"The Results of Advertising in Atlanta," was the topic of an address by Eugene Wyatt of Atlanta, Ga., and turned out to be a very appropriate follow-up of the address by Mr. Phillips.

A tour of Westview Cemetery had been arranged by the Atlanta dealers for the afternoon and on returning to the hotel there was a viewing of the designs in the design competition sponsored by the association. That evening, at 7 o'clock there

[Continued on next page]



A New Design in ALL WHITE CARRARA MARBLE

The Murphy Design, in all white Carrara Marble, features a panel with a bas relief of St. Theresa. This design may also be had with beautifully carved panels of other religious figures. Write for information.

E. G. LADEWICH CO.

37 PARKWOOD BOULEVARD
MANSFIELD OHIO



“HAIL MARY FULL OF GRACE”

What could be more fitting for a religious memorial than combining the Blessed Mother and Child with the quotation from the prayer, “Hail Mary Full of Grace?” The symbolic beauty of the Dudziak monument is indicative of the kind of excellence in design and craftsmanship for which we are well known.

*Erected in Buffalo, N. Y., by
Harold A. Kuhn of that city.*

ADAMS GRANITE COMPANY BARRE, VERMONT

BRONZES

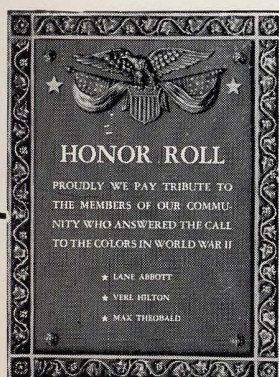


“EQUAL TO THE FINEST”

NEWMAN Hand-Chased cast bronze memorial grave markers, honor rolls and cemetery vases, famous for finer quality since 1882, assure quick sales and good profits for YOU. Investigate! Don't delay . . . DO IT NOW.

Write RIGHT AWAY for folders,
prices and sales information.
Positively no obligation.

FREE!



**NEWMAN
BROTHERS, Inc.**

670 W. 4th St., Cincinnati 3, Ohio

CONVENTION NEWS . . .

Continued from Page 61]

was a social gathering in the Pompeian Room.

An Open Forum was the first feature of the second day of the convention. This was followed by talks by George Doss of the Georgia Marble Company, Tate, Georgia, and Gene Craig, president of the Atlanta Real Estate Board.

“The Need for Advertising” was developed by Col. H. W. Hesterly and Hamilton Holt, Clark Memorials, Inc., Macon, Ga., addressed the meeting closing the morning session.

Ed Mims, Coggins Marble & Granite Industries, Inc., Elberton, Ga., was the first speaker at the afternoon session, followed by Alex Park, executive vice-president and secretary of the Monument Builders of America. Sales training and management were again the themes developed by Mr. Park as essential to the retailer who could successfully meet the demands and problems of modern business. He emphasized the fact that special courses would again be offered at the national convention of the M.B.A.-A.M.A. which is to be held in St. Paul next August, and urged attendance and participation by all present.

Officers for the coming year include: W. D. Thurmond, Thurmond Monument Co., Miami, Fla., president; Frank Morris, Georgia-Alabama Marble & Granite Co., Opelika, Ala., vice-president; Mrs. Lewis Hearn, Carrollton Marble Works, Carrollton, Ga., secretary-treasurer. Directors, Alabama—Clarence Long, Anniston Marble & Granite Co., Anniston; W. Dobbs, Birmingham Memorial Co., Birmingham; Georgia—Hamilton Holt, Clark Memorials, Inc., Macon; Gene Wyatt, Atlanta; Florida—Mrs. Agnes M. Binns, Jack-

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MEMORIAL MOTIFS

BARRE

Join Your Associations



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"FRENCH CREEK" the
Extra Dark Monu-
mental Granite.

RECEIVE . . .

Quality merchandise...
unsurpassed contrast...
dependable workman-
ship...exclusive designs
prompt shipment...less
competition . . . better
profits.

At your SERVICE since 1910
with our own quarry and
complete finishing plant.

**FRENCH CREEK
GRANITE CO.**

ST. PETERS, PENNSYLVANIA

sonville Monumental Works, Jacksonville. State representative, L. C. Henley, Henley's Memorial Co., Montgomery, Ala.

The grand banquet in the Georgia Ballroom of the Biltmore brought the convention to a close. An enjoyable evening was assured with the proverbial good Southern food, an entertaining floor show and an auction.

**REPORT OF THE ANNUAL CONVENTION OF THE MONUMENT
BUILDERS OF IOWA, SAVERY HOTEL,
FEB. 24TH AND 25TH, 1950
DES MOINES, IOWA**

*As Reported by Secretary-Treasurer MARY A. LINNANE
of Des Moines, Iowa*

Swirling snow, descending upon our modest metropolis the afternoon of the 23rd of February, turned many an anxious eye to the windows in consternation. Your reporter came close to missing altogether the opening event of our convention, the dinner for the speakers, officers and executive committee, when that same lovely snow caused a terrific traffic jam in which our car, like many another, refused to go up a perfectly innocent little incline on the way home, until drastic measures with emergency track and a manly push from her son were effective. The dinner, held in the Rocket Room at the Savery Hotel, was a friendly, sociable affair, enjoyed by all present.

The next morning, it soon became apparent that our fears that the snow would reduce the attendance were groundless. You just can't stop these lively, Iowa dealers or those live-wire wholesalers by a mere snowstorm! Seventy-five strong we were.

President R. H. Little, Iowa Memorial Company, West Liberty, Iowa, enthusiastically swung his gavel at 10:55 A. M. and led those assembled in a stanza of "America." Mrs. Little accompanied the singing on the piano.

Mr. Little then introduced Rev. C. T. R. Yeates, who gave the invocation. P. B. Sherriff, of Des Moines, next introduced Mayor Hock Ross, who welcomed the delegates to Des Moines.

A round of applause was accorded each visiting wholesale representative as they were introduced by President Little. Those present included: Carl Grewe, Grewe Granite Co., St. Cloud; J. K. Batchelder, Dixon, Ill.; Bob Hallenbeck, Dakota Granite Co., Milbank, S. D., and Beck & Beck, Inc., Barre, Vt.; Art Soule, of Evanston, Ill.; Del Kraemer, Granite City Tool Co., St. Cloud; L. G. Martin, Brunner & Lay, Chicago; N. J. Luckmeyer, Royal Granite Co., St. Cloud; M. M. O'Connor, Cold Spring Iowa Granite Co., West Des Moines; Ferdinand Peters, Cold Spring Granite Co., Cold Spring, Minn.; J. B. Hamilton, Anderson-Friberg Co., Barre, Vt.; Carl Swanson, Anderson Bros. & Johnson, Wausau, Wis.; Hugo Freeburg and son, Donn, Granite Manufacturers Representatives, St. Cloud; B. J. Ahles, J. P. Gilman Granite Co., Kansas City, Kans.; Charles Pellegrini, Robert P. Brusa, and Joseph S. Flint, all of Cook, Watkins & Patch, Barre, Vt.; Eugene J. Martenson, Rex Granite Co., St. Cloud; Claude Hearin, Berkeley Granite Co., Elberton, Ga., and Adams Granite Co., Barre, Vt.

The president then reviewed conditions within our industry and graciously invited the dealers to air their grievances at this convention.

Richard T. McBride, field representative of the Barre Granite Association, of Barre, Vermont, next addressed the convention, his subject being "The Association's Role in Barre." He reviewed the G. I. training bill as it affects Barre, intimating that many of the apprentices have now completed their apprenticeship. He also told of the value of the Design and Draughting School and of the consolidated pool-car plan



MONUMENT Truck With Brake

Fully
Rubber Upholstered
Dual
Pneumatic Tires



**MODEL S-5
PRICE \$88.90**

Net

F.O.B. Orangeville, Pa.

*Fully Descriptive
Folder sent on Request*

**Standard and
Special Trucks**

Write for catalog

ORANGEVILLE MFG. CO.

Orangeville 14, Pa.

"Since 1879"

Use CYCLONE BLAST ABRASIVE

for your

BLASTING OPERATIONS

HARD—SHARP—FAST CUTTING • HEAT TREATED FOR TOUGHNESS

All grit sizes for polishing in both
ALUMINUM OXIDE and SILICON CARBIDE ABRASIVES
ELECTRIC FURNACE PRODUCTS

Reasonably Priced

ABRASIVE PRODUCTS COMPANY

Factory and Office — LANSDOWNE, PENNA.

Canadian Agent — Ritchey Supply Co., Toronto, Ont.

SPACERITE *Presents* VERMARCO ALPHABETS IN DOUBLE OUTLINE

ABCDEFGHIJKLMN
OPQRSTUVWXYZE.
1234567890==

PRICE LIST AND SIZES AVAILABLE

Alphabets	Each	Alphabet	Alphabet and 14 Extra Letters
1 1/4"	\$0.45	\$12.60	\$18.90
1 1/2"	.50	14.00	21.00
1 3/4"	.54	15.12	22.68
2"	.58	16.24	24.36
2 1/2"	.76	21.28	31.92
3"	.94	26.32	39.48
3 1/2"	1.12	31.36	47.04
Numerals	Each	Set	
1 1/4"	\$0.45	\$ 4.50	
1 1/2"	.51	5.10	
1 3/4"	.55	5.50	

Adjustable dash ends included in each set of numerals

SPACERITE COMPANY

56 Berlin Street

WOLLASTON 70, MASS.

CONVENTION NEWS . . .

Continued from Page 63]

to be put in effect by the Barre Guild. Davenport and Des Moines are included in the shipping points and it is believed a great savings in freight can be effected by this plan.

He then reviewed the advertising plans of the Barre Granite Association. This included magazine and direct mail advertising, reproductions of magazine advertising for display in your office, outdoor and movie screen advertising for use at clubs, churches, schools, etc. They say that Dick delivered a splendid speech, and by golly, next year we're going to tear ourselves away from that registration desk long enough to hear him.

We paused briefly here to partake of a delicious luncheon, renewing acquaintances and enjoying an atmosphere of friendliness and good humor.

After lunch, Ronald W. Gauld, Phillips & Gauld, Inc., Des Moines, explained that the scheduled address of Harry Schwartz, Harry C. Schwartz Memorials, Lebanon, Ohio, president of the Monument Builders of America, was being replaced by Mr. James D. McQuigg, of the United States Weather Bureau, since Mr. Schwartz had had to send last minute regrets. It's a good thing Mr. McQuigg's address was planned for this afternoon and not the day before when that snow arrived, or we might have had a job with ourselves to keep from snarling at him. Poor weatherman! Since his old weather did not dampen our spirits after all, we could settle back and really enjoy his very interesting observations on the weather.

He stated that there are standard international meteorological rules and an international language for reading and

transmitting weather data; that the data coming in to the bureau is so great that it would be almost impossible to read it all, and that IBM punchcards are used to assemble the data. Weather, according to Mr. McQuigg, knows no boundaries national, state or international. Each overlaps the other, so that an intense storm centering over the Philippines, for instance, will have a profound effect on our Iowa weather several days later.

Mr. Little jokingly inquired if there wasn't some way we could eliminate all this snow, and Mr. McQuigg replied that we couldn't do anything about getting rid of our snowy winters, but that if we would study charts of several previous winters, we could get a fairly accurate idea of when not to plan on setting monuments. We enjoyed and appreciated Mr. McQuigg's excellent speech, especially in view of the last minute invitation.

Edward W. Warner, representing the American Monument Association, Buffalo, N. Y., was the next speaker on the agenda. He stressed the acute need of the legitimate monument dealer to advertise our industry to combat the memorial park menace. He warned that unless drastic measures are taken soon, the market for our product will eventually completely disappear. He stated that there are 450 memorial parks in the United States today, 55 new ones in the last three years, and that their goal for 1950 was \$10,000,000 in sales, which would represent a loss of \$20,000,000 to the monument industry.

Mr. Warner pointed out that in Charlotte, N. C., where a very active no-monument cemetery is in operation, a survey was taken of a section of the city, representing about five per cent of the town's white population. Of the 1759 families contacted, over 34 per cent had purchased lots in the no-monument cemetery.

He emphasized that any livewire business must advertise to sell its product, and that we must get the ball rolling—or else.

Following on the heels of Mr. Warner, Alex Park, Executive Vice-President of the Monument Builders of America, while stressing the fact that he had no criticism to make of Mr. Warner personally, emphatically disagreed with the AMA plan, stating that we couldn't expect the retail dealer, who averaged somewhere between \$4000 and \$15,000 a year in sales, to put up the money for advertising. He said that it must come from the source of supply. In his own words, "The manufacturers have millions. I predict that one of these days, the manufacturer will be left holding the bag!"

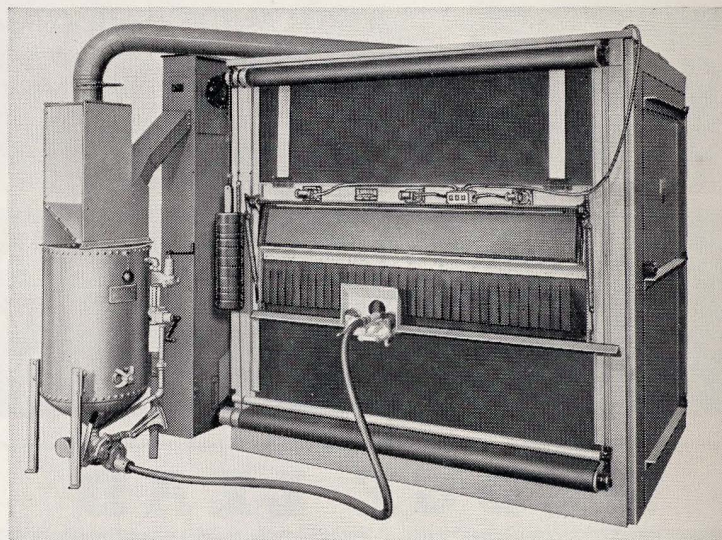
Getting on to the actual subject of his own speech, and spying in the audience one of those competent Sales Training Conference leaders, Mr. Norris E. Walther of Fremont, Nebraska and Sioux City, Iowa (Walther Mon. Co.), he prevailed upon him to give the Iowa members a sample of the sales-training as presented in Chicago. Mr. Walther consented, and there followed a lively round-table discussion on the qualities of a successful retail salesman.

Mr. Park took over for his final swing at bat, pointing out that saying we have a desire to serve our prospect is not good enough—we must exude that attitude with every action. He opined that all of us are too much involved with carpet-bagger tactics, and that we must cultivate good relationships, respect for our own business, reliability, and the ability to render a complete service. All of this, united with good hard work,

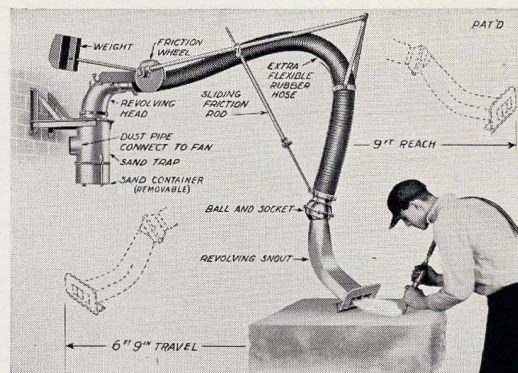
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RUEMELIN

Equipment for the Monumental Industry



Blast Carving Equipment by RUEMELIN will modernize your sand blast department. We can quote you on a complete installation or any individual piece of equipment you may require. Send us your inquiries for: Blast Carving Curtains . . . Blast Carving Generator . . . Shape Carving Generator . . . Abrasive Elevator . . . Steel Room . . . Inspection Door Curtain . . . Banker Dust Collector . . . Dust Control Equipment. Blast Generators can be shipped within one day. Write for Bulletin 25-B.



BANKER DUST COLLECTOR

SEVERAL thousand Ruemelin Banker Dust Collector installations are convincing proof of the satisfactory service they render. Users approve its high efficiency in eliminating dust. High velocity inlet snout quickly removes dust at the source, assuring a safe breathing atmosphere. Inlet hood instantly adjusted to all working positions. Durably constructed. Approved by insurance companies and industrial commissions. Write for Catalog 19-C.

We also build Surfacer Dust Collectors and Cloth Type Dust Filters. Send us a sketch of your shop so that we can prepare an estimate.

RUEMELIN MFG. CO.

3844 No. Palmer St. Milwaukee 12, Wisconsin

ALSO MANUFACTURERS OF COMPLETE SAND BLAST EQUIPMENT, BANKER DUST COLLECTORS, SURFACER DUST COLLECTORS, CLOTH TYPE DUST FILTERS, ABRASIVE ELEVATORS, CURTAINS, STEEL ROOMS AND COMPRESSED AIR DRYERS.

Distributed in Canada by RITCHEY SUPPLY CO., Toronto, Ont.



SET YOUR MONUMENTS THE E-Z WAY USE BACO SETTING COMPOUND

FIRST GRADE — FIRST QUALITY — GUARANTEED NON-STAINING

Not affected by the weather. A permanent joint—sets but never hardens. Will not dry out, crack or crumble. NO FINER COMPOUND MADE!

Dark Grey, Light Grey	\$4.00 each per Gallon Can
6 cans	3.75 each per Gallon Can
Mahogany, Red, Black	4.50 each per Gallon Can
SPECIAL WHITE Mastic Compound for Marble	5.25 each per Gallon Can

AS A LEADING SUPPLY HOUSE
WE KNOW YOUR REQUIREMENTS!!

We Specialize in Serving The Monumental Industry

FURNISHED IN GALLON CANS

BATES SUPPLY COMPANY



11 VERNON STREET
QUINCY 69, MASS.

WEDGE LEAD



Above shows actual size. Order by Number. Furnished on stock reels of 100#, 50#, and 25#

ROCHESTER LEAD WORKS

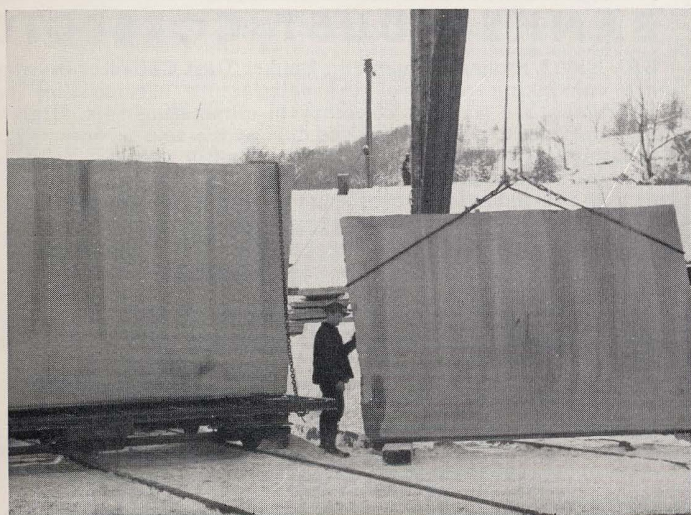
Correspondence Solicited

ROCHESTER 8, N. Y.

Ciampi Saw Plant

We are equipped to handle your largest
sawing jobs with one of the largest
granite saws in the country.

BARRE, VERMONT



CONVENTION NEWS . . .

Continued from Page 65]

should help us to increase our sales.

He announced that there would be sixteen classes in sales training at the national convention at St. Paul and also a retail management program.

Evening rolled around, and the gala annual banquet was under way, to the strains of pleasant dinner music furnished by Charles Pray and his company of talented entertainers. The evening was highlighted by a memorable speech by R. Henry Galbreth, editor of the "Midland Schools Journal." Mr. Galbreth spoke on "Invisible Monuments" and delighted those present with his lively good humor.

Dawn came faster'n usual, and though feeling like a million dollars it proved to be one of "those days" that the secretary should have gone back to bed, got up again, and started all over. That unfortunate soul left an important book at home and threw a large sized monkey-wrench in the machinery of our meeting, while Virg Winge, West Des Moines (one swell fellow) flew her back home for it.

Speaker for the morning was Norris Walther, who presented an excellent discourse on "Accounting for the Monument Builder." Using charts, he outlined Joe Doaks' simplified method of accounting step by step, showing how it was possible to know each month exactly what profit if any was made. He supplemented his speech with a mimeographed outline of his method for distribution among those present. All assembled were very appreciative of the time and effort Norris expended in his preparation and presentation of this fine method of accounting.

Ronald Gauld held forth after this, with an encouraging report on Iowa retail monument sales. According to the sales tax records, Iowa monument dealers in 1949 enjoyed a 10 per cent increase in sales over 1948.

Mr. Little then asked Art Soule, representative of Jones Brothers Company, Inc., Boston, Mass., to say a few words. Discussing advertising, he suggested soliciting the cooperation of our traditional cemeteries, since they too are vitally interested in keeping our industry alive. One method, tried elsewhere, was for the cemetery and dealer to each contribute

"first the STENCIL, then the STONE"



• • • • SHARP, SHAPELY CARVING in granite starts with good detailing and sharp, clean cutting in rubber. The man who cuts the stencil can make or break the final carving, and that's why stencil-cutting in our plant gets the best in men and equipment.

A good part of the praise we get for our graceful carving belongs to a staff of art-smart men who make up one of the most skillful stencil departments ever assembled.

• *A trial order will convince you - - our Carbo-blast carving is exceptional.*

MINNESOTA GRANITE INDUSTRIES

Wholesale Manufacturers and Quarriers
DELANO, MINNESOTA

\$1.00 on every sale. General discussion on advertising followed.

At the business meeting that followed, this secretary was almost as quiet as a mouse, the armor of her poise having been previously shot through 'til it looked like that tin can her son used for a target for his new 22 rifle. Mr. Gauld took charge of the drawing for the gifts donated by our generous wholesalers.

After the usual routine of business was transacted, the secretary was instructed to cast a unanimous ballot for all those recommended for officers for the coming year by the nominating committee. They are as follows: Joseph Wostoupal, Holden Monument Co., Cherokee, Iowa, President; D. C. Swisher, Clarinda Monument Store, Clarinda, Iowa, Vice-President; and Mary L. Linnane, Hearshman & Sons, Des Moines, Iowa, Secretary-Treasurer, who should have been a little noisier and declined.

Mrs. Joseph Wostoupal suggested a rising vote of thanks to our retiring president, Robert H. Little, for his untiring and successful efforts toward building up our association.

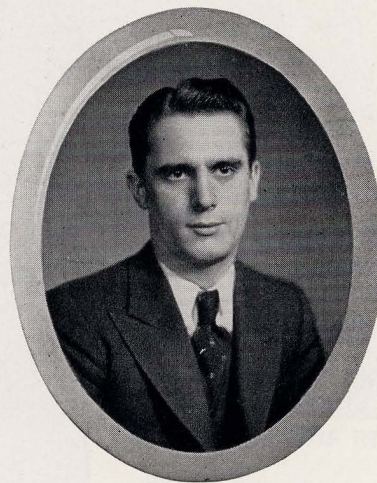
The meeting was adjourned around noon.

MONUMENT BUILDERS OF THE CAROLINAS MEETINGS HELD IN MARCH

The following is a report from the M. B. of the Carolinas news letter:

"SHELBY, March 3—MT. AIRY, March 8—and COLUMBIA, March 10.

[Continued on next page]



STOLA MONUMENT PICTURES

memorial pictures
that last forever
fired in
porcelain enamel
on copper base

with or without

**MONEL INVISIBLE FASTENER
COVERED BRONZE CREST**

all sizes available—send for illustrated catalogue

OAK PARK CERAMIC COMPANY

John O. Stola

6336 ROOSEVELT ROAD
OAK PARK ILLINOIS

Outstanding Specialties of the Northwest



Many of the slabs tax our saws to capacity, as shown by the one above.

DAKOTA MAHOGANY MONUMENTS

AMERICAN ROSE MONUMENTS

*From our Famous Quarries
of South Dakota*



DAKOTA GRANITE COMPANY

*Quarriers and Manufacturers of
Dakota Mahogany and American Rose Monuments*

MILBANK, SOUTH DAKOTA

*Member of the
American Monument Association*

CONVENTION NEWS . . .

Continued from Page 67]

"SHELBY—Attendance poor but results excellent. Sorry the two ladies were so timid—we missed them. President Gross brought his daughter—to break the ice and establish the policy that all meetings of the Monument Builders are on such a high plane that it is right and proper for ladies to attend and participate in every discussion.

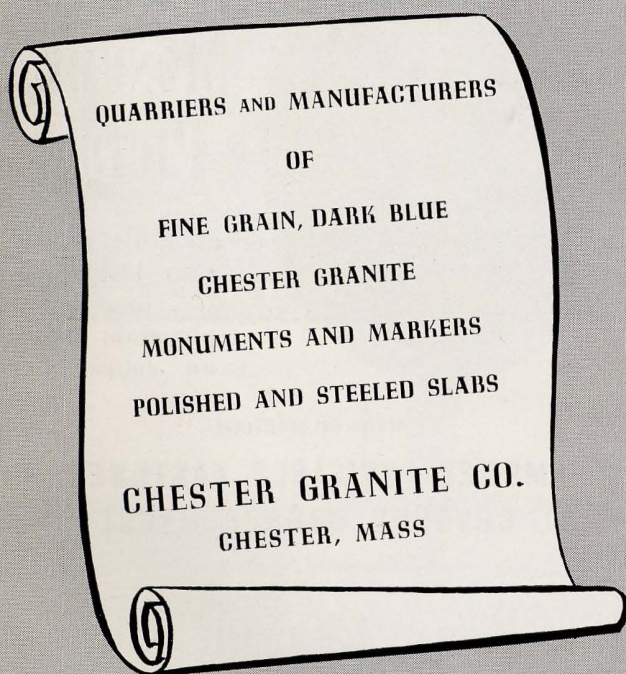
"Next meeting in Shelby, Friday, May 5. There should be at least fifteen dealers present. Only those who do get out to these meetings realize how important they are.

"MT. AIRY—Attendance good, results excellent. Only those who did attend this meeting realize how much study and effort are going into these meetings, true fellowship and earnest discussion. The voluntary code of ethics proposed and adopted at this meeting is worthy of serious study by every dealer—and will be presented at meetings scheduled in March and April. Mr. Rivers hopes every dealer will study his proposals and approve or modify them.

"This code is being mimeographed for distribution at these meetings. If you want to know more about it, come to the next meeting in your vicinity. If finally adopted by the association, it will vitally affect every dealer. Better be on hand to study and discuss it. Next meeting in Mt. Airy area—Salisbury, Tuesday, April 4.

"COLUMBIA—Thirty-one present, ten more than last meeting here. The best area meeting yet. And, glory be, two ladies present!

"Now it is definitely established that ladies are welcome. The Columbia wholesalers were hosts to a turkey dinner.



LINDSAY PORTABLE SANDBLAST OUTFIT

MINIMUM
WEIGHT



Model CX
Cemetery Curtain

No lost time in setting or moving this curtain.



MODEL 15
COMPRESSOR

MAXIMUM
POWER



Model CXW
Portable Sandblast
Sensitive control makes this blast a favorite for lettering and shape carving.

THE POPULAR LINDSAY TEAM

These three Lindsay units combine to give you the most ECONOMICAL sandblast outfit in the field. You get POWER when you need it from compact equipment that is easy to handle. This outfit will blow the average inscription of twenty-five 1 1/2" letters in 45 minutes.

P. K. LINDSAY CO.

97 TILESTON STREET EVERETT 49, MASS.

Dealers in principal U.S. Cities, Available in Canada through Ritchey Supply Co., Ltd., Toronto.

Everyone was enthusiastic in his (her) appreciation and it was voted to come again in another month—date not definitely agreed on—but DUTCH. Dealers coming longest distance were Angelo Fasoli and Michael Mahoney from Charleston. Ten dealers who should have been there will surely come to the next meeting at Columbia."

PROGRESS IN JEWISH MEMORIAL ART . . .

Continued from Page 34]

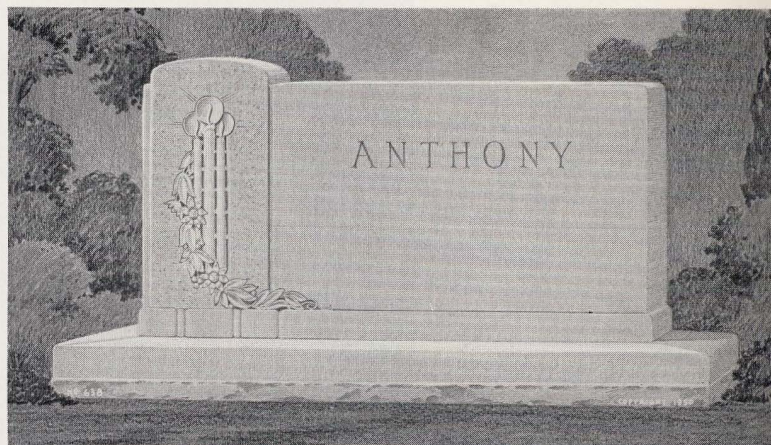
because of the old short sighted methods which were practiced in selling monuments. In an article in the Feb., 1949 issue of the *Dealers Digest* published by the Greater New York Retail Monument Dealers, Mr. Burack wrote:

"Our line is one of skill, service and understanding. People come to us with their sad stories with the hope that we will understand them—that we will help them select a monument that will perpetuate the memory of their beloved and that it will symbolize all the fine things the person meant to them.

"That to my mind is the real meaning of a memorial as that is the only thing they see when they visit the cemetery.

"We seem to be selling everything but that. . . . We have regimented the monument business, putting it in terms of feet and inches rather than suggesting an appropriate symbol by design, quality and workmanship. All the customer has to do is choose a size at a certain price; and the design can be chosen later. The beautiful senti-

[Continued on Page 75]



Copyrighted Design 1950, Wildbur Granite Co., Inc.

The Anthony Design . . .

. . . Another of our outstanding series for 1950! Here is an asymmetrical design featuring appropriate symbolic carving in the "off-center" panel . . . a form of monumental art that is gaining wider public appeal every day.

We invite your inquiries.



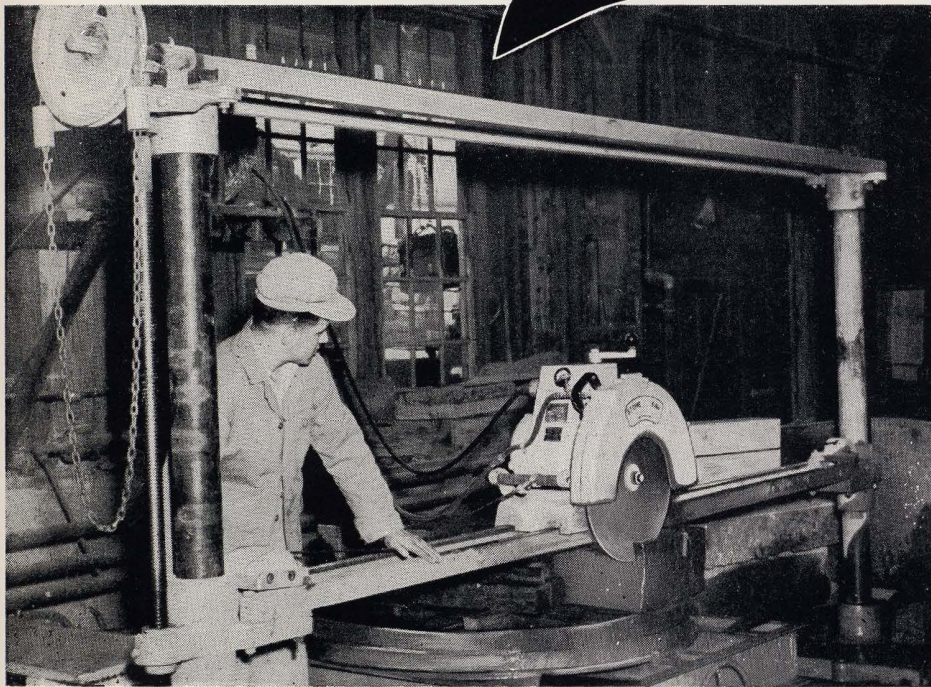
WILDBUR GRANITE CO., INC.

Manufacturers of STONECRAFT MEMORIALS

Barre Guild Inspected Monuments

BARRE, VERMONT

"STONE SAW" user writes



"Stone Saw" Set-up at Royal Granite Company, St. Cloud, Minnesota. Same or similar

set-up adapted to your needs, can be supplied. Write for complete information.

"STONE-SAW has more than Lived-Up to Our Expectations"

"We consider the Stone Saw a very essential part of our plant equipment, having found many uses for it. This new SS-20 Stone Saw does its work fast and economically. We consider this equipment an excellent investment."

Norbert J. Luckemeyer
Royal Granite Company

STONE-SAW SS-20 Features Di-BOND Cutting Wheel

- Cuts Clean and Fast, with Knife-Life Arrises.
- Average production: 38 square inches per minute.
- Cuts Granite, Marble, Slate, Stone.



Canadian Representative
154 Pearl St., Toronto 1, Canada



Old Stuff

When there's old work to duplicate — obsolete styles or difficult copying — we'll welcome the challenge. And we'll meet it!

Duplications of all kinds are old stuff to our veteran cutters. They have the skill — and we have the reserve stocks — to fill just about any requirement. Service is prompt — prices are right.

CENTRAL MINNESOTA GRANITE WORKS

25 WILSON AVE. N. E. ST. CLOUD, MINN.

WHEN AND HOW TO AMEND A DECLARATION OF ESTIMATED INCOME TAX

By HAROLD J. ASHE
Tax Counselor

Many businessmen continue overlooking their right to amend their Declaration of Estimated Income Tax when circumstances warrant amendment. Failure to exercise amendment right is common despite the fact taxpayers complain at inability to estimate taxable income on March 15 for the entire year. The privilege of amending an estimate of tax each three months is given in recognition of the difficulty in accurately estimating a year's income after the lapse of only two and one-half months, or on the basis of the previous year's income.

Yet, once the taxpayer files his original estimate he may go through the balance of the year without amending. He makes his quarterly payments, based on the original estimate, as though the estimate is as fixed as the Articles of War.

What the present year holds for any taxpayer, not even he can prophesy. There are several compelling reasons which should prompt taxpayers to periodically amend their tax estimates or, at least, examine income facts to see if an amendment is warranted. Shrewd taxpayers are known to make as many as three amended declarations of estimated income tax in a year.

Here are some of the principal circumstances which will call for an amended declaration of estimated income tax:

1. If the amount of the income tax is appreciably underestimated (that is by more than 20 percent) the government may penalize the taxpayer. Penalties provided for willful

failure to make a return or for willfully making a false return are likewise applicable to declarations of estimated tax. Deliberately under-estimating the tax in order to retain the use of the income tax assessment until tax filing time is not a cheap way in which to get short-term capital, although some taxpayers unwisely take this view.

2. If the sum total of the four quarterly payments is too low, and by year-end the taxpayer is having heavy economic weather, he may find it exceedingly difficult to lay his hands on the large tax balance he owes the government—even if no penalty is levied, as it very well may be. An increasing number of taxpayers find March 15 burdensome because of not paying substantially all of the tax through quarterly payments as income is earned. Much can happen nowadays between the filing of the estimate on March 15 of one year and the day of tax reckoning a year hence.

3. Unpaid taxes have first claim against a business or against the estate of a deceased taxpayer. This may result in the forced liquidation of a profitable business, or its sale at a sacrifice to satisfy the government's tax claims.

4. If the amount of the tax is over-estimated, the taxpayer is simply lending to the government, and without interest, money which he can usually ill-afford to part with even temporarily. It can be employed to better advantage in his business. It is not uncommon for taxpayers to overpay throughout the year on tax estimates while, at the same time, paying interest on borrowed funds with which to operate.

A Declaration of Estimated Income Tax may be amended at the time of making any of the subsequent quarterly payments, that is: June 15, September 15, or January 15 of the following year. Thus, it may be amended as many as three times, if changing circumstances so dictate.

Each time an amended estimate is filed, an estimate blank, Form 1040-ES, is used and must be marked "Amended," together with the date of amendment. An amended estimate is optional if the amount of the estimated income tax decreases. An amended estimate is mandatory if the original estimate or any subsequent amended estimate understates the final tax by more than 20 percent. However, there will be no penalty attached if the estimate is computed on the basis of the taxpayer's previous year's income and his current year's exemptions.

A joint declaration may be filed by husband and wife, provided both are citizens or residents of the United States. Where each has filed a separate estimate, they may still elect to file an amended joint estimate. And, if they have filed a joint estimate or an amended joint estimate, each spouse may still file separate income tax returns and apply the estimated tax payments to either spouse's income tax return, or divide the tax credits in any way they see fit between the two separate income tax returns. Regardless of whether joint or separate estimates are filed, either joint or separate returns may be made.

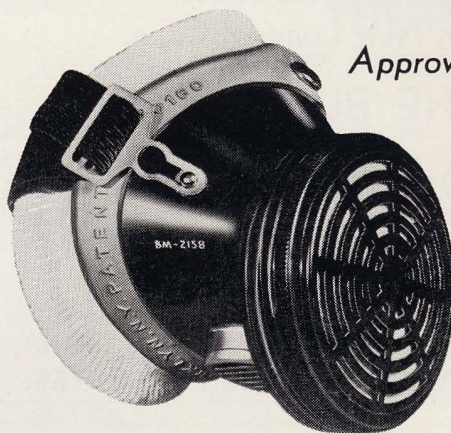
Under certain domestic circumstances, it may be wise to file separate estimates, if each spouse has separate income. The possibility of a divorce, for example, during the year might warrant such a precaution. If no divorce materializes the couple may still avail themselves of split income savings when the return is filed, and the combined tax paid on the separate estimates will apply to the tax computed on the joint return.

The taxpayer should remember that the quarterly payment

[Continued on next page]

Keep Dusts out of Lungs!

with the
Approved, Comfortable



PULMOSAN S-600 DUST RESPIRATOR

U.S. Bureau of Mines
Approval BM-2158
for Type "A" Dusts

Protect yourself and your workers against hazards of Granite, Silica, Quartz, Limestone and other pneumoconiosis-producing and nuisance dusts, by wearing the Pulmosan S-600 Dust Respirator. Officially approved for safety—light in weight—easy-breathing—fits any face—can be worn with goggles—gives long service—all parts replaceable. Don't risk your health—wear an S-600 Dust Respirator.

PRICE

\$2.75 EACH

at your jobber

— or write us direct

Also: SANDBLAST HELMETS—SAFETY GOGGLES—LEATHER GLOVES

PULMOSAN SAFETY EQUIPMENT CORP.

644 PACIFIC ST. • BROOKLYN 17, N.Y.
1831 FRANKLIN AVE. • ST. LOUIS, MO.



Italian CARRARA MARBLE Statues AND Monuments

Large Stock
on hand
in
New York City
1-6 to 6-0

Immediate Delivery

GEORGE E. RYAN

43-26 52nd Street
Woodside, Long Island, New York

Studio . . . Carrara, Italy

We carry the largest stock of
imported granites at the
State Pier, New London, Conn.

ONE BLOCK ONE CARLOAD ONE SHIPLOAD

CAN BE SELECTED FROM KULLGRENS, ENKA,
UDDEVALLA, SWEDEN CERTIFIED GRANITES:

Swed Rose Red
Swed Royal Red
Beers Red
Swedish Black

For rough blocks write to

Globe Marble & Granite Corp.

29-28 41st AVE.

LONG ISLAND CITY 1, N.Y.

For finished monuments inquire at your nearest
wholesale manufacturer.



FINE DESIGN

EXPERT
CRAFTSMEN

MODERN
PRODUCTION

PROMPT
SERVICE

A New Series of Small RELIGIOUS MEMORIALS

This month we bring you another design in our new series of outstanding small memorials, featuring a religious figure above the family name. These carefully detailed figures will add sales appeal that will overcome all competition in this price field.

Zampieri & Buttura

BARRE, VERMONT



HAROLD J. ASHE . . .

Continued from Page 71]

of his estimated tax is a pay-as-you-go device in the same way as is the withholding provision for wage earners and salaried taxpayers. Each quarterly payment must reflect, so far as possible, the true tax on the current year's taxable income. The taxpayer may not pervert this to suit his temporary needs, or allow the tax to accumulate as a liability. He may not rationalize, for example, that his income may cease early in the year (unless this is a demonstrable fact) and therefore reason that no tax may be involved.

A good many taxpayers subject to filing a Declaration of Estimated Income Tax have consistently failed, over the years, to do so. These taxpayers erroneously conclude that, because the government has never challenged this oversight, that it has tacitly agreed to their failure to file estimates. No conclusion can be more dangerous than this one. With more employees, a larger auditing and investigating staff, the Bureau of Internal Revenue can be expected to tighten up on those taxpayers who have failed to file estimates.

In preparing an amended estimate it is advisable to calculate rather closely, following the same steps taken in making the original estimate. Some taxpayers, in making an amended estimate, resort to a percentage formula. That is, if their net income drops off by 10 percent, they simply reduce the estimated tax by a similar percentage. This results in a misleading amended estimate. It may be even more misleading if used to calculate an amended estimate where net income has increased.

For example if, through the year, personal deductions and exemptions remain substantially the same as originally estimated, a 10 percent reduction in net income may result in a 15, 20, 30 or even 50 percent reduction in taxable income, depending only upon the amount of the taxable income as originally estimated. In fact, where taxable income is nominal, a 10 percent reduction in income may wipe out the taxable income entirely and eliminate all income tax.

Example—

Original Estimate:	10% Cut in Original Estimate
\$10,000 Net Income	\$9,000 Net Income
1,000 Itemized Deductions	1,000 Itemized Deductions

9,000

8,000

2,400 Exemptions

2,400 Exemptions

6,600 Subject to tax

5,600 Subject to tax

Note that this 10 percent, or \$1,000, reduction in income is also a \$1,000 decrease in taxable income. However, it is about a 15 percent reduction in income subject to tax.

Here are a few situations which may arise subsequent to the filing of the original Declaration of Estimated Income Tax which will decrease the amount of the estimated income tax. These are by no means all of the possible situations which may have a bearing on the tax estimate, but are only representative.

Business—

1. Casualty losses by fire, storm, flood, etc., to the extent not recovered through insurance;

2. Acquisition of new depreciable assets, annual depreciation of which will reduce the amount of net profit starting from date of acquisition;

3. Drop in volume of business which may be reflected in

[Continued on Page 76]



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News From Our Advertisers

MEIERJOHAN-WENGLER ANNOUNCE NEW CENTURY MEMORIAL VASES

Two new Century Memorial Vases of Everlasting Bronze are announced by Meierjohan-Wengler, Metalcraftsmen of Cincinnati.

These new flower vases are new in design, graceful in appearance and eminently practical for memorial park and cemetery use.

Vases are heavy cast bronze and also in one piece, seamless spun bronze. Both types come with a genuine bronze underground container. Vase is invertible. It may be used in full upright position to hold a generous-sized bouquet, may be fully submerged in underground container to hold a bouquet at ground level, or it may be inverted and submerged, with bottom of base flush with the ground level.

Either Century cast or spun vase may be fitted with bronze name or/and date plates, and with chain at slight extra charge.

The New Century Memorial Vases are protected by U. S. patents and the name "Century" is registered in the U. S. Patent Office. A colorful, illustrated broadside, which also serves as a wall hanger, may be had by addressing Meierjohan-Wengler, Metalcraftsmen, 1102 West Ninth St., Cincinnati 3, Ohio.

LUCIEN J. BILODEAU, VICE-PRESIDENT BARRE BOARD OF ALDERMEN

Granite men in Barre, Vermont, assume positions of responsibility in city government, when opportunities are presented.

According to a recent announcement, Lucien J. Bilodeau, J. O. Bilodeau & Co., Inc., has been elected vice-president of the Barre Board of Aldermen.

NEW ORLEANS MAN APPOINTED BY TAMMS INDUSTRIES

Mr. W. L. Russell has been selected by Tamms Industries, Inc., of Chicago to be their representative in the New Orleans area. Mr. Russell is a native and well-known resident of New Orleans and will serve the monumental, paint, feed, sanitary, janitor supply and other fields covered by Tamms' wide range of products.

EMERSON SEAGER REPRESENTATIVE FOR GEORGE PFAFF, INC.

The New York area is now being covered for George Pfaff, Inc., of Long Island City, N. Y., by Emerson Seager, New York City, according to reports. Mr. Seager is to take care of both monumental and industrial lines.

Previously, Mr. Seager was sales manager for several food concerns and more recently has been connected with refrigeration for industrial plants.

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10 Lbs. Collect.....	8.00
25 Lbs. Collect.....	18.00
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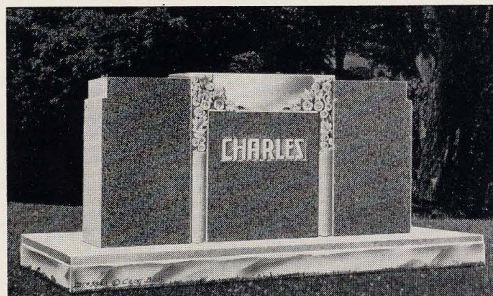


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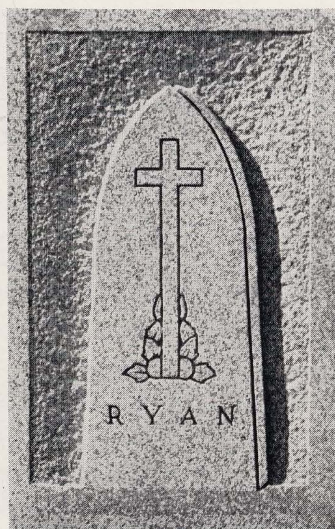
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News From Our Advertisers

[Continued]

VERMONT'S MAN-MADE WONDER ATTRACTS THOUSANDS YEARLY

Today, high on "Quarry Hill" in Barre, Vermont, one of the world's most famous man-made wonders continues to attract tourists from all corners of the globe. The Rock of Ages granite quarry, at present over 40 acres in expanse and 350 feet in depth, greets thousands of visitors year after year. It is here at the actual quarrying site that company guides present a vivid narration of the entire spectacle.

Last year nearly 15,000 people from 45 states, Hawaii, the District of Columbia, 7 Provinces of Canada and 22 foreign countries paid a visit to the "world's largest quarry." Far away places such as New Zealand, South Africa, Switzerland and Turkey were included on the list.

The quarry scene is a panorama long to be remembered. Visitors are greeted at the quarry site by courteous company guides who, from a protected platform, present the quarry story through a loud speaker system. As the visitors gaze downward into the quarry depths they observe workmen, appearing as dwarfs, perform the various tasks entailed in loosening granite from the earth's bed. The large blocks of granite, 25-35 tons each, which have been separated from the solid mass are lifted to the earth's surface by huge derricks. These derricks, 115 feet in height, are supported by over 25 miles of guy wire. Tourists watch with amazement as the huge blocks dangle in mid-air, suspended by a slender cable, then rise slowly to the surface and are deposited gently in the quarry yard.

Several years ago the biggest block of granite ever quarried was cut here in this quarry. Measuring 200 feet long, 80 feet wide and 24 feet high, it weighed an estimated 65 million pounds and when cut up into smaller blocks it filled 1728 railroad cars.

This year many more thousands are expected at the Rock of Ages Quarry in Barre. Easy to reach from all points in Vermont, the quarry is 45 miles from Burlington and 10 miles from Montpelier. It is a trip worthwhile for tourists of all ages. Conducted tours are scheduled from 8-4 week days and 8-12 on Saturdays. The quarry is closed Sundays and holidays. Souvenir post cards, folders and booklets are available at no charge. You may even take home a souvenir piece of granite from this man-made wonder of the world.

WAGE INCREASE GRANTED LANE MFG. CO. EMPLOYEES

In line with a new one-year contract accepted by employees of the Lane Manufacturing Company, Montpelier, Vt., members of branch No. 38, United Stone and Allied Products Workers of America, at a meeting held March 30, 1950, in Montpelier, were granted a wage increase of ten cents an hour as of April 1st. In addition a fifth paid holiday was secured, as reported.

Other terms of the contract which expires March 31, 1951, include the setting up of two new skilled classifications which will mean a wage increase for those involved.

Negotiators for the Lane Manufacturing Co., were Carroll Pitkin, president of the firm and Dennis A. Lane, general manager.

Consistently - Since 1903

Write for prices on your requirements in QUINCY, BALMORAL RED, SWED ROSE RED, BEERS RED, CHESTER, BARRE, WESTERLY, MILFORD, N. H., RED V., CARNATION RED and other granites.

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E. SETTIMELLI & SONS, Inc.

QUINCY 69, MASS.

Tel. GRanite 2-5050

PROGRESS IN JEWISH MEMORIAL ART . . .

Continued from Page 69]

ments the customer might have had have slowly but surely faded into thin air and then when that customer visits another place, it becomes very difficult for that second dealer to rectify the mistakes of the first. He is asked point blank—how much a certain size monument cost, and if this second dealer is to get the sale he must meet the price of the "by-size" only or lose the order. It is the action of the few narrow minded, short-sighted dealers that reflects on the entire industry.

That practice has not only made our line the lowest paying business but has also given the best selling points to the no-monument cemeteries. The regimentation of the monuments of same design, the erection of poor quality stones with poor workmanship is what the no-monument cemeteries are thriving on.

Let us be honest with ourselves and to the public. We are limited in units and certain sizes. Would it not be best to use the choicest of materials, to make an effort to create new designs, the workmanship to be of the finest."

Recently, Mr. Burack conducted an all day meeting of all retailers in Greater New York and his advice was to uphold the highest standards of the industry even though occasional sales are lost. This is the hard way of establishing and maintaining a business, but in the long pull cumulative consumer satisfaction pays off in tangible and worthwhile dividends.

His conclusion was that in order to make 1950 a successful year and to insure our business in the future we must abide by the strict observance of "The Memorial Ideal."

To prove that his theory is right and practical we must note that the vicinity in which Mr. Burack has started his business has completely changed and deteriorated. Yet he is able to maintain a good volume of business at fair prices throughout the years. He has built his business on a foundation of honesty and integrity. Dealers may well follow his example.

Harry Burack practices the philosophy that he preaches. The two memorials illustrated tell the story.

The MENZER Memorial is a widespreading screen which, in conformation, recalls the vista beyond. This striking relationship of monument to background was the result of deliberate study. Note how the central tablet composes with the tree beyond; and how the posts or terminals of the wings compose

[Continued on next page]

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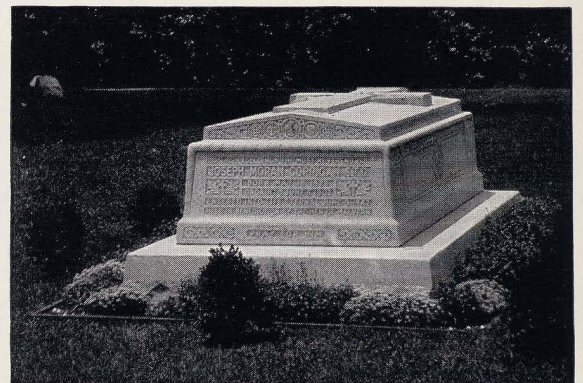
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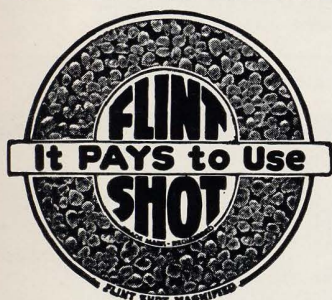
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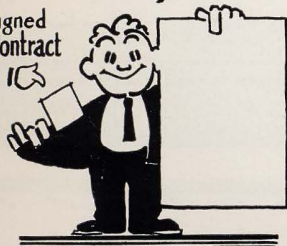
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HAROLD J. ASHE . . .

Continued from Page 72]

an even sharper drop in net profit as the taxpayer is squeezed between the upper millstone of fixed overhead and the lower millstone of decreased volume;

4. Increase in business rent;
5. Increased business taxes;
6. Repairs or other abnormal expenses;
7. Competitive conditions which alter the profit picture;
8. Increase in bad debts beyond normal;
9. Additional interest on business loans;
10. Wage increase or increase in the number of employees, if such increase expense can not be passed along in its entirety.

Personal and Other Income Sources—

1. Casualty losses by fire, storm, flood, etc., to all other property, to the extent not recovered through insurance;
2. Excessive increase in personal deductions, such as heavy deductible medical expenses;
3. Sharp increase in taxes on home or income property;
4. Decrease in rental income, due either to lower rates or a higher vacancy factor;
5. Support of an additional dependent, such as a new born child subsequent to making the original estimate, and born up to midnight of year-end of the tax year;
6. Decreased interest income on money lent by taxpayer;
7. Increased interest paid by taxpayer;
8. Sale of capital assets at a loss;
9. Unexpected non-business bad debts;
10. Marriage of the taxpayer, subsequent to making the original estimate, and giving him the benefit of split income provisions of the tax code.

Some of the above items may be expressed in reverse. That is, for example, certain capital assets may be sold for a gain. In that event the estimate must be amended upward, unless offset by other circumstances.

PROGRESS IN JEWISH MEMORIAL ART . . .

Continued from Page 75]

with other tree groups in the background. So likewise the ornamentation of the memorial bespeaks the new approach to the design of modern memorials for modern Jewish cemeteries. The vertical panels, on the central tablet and the two terminals, are of Semitic origin in pattern. While the ancient Jewish people developed no distinctive style of art nevertheless they called in artists and artisans from neighboring lands to beautify their temples, synagogues and other structures. King Solomon's Temple, for example, was the work of the Phoenicians, circa 1000 B.C., whose achievements are described in the Bible, I Kings, vii, 13-45 and I Chronicles iii-15 and iv-17. It is reasonable to assume that they imbued these buildings with their own distinctive style of ornament which, unlike ancient Jewish relics, are available to the designer who would enrich the modern Jewish memorial with *significant* ornament.

The BECHER Memorial is another striking example of the striking change that is taking place in the modern Jewish cemetery. Spacious plots and verdant settings give the resourceful designer an opportunity to attain architectural dignity and individuality in the design of memorials for these modernized cemeteries. In the Becher memorial, Burack has appropriately used the Modern or Contemporary architecture; and he has used it with impressive dignity and restraint. Note how the marker, in the foreground, is enriched with vertical panels



CAPITOL GRANITE COMPANY, INC.

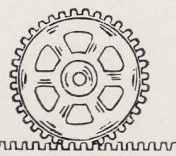
BARRE GRANITE MEMORIALS
MONTPELIER, VERMONT.

recalling the terminals of the family monument. The recessed treatment of the widespreading base, beneath the monument, conveys a touch of sentiment which is not generally recognized; the recess partially encloses or enshrines the graves of the parents.

Yes, if you would restore your faith in the future of the memorial idea, give heed to what is being done in developing the new religious cemeteries, both Jewish and Catholic.

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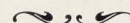
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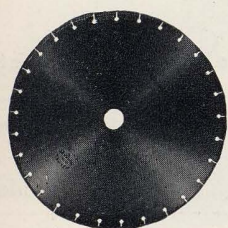
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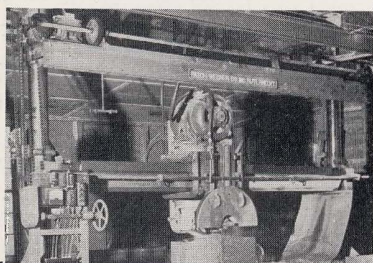
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Geom. PIETRO GREGORI DI FRANCESCO

Viale xx Settembre 31 — P. O. B. 151.
CARRARA, ITALY

Obituary Record . . .

WILLIAM V. ADAMS

William V. Adams, 83 years old, died at his home in North Vernon, Indiana, March 5, 1950. He had been active in the monument business from 1906 until ill health forced him to retire about six years ago.

In April 1906, Mr. Adams purchased half interest in the North Vernon Marble & Granite Works, North Vernon, Ind., and later bought out the other interest. The original shop, which had been built by Mr. MacMurray, (father of the movie actor,) about 50 years ago, was replaced in 1940 with a modern tile building. At the time of his retirement, the business was sold to Dalton Bolser, who some time later moved it to Vernon, Ind.

Mr. Adams was born in Osgood, Ind., February 8, 1867, son of John Quincy Adams and Nancy Jane Gunn Adams.

Interested in civic affairs, Mr. Adams served as a member of the North Vernon City Council. He was also a member of the First Methodist Church.

Surviving are a daughter, Miss Margaret Adams of North Vernon, and a sister, Mrs. Addie Holzer, of Osgood, Ind.

JOHN F. A. MCGOVERN

John F. A. McGovern, 51, Jersey City, N. J., died April 20, 1950, at the Medical Center, after a short illness.

A native of Jersey City and well known as a business man, Mr. McGovern had long been connected with the monument business, having previously been associated with the Erie Railroad.

Mr. McGovern was a 20-year member of the Jersey City Kiwanis Club and a member of the Holy Name Society of the St. Patrick's Roman Catholic Church.

Surviving are his wife, Mrs. Mable Mulligan McGovern; a son, John F. A. McGovern and two small daughters, Jeanne and Michele McGovern.

GEORGE A. JENCKES

George A. Jenckes, 62, proprietor of the Centerville Monumental Company, Centerville, R. I., died suddenly April 7, 1950, at his home in Greenwood.

Mr. Jenckes had been in the monument business for 18 years and prior to that had been employed as an engraver and toolmaker at the American Standard Watchcase Co., Providence.

He was born in Iowa, son of the late Daniel S. Jenckes and Clara Andrews Jenckes.

Surviving are his widow, Mrs. Ella M. (Richmond) Jenckes, and a son, Howard R. Jenckes of Greenwood, R. I.

ANDREW J. KOEPEL

Andrew J. Koepfel, salesman for the Rock of Ages Corporation, Barre, Vermont, died suddenly on March 2, 1950, while vacationing with Mrs. Koepfel in Florida.

Mr. Koepfel, who was born in 1899, joined the Rock of Ages Corporation in 1929. He was a member of the Masonic Fraternity and made his home in Lombard, Illinois.

ALPHONSE ROUSSEAU

Alphonse O. Rousseau, Abrasive Products Safety Engineer at Norton Company in Worcester, Mass., died March 27 at the age of 61 after a brief illness. He was a member of Norton Company 43 years. Perhaps he was best known for his talks on grinding wheel safety which he has given throughout the country for many years.

He was one of the pioneers in his field and it was at his urging that Norton Company produced its motion picture, "Grinding Wheel Safety."

Mr. Rousseau was chairman of the Safety Committee of the Grinding Wheel Institute and was a member of the Institute's Standardization Committee. He was a representative of the Institute on the Mechanical Standards Committee of the American Standards Association. In addition, he was secretary of the technical committee on the A. S. A. Safety Code for the Use, Care and Protection of Abrasive Wheels, a code which has now been adopted by the departments of labor and industry of 36 states.

MRS. STELLA SCOTT

Mrs. Stella Scott, who operated the Pontiac Granite Company, Pontiac, Illinois, for a period of 37 years, died at her home in Pontiac, February 12, 1950, after an illness of three weeks.

Mrs. Scott was born September 13, 1873, at Albion, Ill., the daughter of James and Mary Ann (Batson) Naylor. She was married to Fred Scott at Mount Carmel, Ill., in 1894.

Mr. Scott opened the Pontiac Granite Company in 1903. When her husband was taken ill in 1911, Mrs. Scott took over the active management of the business which she continued until her death.

Mrs. Scott was a member of the Grace Episcopal Church, Rebekah Lodge, Pythian Sisters, and the Monument Builders of America.

Surviving are three children, Mrs. E. L. Chesebro, Miss Anita Scott and Fred Naylor Scott, all of Pontiac; also a grandson and two great-granddaughters.


Mrs. Scott was preceded in death by her husband, Mr. Fred Scott, who passed away February 2, 1913.

PRESBREY'S 50TH ANNIVERSARY

This year marks the 50th anniversary of the entrance of Clifton H. Presbrey, president of Presbrey-Leland, Inc., New York, N. Y., into the field of designing and building memorials and mausoleums. Mr. Presbrey opened his first office in New York City on Jan. 1, 1900. The firm he now heads has branches in Hartford, Conn., and at Kensico and Woodlawn, N. Y.

His 50th anniversary was marked by a special congratulatory item in *Spokes in the Wheel*, publication of the Rotary Club of New York, which commented: "On his arrival at his office on the morning of Jan. 3, Cliff was greeted by a number of his associates (many of whom have been with him for most of the 50 years) and presented with a vase of 50 beautiful yellow roses."

When You
Want
BETTER MEMORIALS
it's
BURKE BROTHERS
Established 1892
Barre, Vermont



EVERLASTING PORTRAITS FOR MONUMENTS



NOW AVAILABLE!!

- BOTH CHINA AND PORCELAIN ENAMEL PORTRAITS
- NEW PATENTED MONTLOK FASTENER
- MEMORIAL BRONZE FRAMES WITH INSCRIPTION

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THE ABENDROTH STUDIO

7008 S. PAULINA ST.

CHICAGO, ILL.

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MONUMENTAL NEWS-REVIEW

429 Franklin Street, Buffalo 2, N. Y.

RATES for classified advertisements are 5c a word, in advance, minimum price 50c; 15c extra for replies sent in our care; count your words, including heading and signature, and send money with order, as we cannot bill or open account for these many small transactions. No receipts sent; the insertion of advertisement is your receipt. Advertisements in bold face type 10c a word.

ART GLASS MAUSOLEUM WINDOWS

ART GLASS MAUSOLEUM WINDOWS—Send for our booklet of Mausoleum Designs. Flanagan & Biedenweg Studio, 3754 N. Wilton Avenue, Chicago 13, Ill., Est. 1883.

CEMENT

IMPORTED GERMAN STONE CEMENT—Repairs Marble, Granite, 1 Kilo can \$5.00, F.O.B. Medford, extra liquid or powder. Also Moulton White Cement. **Chester H. Moulton**, 25 Valley Street, Medford, Massachusetts.

DESIGNS

DESIGNS

L. ORSINI

118-40 Metropolitan Avenue, Apt. 4-H
Kew Gardens 15, N. Y.

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

DESIGNS

PAXSON DESIGN COMPANY

538 State Street

Salem, Ohio

AIRBRUSH RENDERINGS. Full size carbonized layouts. Special Designs.

DESIGNER: MAX NITSCHMANN

946 Wilson Avenue, Columbus 6, Ohio

Special Designs in colors, ink, pencil. Full Size Details, Sketches of Monuments and Mausoleums. Reasonable, prompt.

EQUIPMENT FOR SALE

PYRAMID NOZZLES ARE IN STOCK for immediate shipment, as well as various types of adhesive stencil. **George Pfaff, Inc.**, 10-61 Jackson Avenue, Long Island City, New York, and Elberton, Georgia.

TEN TON BOOM DERRICK complete with hoist, ropes and all necessary gear. Good condition. **Modern Granite Co.**, Barre, Vt.

FOR SALE

GRANITE FOR SALE, at quarry cost price. Good stock in sawed block dimensions, sawed slabs, and steeled, also finish base, and markers. Write for price list. **Adamant Monumental Quarry**, Chas. A. Pilette, Owner, R.F.D. No. 3, Barre, Vt.

MARBLE WORKS DOING MONUMENTAL, interior and exterior marble and granite work. Will sell, lease or rent. Owner wishes to retire. Price reasonable. **Schanen Marble Works**, 6340 S. W. Macadam Street, Portland 1, Oregon.

EQUIPMENT AND STOCK FOR SALE. Complete equipment for retail manufacturer including 700 lb. Pangborn sandblast, curtain, letters, air grinder, air tools, banker dust collector and numerous other articles. Like new. Used only four months. 25 per cent. discount. Also large stock of A-1 monuments and markers, mostly carved. 25 per cent under wholesale. Write, **Box 91, St. Joseph, Minn.**

CEMETERY MEMORIAL MANUFACTURING RETAIL SHOP. Long established firm. Fully equipped. Experienced men working all year around. Selling very reasonably. Write, **A. Gillis, P. O. Box 462, Pittsburgh 30, Pa.**

MONUMENT BUSINESS, FULLY EQUIPPED. Established in 1920. Located near all cemeteries in Queens. Reason for selling and other information, write **Joseph Mastroianni, Ridgewood Monument Works**, 236 Melrose Street, Brooklyn 6, N. Y. Phone HYacinth 7-4370.

NEVER BEFORE—NEVER AGAIN—DOCTOR'S ORDERS—NOT MINE. Fifty-two year's going established business. Money maker always. \$8,500.00 monument stock. Shop fully equipped for doing business and getting out work. Inventory \$16,000.00. Quick sale, \$11,000.00 cash. Step in for cash, 1 step out. Write "Box 661" c/o Monumental News-Review, 429 Franklin St., Buffalo 2, N. Y. APPLICANTS MUST ACT QUICKLY.

RETAIL MONUMENT SHOP, in Nebraska County seat town, inside display of clean stock, modern equipment, good territory, reason for selling, other interest. Write "Box 662" c/o Monumental News-Review.

OLD ESTABLISHED, FULLY EQUIPPED, RETAIL MONUMENT BUSINESS with branch office and display in one of the largest cities on east coast. Large stock. Large volume of business. Nice bungalow on property at branch. Write "Box 665" c/o Monumental News-Review.

MONUMENT BUSINESS IN MEDINA, N. Y. for sale. For particulars write **John O. Ball & Sons Inc.**, 3906 Delaware Ave., Kenmore, N. Y.

GRANITE FOR SALE

Scotch PETERHEAD Granite

Now available for duplicate Markers and small Monuments in any finish. Also rough stock. We solicit your inquiries for Balmoral, Barre and Bothnia Granites. **Calcgani & Belkin, Inc.**, Box 715, Worcester, Mass.

HELP WANTED

HAVE OPENING FOR FIRST-CLASS LAYOUT MAN, sandblast and rubber cutter; preferably one who can do all around letter cutting. Top wages and year around employment. Write "Box 655" c/o Monumental News-Review.

ALL AROUND GRANITE CUTTER. Steady work. **The Feldman Monument Company**, 2141 Reading Road, Cincinnati 2, Ohio.

HIGH SPEED GRANITE POLISHER

Wages \$2.00 per hour. Union shop. Steady work year around. Write, wire or phone. **L. L. Jones & Son**, 7330 S. W. Macadam Ave., Portland, Oregon

MACHINERY FOR SALE

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

MODEL 60 SCHRAMM COMPRESSOR skid mounted with bale lifter. Used only 50 hours. Like new. **Notre Dame Memorial Co.**, 65 Lyman Street, So. Hadley Falls, Mass.

CEMETERY LETTERING COMPRESSOR mounted on rubber tires. A Smith Compressor head on a Model B Ford engine. Complete with tank and gauge. Good condition. Price \$250.00. **Wearly Monuments**, 404 Kilgore Ave., Muncie, Ind.

OPPORTUNITIES

DEALER PROPOSITION AVAILABLE. No capital needed—car essential. Largest retailers in the world. Quarriers and manufacturers. **Delano Granite Works, Inc.**, Delano, Minnesota.

SALESMEN WANTED

EXPERIENCED SALESMAN. Must be married. To represent well established New York City firm, retail sales, strictly commission basis. Write "Box 652" c/o Monumental News-Review.

EXPERIENCED SALESMAN TO COVER NEW ENGLAND for large Barre Granite manufacturer. All inquiries confidential. Write "Box 645" c/o Monumental News-Review.

EXPERIENCED SALESMAN FOR LONG ESTABLISHED BARRE MANUFACTURER for Michigan, Northern Indiana and Western Ohio. Write **Monumental News-Review** c/o Box 636.

EXPERIENCED WHOLESALE SALESMAN to represent our firm in Michigan, Indiana, and Illinois. Complete line of colored granites. **Central Minnesota Granite Works**, 25 Wilson Ave., N. E., St. Cloud, Minnesota.

WHOLESALE SALESMAN wanted. Commission basis. Well-known Barre manufacturer. For particulars write **Box 625, c/o Monumental News-Review.**

Salesman to represent Barre Granite Manufacturers. All inquiries confidential. Write **Box 388, Barre, Vt.**

LONG ESTABLISHED WELL-KNOWN BARRE MANUFACTURER wants experienced salesman for New York State (excluding New York City), Pennsylvania and Eastern Ohio. Write **Box 287, Barre, Vt.**

SALESMAN WANTED ON COMMISSION BASIS—any territory. Large firm handling both monuments and mausoleum work. Carry large stock Barre, Rose Swed and Dakota Mahogany. Write **Monumental News-Review** c/o Box 641.

Wanted SALES MANAGER to take over crew of salesmen. Salary, plus overall commission. Must have had experience handling salesmen. Write **Robbins Monument Co.**, 2710 Washington Ave., Houston, Texas.

RETAIL SALESMAN BETWEEN AGES OF 35 AND 50

By Old Established firm that manufactures, to organize large territory, appoint agents and sell himself as well as being Sales Manager of his territory . . . must own good car. Attractive proposition to man that qualifies. Give experience, age, and character references in first letter. Northwest. Write **Box 664 c/o Monumental News-Review**

WANTED TWO EXPERIENCED WHOLESALE GRANITE SALESMEN to represent an old-established reliable Barre firm. One is to cover New York State and northern Pennsylvania; the other, the Central States. Commission basis. All inquiries kept confidential. Write **P. O. Box 358, Barre, Vermont.**

WANTED EXPERIENCED WHOLESALE GRANITE SALESMEN FOR PHILADELPHIA AREA to represent a reliable Barre, Vermont concern of long standing. Commission basis. Write to **Box 666 c/o Monumental News-Review, Buffalo 2, New York.**

POSITION WANTED

FIRST-CLASS LAYOUT, SANDBLAST MAN. Fourteen year's experience, including sales. Late model pickup truck available, light setting. West or Middlewest. Write "Box 658" c/o Monumental News-Review.

EXPERIENCED ALL AROUND MAN OR SUPERVISOR. Over 25 years of manufacturing and selling experience, supervising and laying out. Wish employment with large concern. State all particulars and wages in first letter. Can furnish references. Write "Box 659" c/o Monumental News-Review.

Position wanted by an ALL AROUND EXPERIENCED SHOP MAN, layout, cut stencil, shape carve, cut, set and sell. Small shop complete charge preferred. Non-drinker, references. Write "Box 660" c/o Monumental News-Review.

EXPERIENCED DESIGNER-SALESMAN desires affiliation with large, progressive retail firm anywhere in the U. S. Age 28, new car. Write "Box 663" c/o Monumental News-Review.

EXPERIENCED IN LAYOUT AND RUBBER CUTTING and some shape carving in sandblast work. Year around work. **Max D. Flavio**, 1306 N. Jefferson, Litchfield, Illinois.

DESIGNER-SALESMAN WANTED

EXPERIENCED DESIGNER-SALESMAN wanted. Salary or commission. Write **Robbins Monument Company**, 2710 Washington Avenue, Houston, Texas.

TOOL DRESSING

TOOL DRESSING AND TEMPERING

BURNS TOOL FORGE

423 ALBERT AVE., ROCKFORD, ILL.

Reworking and tempering of all types of chisels. Prompt and dependable service.

Design for finer Memorials



THIS impressive tribute was suggested and designed from one of the illustrations in our Anderson-Friberg 30 page catalog shown here.

This beautifully illustrated catalog of 60 copyrighted designs can help you suggest to your customer an appropriate memorial. It is available to all our dealers.

For more than 40 years, Anderson-Friberg memorials have been known for their distinctive design, fine workmanship and enduring quality.

Mr. Fred Donatelli of the North Monumental Company, Pittsburgh, Pennsylvania, thru the use of this catalog, was able to make the suggestion that resulted in the design and erection of this beautiful memorial.

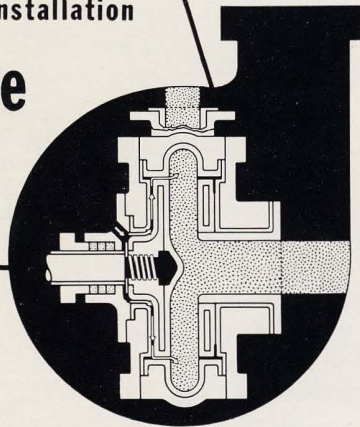
Anderson-Friberg Co., INCORPORATED 1910
BARRE, VERMONT

In recovering steel shot while sawing granite

SAVE

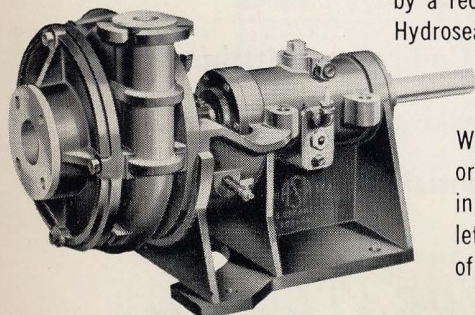
- ① More than $\frac{1}{2}$ cost
of a bucket elevator installation
- ② Maintenance
- ③ Power

The Hydroseal Pump lifts
525 lbs. of steel shot per minute.
Because the shot bounces off the
Maximix Rubber Protection, pump-
ing parts get minimum wear.



HYDROSEAL PUMPS last longer

Since 1947, a Hydroseal Pump has been recovering shot from a rotary saw operation in Concord, N. H., at the rate of 126 tons a day. Installed by The John Swenson Granite Co., Inc., at less than half the cost of a bucket elevator, the system has saved additional money by giving trouble-free service and substantially reducing power needs. The complete satisfaction of the user is reflected by a recent order for a second Hydroseal Pump.



WRITE TODAY

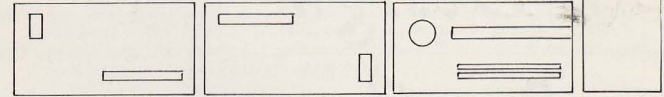
Whether you have a shot
or sand-recovery problem
in your plant or quarry,
let our experienced staff
of engineers help you.

THE ALLEN-SHERMAN-HOFF CO.

209 S. 15th Street, Philadelphia 2, Pa • Representatives in Most Principal Cities

... Not So Editorial

ANSWERS TO PROBLEMS IN
"NOTES FROM A DESIGNER'S SKETCH PAD."



REPUBLICAN LAMENT?

The card reproduced below is from a client of C. S. Metz, Ohio representative for Cross Brothers Granite Company of Northfield, Vt., who by reputation are also somewhat Republican-minded.

CALL WASHINGTON
Balance Sheet (Certified Year) Ending
December 15, 1949

Population of the United States.....	135,000,000
People 65 years or older	37,000,000
Balance Left to do the Work	98,000,000
People 21 years or younger	54,000,000
People Left to do the Work	44,000,000
People working for the Government	21,000,000
Balance Left to do the Work	23,000,000
People in Armed Services	10,000,000
People Left to do the Work	13,000,000
People in State and City Offices	12,800,000
People Left to do the Work	200,000
People in Hospitals and Insane Asylums	126,000
Balance Left to do the Work	74,000
Bums, and Others Who Won't Work	62,000
Balance Left to do the Work	12,000
Persons in Jail	11,998

Balance Left to do the Work 2
Two! You and I. And YOU'D Better Get a Wiggle On.
I'm Getting Damned Tired of Running this Country Alone!

BETTER
Buy Yourself a TOMBSTONE now and be Prepared.
C. S. METZ SALEM, OHIO

OUR LEMON OF THE MONTH

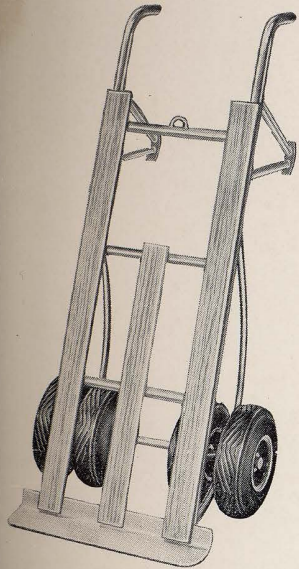
The old adage of "Lord, deliver me from my friends, I can protect myself from my enemies," was never more clearly emphasized than by the recent news releases that flooded the nation's press on the matter of the Ohio entrepreneur who had several beautiful and innocent damsels pass out cards saying "Come Up and See Me, in Room 202 Neil House, signed Nellie," at the Ohio Monument Builders Convention last February in Columbus, Ohio. This time-aged gag was undoubtedly known to all the friends of "Nellie," nee Kanuckel, ambitious and enthusiastic perambulating wholesaler with the "door to door" service, but of course the news-hawks found "the story" in making the memorialists first class "Rubes," and potential lechers. Needless to say this type of publicity can hardly be termed beneficial to the Memorial Ideal, and what's more we understand that more than one "stay-at-home" wife took a dim view of hubby galivanting at the Neil House, when the convention was at the Hotel Deschler-Wallick.

E. H. Whitaker

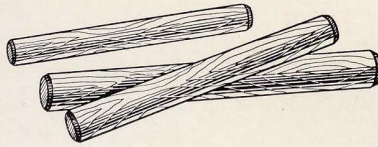


SPEED HANDLING WITH THESE PROVEN PRODUCTS

D-M DUAL WHEEL TRUCK:



Here is the monument setting truck. Sturdily constructed of 1 1/4" tubular steel with welded joints. Equipped with 4 - 12" x 4", 4-ply pneumatic tires with tubes mounted on a pressed steel wheel fitted with roller bearings. Overall width 27", length 63". 1500-pound capacity. Finish is bright aluminum and wood strips prevent marring polished surfaces. Weight—only 75 pounds. Here is value beyond expectations—price \$76.00.

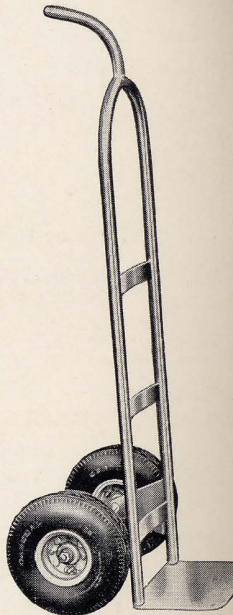


WOODEN ROLLERS:

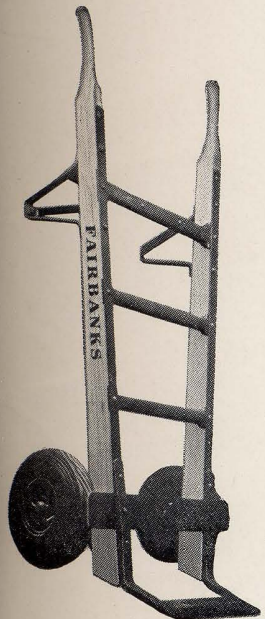
A first-grade roller turned from seasoned hard maple and guaranteed perfect. Better quality than ever. Any size—any quantity—made to your order. Prompt shipment. The Prices are Right.

D-M MARKER TRUCK:

Why use a monument setting truck to handle a marker? Light in weight, ONLY 29 POUNDS, sturdy, strong and built for its purpose. Handle **Markers and Light Work** easily, quickly and safely. Specifications: Wheels: roller bearing with 10" pneumatic tires. Frame: 1" tubular steel with welded joints. Dimensions: overall width 19 1/2", overall height 49". Finish: bright, rust-resisting aluminum. Capacity: 600 pounds.—Only \$24.40.



D-M UTILITY TRUCK:

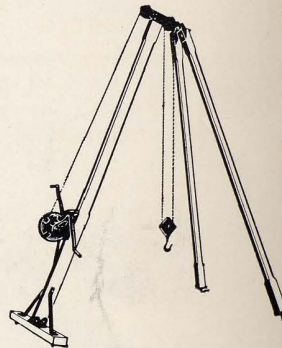


Wood frame reinforced with heavy steel straps. Same tires and tubes as on other models. Length of handles 60". Width at top of handles 25". Width at nose 15", nose 7". Weight 108 pounds. Capacity 1000 pounds. Price \$49.50.

All trucks illustrated are in stock—available for immediate shipment. The pneumatic tires will roll over any surface without the use of skids. Pneumatic-tired trucks are ideal for use around the display yard and in the cemetery. Will not damage grass.

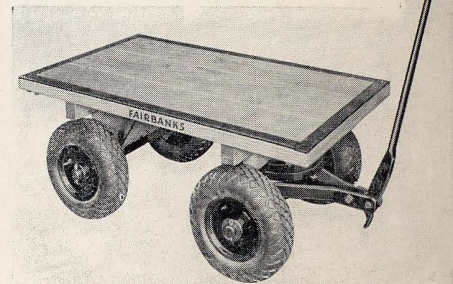
TRIPOD SETTING DERRICK:

Made particularly for setting monuments. Heavily constructed—although very portable. Furnished complete with geared winch, block and 100 ft. of cable. Capacities—2000, 3000 and 4000 pounds—12 and 14 feet high. You cannot afford to be without this equipment at the low price.



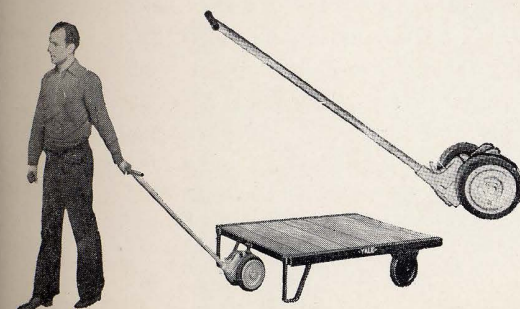
4 - WHEEL PLATFORM TRUCK:

Wheels roller bearing with 12"x4" pneumatic tires and tubes. 42" long x 24" wide x 17" high. Heavy hardwood platform bound around top edges with iron for reinforcement. Large fifth wheel prevents tilting. 2500-lb. capacity. Weight 165 pounds. Price \$95.50.



LIFT JACK TRUCK AND PLATFORM:

Excellent method for handling all your work. The Jack is light in weight and the platforms very durable and can be turned in a very small space. Specifications of Jack: height overall including handle 45 1/2", width overall 9", weight 52 lbs.—wheels 8" diam., 2" face, semi-steel with roller bearings. Platforms with 8" diam., 2" tread, semi-steel wheels with roller bearings.



DAWSON-MACDONALD COMPANY

THE COMPLETE SUPPLY AND EQUIPMENT HOUSE
BOSTON 10, MASS.

PITTSBURGH 6, PA.

BARRE, VT.

HEADQUARTERS FOR ABRASIVES BY CARBORUNDUM

Grains, bricks, and wheels of all sizes, especially for the CONTOUR and SLOT-
TING Machines, always in stock. BLASTITE* Aluminum Oxide, ALOXITE*
Aluminum Oxide, W.P.P. or CARBORUNDUM* Silicon Carbide Grain for Sand
Blasting, also DUTCH BRAND EZ STENCIL, and EVANS' 5/A DOPE.

*Registered Trade Marks of The Carborundum Company.

..... All Granite Polishing Supplies

When you buy from us, you are not only assured of Quality Products and
Real Service, but also of professional advice as to proper sizes of grains,
wheels, etc., based upon over 50 years of Experience supplying the Trade.

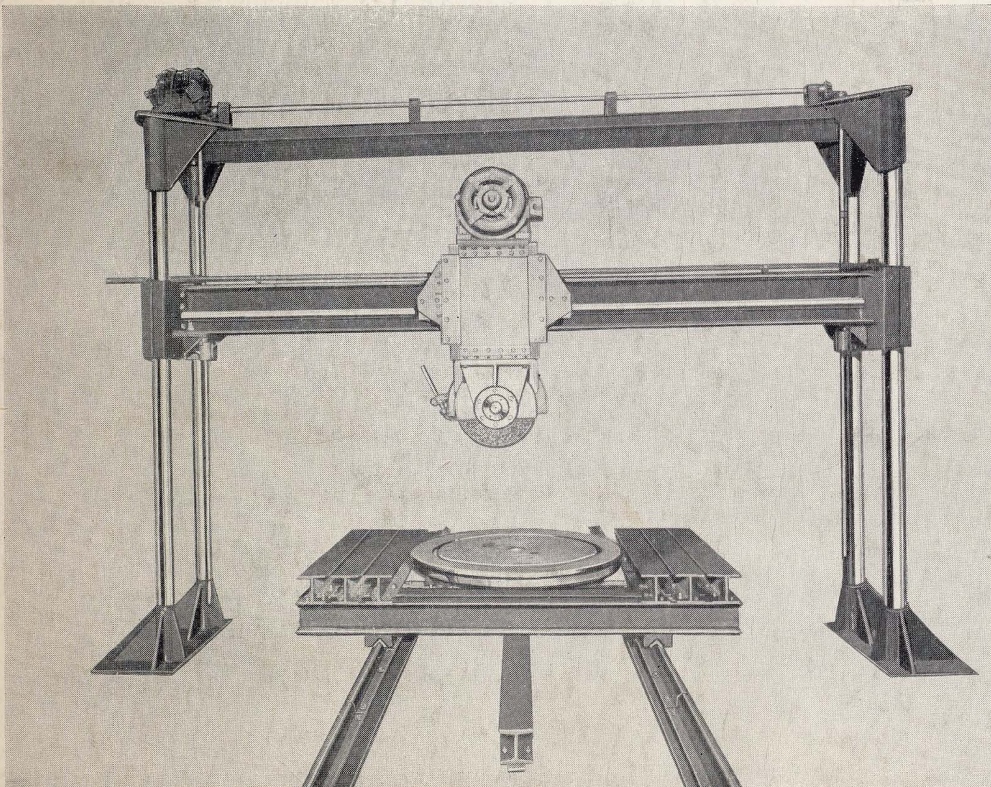
R. C. BOWERS GRANITE COMPANY

MONTPELIER,

Founded in 1888

VERMONT

LANE COMBINATION GRINDING and EDGING MACHINE



This machine has been in successful operation for the past nine years in the plant of J. O. Bilodeau & Co., Barre, Vt.

Grinds Flat, Serpentine or Oval Tops, Straight or Turned Ends, Joints and Moulding Work with Abrasive Wheel guided by Templates. This machine can also be used for cutting and edging.

Another lot of Grinders, containing several New Features, is now in the process of manufacture.

★

Write for ...

COMPLETE INFORMATION

LANE MANUFACTURING COMPANY

Established 1857

MONTPELIER



VERMONT