



# THE

# MONUMENTAL

# NEWS

JANUARY, 1895.

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VOL. VII.

NO. 1.

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# THE MONUMENTAL NEWS

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VOL. 7. CHICAGO, JANUARY, 1895. NO. 1.

THIS opening issue of the seventh volume of THE MONUMENTAL NEWS makes emphatic our wish that the New Year may bring renewed prosperity to all; for we cannot but profoundly appreciate the very material encouragement accorded to us and which has enabled the production of a number which we believe speaks decidedly for itself. To be assured so positively that the efforts to maintain a journal worthy of the important interests represented, commands at once our warmest thanks and continued and unremitting effort.

THREE Marble and Granite Dealer's Associations will hold their annual meetings this month. The Iowa association will meet at Cedar Rapids, Ia., January 9th, the Michigan at Detroit, January 16th, and the Wholesale and Retail Marble Dealer's Association of New England, January 23. The Nebraska Association will meet at Lincoln, Neb., February, 6th. The official calls for two of the conventions will be found in this issue and the indications are favorable for meetings of unusual interest. The committee on program for the Michigan convention has received a gratifying response to the circular letter issued to the trade in that state, a copy of which was printed in the MONUMENTAL NEWS for December. Much good will undoubtedly result from the discussion of such practical matters.

THE great thinkers have always maintained that no evil, or aggregation of evils, ever leave man in such a condition that he has nothing to be thankful for, and so after enduring two years of financial and business uncertainties such as have, perhaps, never occurred before in the history

of the country, 1895 should certainly find the marble and granite industries with much to be thankful for. Take it for all in all, the concensus of opinion is that these industries have suffered, proportionately, in a minor degree, compared with many others. While certain of the producing districts have seen hard times, there has not been that general business distress that has prevailed in so many other directions. And further, it is on record, that the retail trade has done a fair business in 1894, in many localities as good as in any previous year. So it must be with general hopefulness that 1895 should be welcomed, and while it may be difficult, owing to the continued uncertainty regarding financial legislation, to raise any exuberance, the very nature of things compels the belief that better business conditions are close at hand, for an excellent sign is that there is far more confidence in money circles than there was a year ago. Then in the iron industries there is an awakening, and this is one of the surest indications of returning prosperity we have. So then, welcoming the New Year, we do so with a certain confidence that it will usher in better times, and it is to be hoped that with renewed prosperity something may be effected to correct some of the evils in trade ethics, which have unquestionably been emphasized during the period of depression. Such a result in the light of the future will amply compensate for the sacrifices and difficulties of the past.

MR. HARRY HEMS, of Exeter, England, a sculptor and monument dealer whose work has brought him into the front rank of his trade, has recently won a handsome prize from an English magazine for an article on "Why I succeeded in business." We reprint his reasons for success from the *Undertakers' and Funeral Directors' Journal*, and commend their careful perusal to our readers:

(1st). Because all through my life I have had the blessing of the Almighty rest upon my efforts.

(2nd). Because I have never borrowed or received money I had not previously worked for; I have never backed a bill, nor has any one ever held one of my own.

(3rd). Because I have all my life abstained from betting, horse racing, and all games of chance.

(4th). Because, since starting in life on my own account, I have never followed other people. What I think is right, I am self-reliant enough to go ahead and do.



(5th). Because I have ever had the fixed idea in my head that a man best overcomes difficulties by daring to attempt them.

(6th). Because, as a rule, I have strictly avoided politics.

(7th). Because I have worked when others have played, and have educated myself into considering my own business my greatest delight.

(8th). Because my first efforts have always been to do all I undertake to do thoroughly well. "Money-making" has always been a secondary consideration. The bread thus thrown upon the waters has returned after many days—a bountiful harvest.

(9th). Because, since arriving at man's estate, I have *never* earned a sovereign without putting by two shillings of it for the relief of suffering humanity. Thus the result in two fortunes—one in houses and land, whilst the other is banked up aloft!

RHODE ISLAND now has two granite manufacturers' associations as a result of the decision of the original body not to unite with the Granite Manufacturers' Association of New England. The new organization has headquarters at Providence, but includes several of the Westerly manufacturers. The division was caused by a desire on the part of some of the Westerly manufacturers to remain independent of the New England association, in order to be in position to make agreements with the workmen contingent upon local conditions. This might be considered plausible, but it is directly antagonistic to the objects of the New England association, whose aim it is to bring all granite manufacturers into harmonious action. Speculation is rife concerning the outcome of the proposed changes in bill of prices to go into effect March 1st, which were outlined by our Quincy correspondent last month. There are some murmurings of disapproval at any decrease in the rate of wages per hour, while yearly agreements do not please all of the cutters, but that these matters will all be amicably adjusted in good season the MONUMENTAL NEWS is optimistic enough to believe.

WE ARE now entering another year of association work with the experience of the past for a guide. In another part of this issue a number of the presiding officers of the existing organizations give their views in regard to association work, what is doing and what is needed. One of the most pronounced needs is undoubtedly a keener interest on part of members not less than an increase in membership. It may be very decidedly asserted that all who attend these meetings receive large returns for the time and money it may consume. The time has gone when any man can carry on business and compete, as he must with his fellow tradesman or manufacturers, relying only on his own mental processes or local environments for the fulfillment of the natural law of progress. Interchange of experience, actual contact with others in the same line of work and proper determination of the rules that should govern honest competition, are

absolutely necessary in the prosecution of successful business enterprises, be they great or small. It is in these lines that associations should fill their missions. The social features can always be relied upon, and to some this has been the only advantage realized, while to others it has been the objection. But this is really only the cementing element to harmonize interests. The main object of Associations is generally and should be always educational—educational in the sense of imparting knowledge of existing but varying conditions and requirements of trade by exchange of experiences of members, and the development of just and proper methods of business, so that no matter how close the competition fair living prices should be maintained, which, while redounding to the honor and welfare of the trade, also results in just conditions between employer and employed. Association, which also means organization, in every interest connected with the world's progress and development has shown itself to have been the origin of all sustained effort. Free discussion tends to develop correct conclusions, which as principles can be engrafted into the methods of trade to far better purpose by the power vested in trade associations, through the harmonious mutuality involved in their creation and existence.

IT has been frequently stated that the Margaret Haughey monument in New Orleans is the first and only public monument to a woman ever erected in this country. This, however, is not a fact. The statue of Harriet Martineau, at Boston, by Miss Anne Whitney deserves first place, as it ante-dates the New Orleans statue by several years. The statue, a beautiful piece of work in marble, will be illustrated in our February issue, with a descriptive sketch from the pen of Mr. Frank T. Robinson.

BY THE courtesy of the State Department the following items of information, regarding exports from foreign countries to this, taken from the reports of U. S. Consuls General, are made public, for the June quarter of 1894: From Belgium: Stone, \$2,996.66, Marble, \$4,792.76. Germany: Statuary and Sculpture, \$4,230.42. Italy: Marble Statuary, \$45,852.26, Marble blocks and slabs, \$146,236.04, Pumicestone, \$6,101.09. Great Britain: Marble, granite, etc. \$102,454.78. The value of the imports of dutiable marble and manufactures of same for nine months ending October 1, 1894, was \$583,684, a falling off of \$314,934 over the same period of last year. The dutiable imports of statuary for the nine months ending October 1, 1894, footed up \$735,605, a falling off of \$503,094, from 1893. The domestic exports of American statuary have increased \$118,555 over the nine months of 1893.



## Memorial Wings.

SKETCH BY FRANK T. ROBINSON.



TROLL through the modern cemetery intent upon the study of wings and their relations to the objects they are attached to, keeping in mind that wings are a motive of flight, be they the anterior limb of the fowl or eagle, or the imaginative growth of the artist's angel, and you will conclude that the true sculptor, one who originates, has no easy task before him in the creation of these aerial appendages. In our great cemeteries, nine-tenths of the angels would not, if they were animated with life, be able to tour beyond the precincts of their sculptured confines, they lack not so much in the grace of composition as they do the possibility of strength and security if they were put in motion. Perhaps, like the halo, they are only symbolic, spiritual, suggestive of divine associations; indeed their functions are of the emotional sort, but for all that they should, like the draperies, have some feeling of a material nature, some practical semblance of lightness and possible usefulness.

In the imitative sense alone, there is no reason why the detail and lightness of the lifting limbs should not average nearer truth than they do, for the old and some of the new masters have set splendid examples of these heavenly designed instruments of propulsion. One has but to glance through the illustrated works of modern and antique sculpture to find any required design or proportion to suit the figure in process of construction or contemplation. The mechanical application alone is all that remains for the completion of the work. By a little effort and research you are furnished at sight

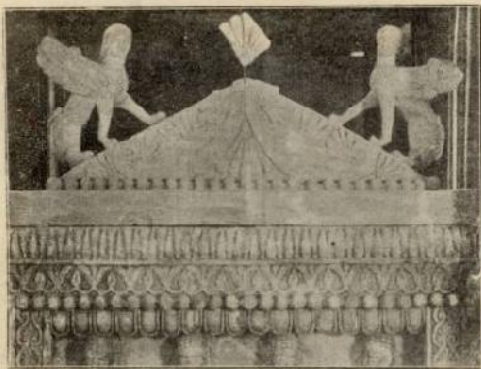


FIG. 1. GREEK SARCOPHAGUS.

\*Photographs by Chas. Balliard, Official photographer, Metropolitan Museum, New York.

with your subject, you have not to think, only to work. It were better to copy than to affect, steal outright than destroy good marble. A true sculptor makes his figure from the life, then drapes it; he is thus sure of exact anatomy, of correctness in the flow and fold of the garment, its movement and subtleness. He will study the wings of birds,

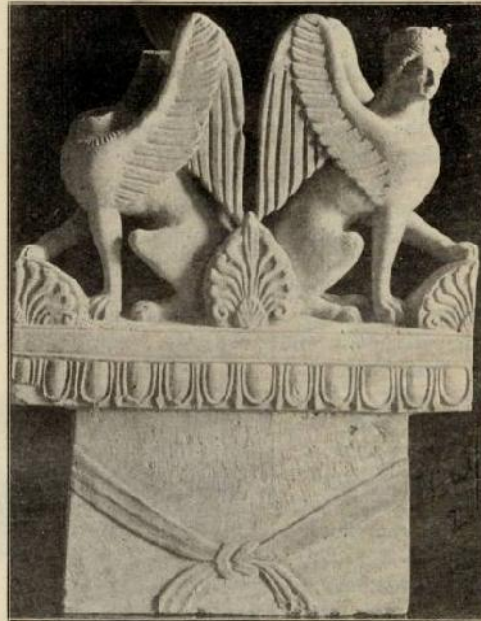


FIG. 2. GREEK TOMBSTONE.

those of mammoth proportions who live in high altitudes, examples are plenty in the natural history rooms, or at Central Park. He will get at the nature of these wonderfully constructed, delicate, beautiful limbs; he will sketch the details from others' works or from nature, then make his own applications. How few there are who make these endeavors! The result is too evident.

With these thoughts in mind, finding little inspiration for material in the cemeteries, the writer visited the Metropolitan Museum of Art in New York, so prolific in examples of handiwork and creative skill, archaeological and modern, and by the earnest assistance of that genius who has made the museum what it is, the Director General L. P. di Cesnola, I am able to illustrate the ideas.

Fortunately every step one needs to take, every detail one requires for the perfect design and completion of wings, may be found at that institution, and inspiration with it. It is interesting to study the conceptions of wings exemplified by the Greeks, Phœnicians, Persians, Romans, Assyrians and Egyptians in their memorial or votive sculpts,



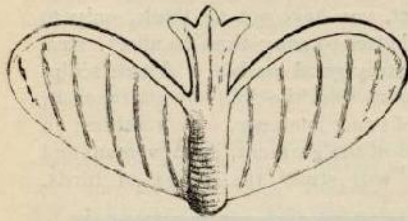


FIG. 3. MIR, OR WINGED DISK.

all fair types were, from Egyptian sources, the ancient sculptor never failed to impress one with the notion that the wings if exerted, would lift the wearers of them above the level of their environments. Take the sphinxes which adorn the Greek sarcophagus found in the Phœnician city Amathus by Gen. di Cesnola, and now forming a part of the grand, unexampled collection in the Museum. One will note, Fig. 1, the figures as similar to the Theban Sphinx, a lion's body, female head and bird's wings; though rude in some respects, one will not question that there is force and spirit in the wings, they certainly appear lighter in texture and material than the body; a better example, in fact one of the finest known, is shown, Fig. 2, in the Greek tombstone belonging to the same collection. The wings are the most perfect, airy and capable of use imaginable, both in construction and locality of attachment. They are proportionate, graceful and powerful and as harmonious as the beauty of the face and lines of the body require; also the weight of the monster guardians.

A much earlier example of the use of wings in memorial art, is shown in the Cesnola collection of Curium treasure gems. Here on one of the large scarabæus, deeply cut in Carnelian, is a hawk-headed sphinx and a seated deity before an altar. In front stands a man with hands raised in adoration, overhead soars the Mir, Fig. 3, or winged disk, emblem of the presence of divinity. (C. W. King, M. A. The Rings and Gems in the Treasures of Curium). The upward tendency of the wings impresses one with the feeling that they are desirous of escaping the confines of the collet, and well illustrate the sense of motion, crude as the engraving may be. These curious, quaint engravers and sculptors of twenty-five or more centuries past were keen observers of nature. They were well acquainted with beasts, birds, reptiles and insects; their very

language was symbolic in the highest sense.

Among the other ancient wings in the Museum which cannot be overlooked, are those decorative examples in sculptural relief on calcareous stone, and found in the Necropolis at Golgoi. This sepulchral stela, a part of the Cesnola collection, shows, Fig. 4, the upper section with the graceful conventional scroll forms containing two semi-sphinx crowned figures. The handsome faces, modeling and other details would make an independent article. These are rare types of feathered work, unusual in the sense that the wings are so seriously considered. The suggestion of the tree of life and its branches which would seem hardly strong enough to hold the sphinxes, gives one a good idea and feeling that the wings are performing their functions, they keep the objects in their proper places, the design is made complete by their use even though they are ornamental and exquisitely so.

Another conspicuous exhibit may be found in the Cesnola bronzes, which is styled the "Bronze Hawk," Fig. 5, and was found in the Treasure Chambers of Curium among the rich debris of ages.

Its companions for nigh on to thirty centuries consisted of sandals, spearheads, vases, cups, buttons, mirrors, bracelets, ivory handles, and a series

of bronze ornaments, doubtless parts of an iron chair or throne which had fallen into a heap. It is conjectured, rightfully, that the hawk was perched upon the chair back or hung over it, the pierced legs and wing sections as well as the ornamental work about the neck, indicating such a possibility. This sacred emblem always indicated the presence of Deity, and in this instance he appears as if about to alight after a flight.



FIG. 5. BRONZE HAWK.



FIG. 4. SEPULCHRAL STELA.



The wings are beautifully shaped, free and graceful in line, and a grand example of the Phœnician bronze. It was the "keen eyed hawk" that performed service with a companion, on the Baris or sacred fort of the Nile, where, on stem and stern they perched with wondrous grace.

(To be continued.)

#### Daniel Chester French.



IT is not probable that all of the philosophy of Concord will soon produce another such artist as Daniel Chester French, but it is safe to say that we would not have had this refined personality in American Art, had it not

been for the unusual surroundings of his youth. Born into that highly developed center of intellectual life, in the year 1850, the boy's lot was indeed a fortunate one. Every influence of family and of environment was such as to develop his sensitive, poetic nature.

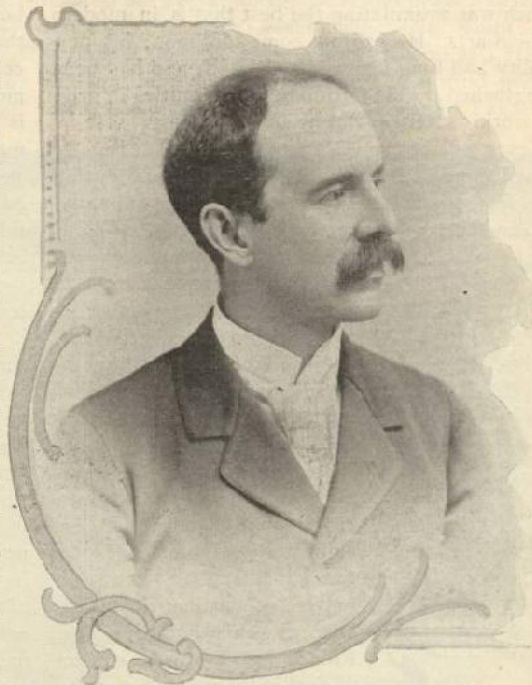
It is a pretty story, the record of the boy's first interest in art, of the crude little figures, which he worked upon with so much enthusiasm, and the encouragement which he received from sympathetic friends. I believe that the very first effort was a marvellous toad, carved from a turnip. One of the neighbors, to whose admiring gaze it was submitted, was no other than the gentle author of "Little Women," Miss Louise Alcott. She made the dreamy-eyed boy very proud by her commendation, and better yet, told him of a material more nearly suited to the sculptor's use, than a raw turnip.

As some may remember, there was an artistic sister in the Alcott household. She chanced to have some modeling clay, which was kindly offered to the future sculptor. His brother, the well known director of the Chicago Art Institute, has told me that he well remembers the day when the family buggy was hitched up and driven over for the precious material.

Now followed enthusiastic study, wild flights of fancy, and oftentimes the crushing defeats of childhood. The horizons of youth are so narrow, its moments of failure seem so final and so irrevocable! The most poetic natures do not always "yearn and yearn," however, they are sensible and whole-

some. Abbott Thayer used to paint dog pictures, "Shamming Sick," and similar themes. Nor did Daniel French begin with Venuses and Apollos, nor with "Spartacuses and things." Among his archaic works, I remember a Rogers-like, Dolly-Vardea group, and an irresistible pair of love-sick Owls. To be sure, "he worked the Apollo Belvidere hard," as says his brother, when at last the first order came, for the "Minute Men of Concord." It was awarded him at the meeting of the citizens at the town hall, presided over by Ralph Waldo Emerson—and the young man saw the portals of fame opening to him. It is interesting to note what this statue, so alert and so American in character, owes to its senior colleague of the Belvidere. One can hardly believe it, yet with exception of the left arm, the pose is almost identical. It speaks well for the untutored young artist, that he was able to impress upon this, his very first work, so much of his own personality and so much of the spirit required, that he completely concealed his classic model. How sensible and contained he was in it all, one can best appreciate by contrasting this stern, tense embodiment of patriotism, with the usual exuberant productions of beginners.

Somewhere, about this time, came a trip to Europe and a short period of study with Thomas Ball, for whose dignified works, Mr. French has always expressed great regard. With the exception of this



DANIEL CHESTER FRENCH.



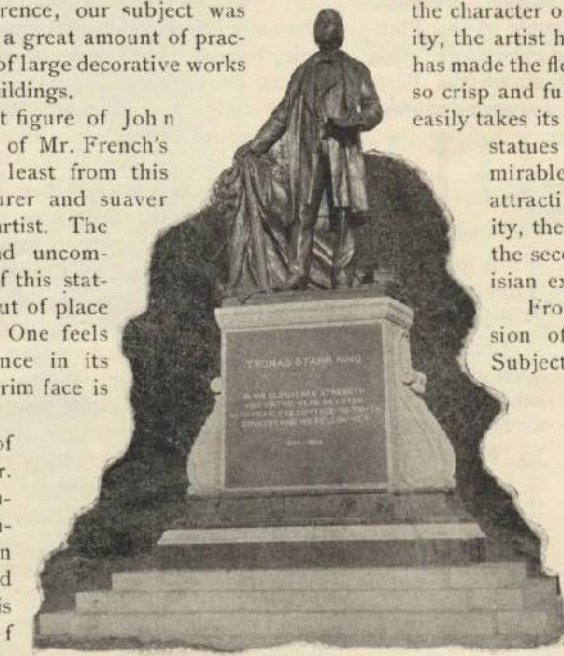
brief sojourn in Florence, our subject was self trained, gaining a great amount of practice in the execution of large decorative works for various public buildings.

The ideal-portrait figure of John Harvard, is the last of Mr. French's youthful works; at least from this point we find the surer and suaver touch of a matured artist. The slight angularity and uncompromising severity of this statue, does not seem out of place in such a subject. One feels the puritan inheritance in its very lines, yet the grim face is sweet and winning.

In the summer of 1888, I found Mr. French in a little studio off the Rue Campagne-Premiere, in Paris, whither he had resorted to model his important statue of General Cass, of Michigan, the marble of which now stands in the rotunda of the Capitol at Washington. Like a man who knows what he wants, and is not dazzled by the merely superficial, Mr. French was assimilating the best that is in modern Parisian art. He had not come too soon; his personality had long ago asserted itself, and had been strengthened by his fortunate opportunities in original work. Neither did he stay too long. He is, and ever will be American to the core. But he learned there in that one piece of work, and during those few months of observation, what will influence and perfect everything which is to follow.



GEN. LEWIS CASS.



THOMAS STARR KING MONUMENT, SAN FRANCISCO, CAL.

Knowing just what he wanted, he got more than most of us attained "over yonder" in years of immature strivings.

The Cass did not altogether suit some of the Frenchmen. He told me how Aizelin was disturbed by its ponderous and solid pose—resting equally on its two legs. He smilingly added that the eminent sculptor evidently thought that he "knew no better." But like St. Gaudens, with his Farragut, Mr. French had a sturdy subject to deal with, and selected the position best suited to reveal

the character of the man. With all its solidity, the artist has so well treated the surface, has made the flesh so mellow, and the drapery so crisp and full of color, that the figure easily takes its place among the best portrait statues of the country. It unites admirable characterization with no less attractive technique. The first quality, the artist had already shown, the second was the result of the Parisian experience.

From that day we have a succession of magnificent achievements. Subjects permitting of more poetic

expression than the General Cass have since fallen to the sculptor. The next one of importance was, I believe, the Gallaudet Group at Washington, D. C., one of the most delightful portrait monuments in the world. The famous teacher of the deaf and dumb is represented sitting in a chair, with a

little girl of eight or ten years beside him. He bends toward her with a sympathetic smile; she, with outstretched hand shapes a letter of the new language which he has given her. Her eyes look the gratitude of the little pent-up soul. The artist's conception is as beautiful as a strain of music; it almost brings the tears. The execution of the group is no less perfect. The composition of line and mass is most successful, though unexpected. The sweep of the child's simple dress, is happily employed, the straight little arm redeems from too graceful lines, and concentrates attention upon itself, leading the eye back finally to the wistful pleading face and to the gentle reassuring smile of the teacher.

In "The Angel of Death and the Young Sculptor," it seems to me that American memorial sculpture has reached its high-water mark. Nothing up to this time, has approached it. At the World's Fair, surrounded by the indecent extravagances of Italian carvers and the clever plastic jokes of the Spanish modelers, it rose superb—the expression of a self respecting master of a noble art. In its presence I used to find myself involuntarily removing my hat. Putting aside the actual significance of the idea, which appeals to all though so differently, we found in the handling of the Millmore memorial, some new and interesting features. The artist has attempted no portraiture; the young sculptor is not Millmore, though Mr. French was





THE GALLAUDEY STATUE.

reminded, after the Sphinx was introduced and turned around, and re-modeled, that Millmore had actually carved some sphinxes for the Mt. Auburn cemetery, I believe.

In a way, the *motif* of the relief suggests for a moment, Watts' "Love and Death;" but how much more beautiful and impressive this mysterious angel form, than the grizzly, threatening *something*, which presses irresistibly upon the figure of Love in Watts' famous painting. It is, to be sure, only a question of point of view. Mr. French's Angel may be looked upon as a friend, even a benefactress, as Dr. Jenkin-Lloyd Jones has interpreted it in an eloquent and suggestive sermon.

The way in which the artist simplified and etherialized the face of the Angel was very interesting. One felt firm modeling underneath it all, but a slight blending together of the forms avoided all sharpness and angularity. The overshadowing mass of drapery cut off all direct light and shrouded her face in a misty half-tone.

There was a great lesson too for any young sculptor in the treatment of those magnificent wings. Their masterly simplicity was emphasized by the proximity of certain Italian angels, with finely combed feathers.

In Mr. French's great work, while the construction of the wing is perfect, the surface is exceedingly simple and plastic, with only here and there an

accent. But this accent is quite enough,—far more effective indeed, than a monotonous teasing of the entire surface. All in all, Mr. French has given himself in this admirable work, a standard of excellence so high that it would seem to require his utmost striving to surpass it.

Amid that endless array of sculptural decorations with which the Columbian Exposition was adorned, the work of Daniel French stood preeminent. It is unnecessary to explain that this was not alone because of the enormous size of the figure of the Republic. That crowning feature of the Fair, was more than a big figure, it was a great one. Many did not like her, but it was not his problem to make a merely pretty composition. He took his commission most seriously. His the task to represent what is more enduring than the Exposition. He realized too that his statue was to enter into an architectural scheme of classic spirit. The Republic was to be seen from a distance, in connection with those buildings; it must be a monument as well as a statue. Hence its symmetry and balance. Hence the straight, severe lines of the lower portion of the figure. Its archaic severity was not accidental. The artist studied long on his problem until the monument stood reduced to its last terms, a triumph of artistic achievement.

How its long lines and broad masses insist upon leading the eye up to the arms and head, until they rest upon the stern sweet face. No doubt Mr. French could have made her as graceful as a Hebe, as "squirmful" even as Bernini's contorted divinities, but he knew better. LORADO TAFT.



ANGEL OF DEATH AND THE SCULPTOR.



## The Monuments of Milwaukee.



LEIF ERICSSON STATUE.

MILWAUKEE is not a monumental city. Indeed, it is a matter of surprise that a city of its age and size and wealth, and one so well-built and beautiful withal, should have so few public monuments. In matters of art generally, she is well advanced. In architecture, her churches show some strikingly beautiful examples, and one of these contains what is conceded to be the finest stained-glass window in America, a life-size reproduction of Dore's "Immaculate Conception." Her

Art gallery is a model of beauty, and prior to the erection of the new Art Institute at Chicago, was superior to anything of the kind in the west. It cost \$400,000, and was the gift of one of her citizens, Frederick Layton, who also contributed many of the works of art which it contains. It may be added that there is not a picture in its large collection, nor a piece of marble, that is not a gem; nearly all are by noted artists. Many private residences also, have costly collections of paintings and sculpture; while the cemeteries, in the richness of their funerary monuments, show that a discriminating artistic taste has predominated when a large sum of money has been expended in that direction. All of which evidences the fact that the art impulse is not wanting in Milwaukee, and in due time it will doubtless assert itself by the erection of more statues and monuments in public places.

## JUNEAU MONUMENT.

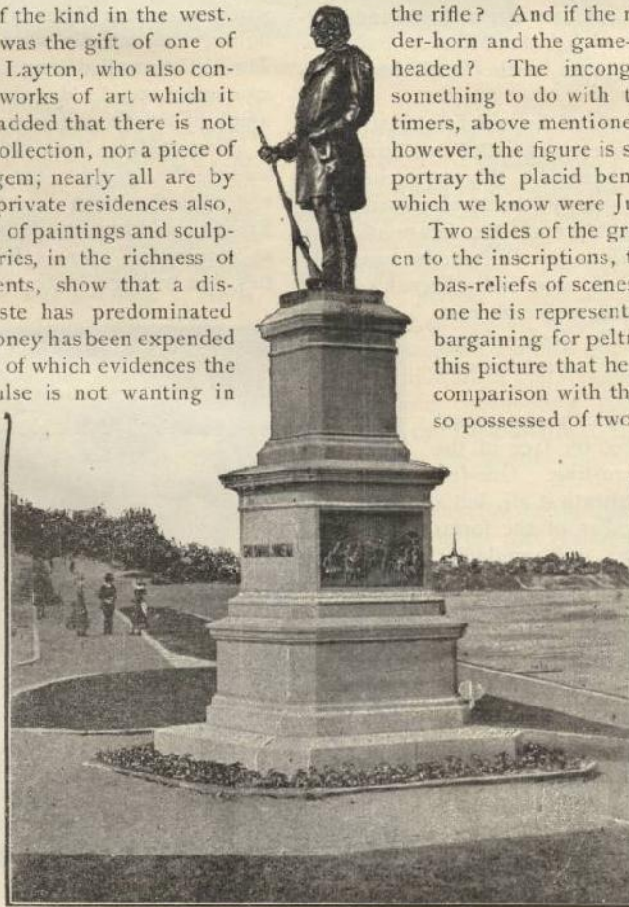
The shrine to which Milwaukeeans lead their visitors is the Juneau Monument, situated in Juneau Park on the lake front. Solomon Juneau was the first white settler, first postmaster, first president of the village and first mayor

of the City of Milwaukee. Naturally he stands "first in the hearts of his countrymen," especially the old settlers, two of whom caused this monument to be made and erected to his memory.

The figure is of bronze, heroic in size, and in profile, as one approaches it, might be mistaken for a statue of Washington, modeled from the Houdon cast. The resemblance is most striking. It is said, however, by those who knew him, to also resemble the stalwart pioneer whose effigy it is. We are told that the old-timers, when they saw it for the first time, viewed it with moistened eyes, though for that matter a descendant of Columbus is said to have wept over an alleged portrait of the discoverer which was afterwards proved to be of another fellow. And it may be that Juneau did resemble Washington in facial features, as he undoubtedly did in some traits of character, notably his probity. He stands here in the garb of a frontiersman, though devoid of head-gear, and leaning upon a rifle. Juneau was not a hunter, and his relations with the Indians were of a most peaceable sort. Why, then, the rifle? And if the rifle, where is the powder-horn and the game-bag? and why bare-headed? The incongruity may have had something to do with the tears of the old-timers, above mentioned. Aside from that, however, the figure is strong and the features portray the placid benignity and kindness which we know were Juneau's.

Two sides of the granite pedestal are given to the inscriptions, the other two to bronze bas-reliefs of scenes in Juneau's life. In one he is represented in an Indian camp, bargaining for peltries. We learn from this picture that he had a cap and, by comparison with the figure above, was also possessed of two frontiersman suits, of

different cut. The modeling of the Indian figures and camp is fairly good, on the whole, though the canoes shown would not hold one of the Indians stretched at full length, and who ever saw a birch-bark canoe that was not at least twice as long as its occupant? The other tablet shows the inauguration of Juneau as first mayor, and it



JUNEAU MONUMENT, MILWAUKEE.



is perhaps the best feature of the sculptor's work. A bust of Washington over the mayor's chair, diminutive though it is, brings the resemblance of features above referred to into greater prominence. The location of this monument is most happy. It stands upon a bluff, a hundred feet above the lake, facing the roadway through the park, and is the most conspicuous object in the park. R. H. Park was the sculptor.

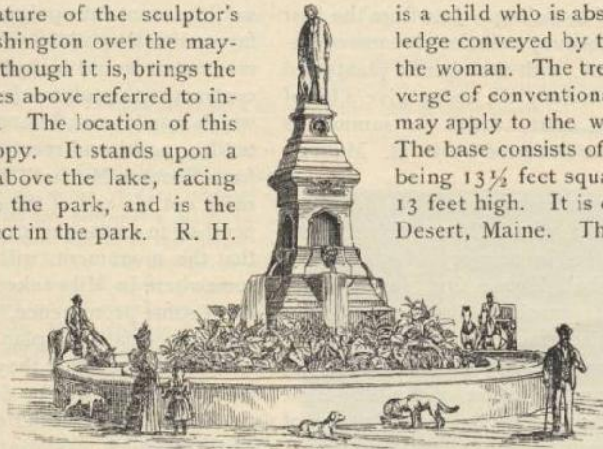
## LEIF ERICSSON, REPLICA.

On the same bluff, a block north of the Juneau monument, boldly projected against the horizon (for you can scarcely view

it without the lake for a background), stands a bronze replica of Boston's Leif Ericsson, by Miss Anne Whitney. This was presented to the city by a Mrs. Gilbert. It stands upon a red sandstone pedestal, in shape and design resembling the one at Boston, notably deficient, however, of the bas-reliefs and the grinning figure head which ornaments the prow of Leif's bark. The modification was in accordance with a stipulation made by the Boston people when they conceded the replica, being unwilling that a western town should have an exact counterpart of their treasure. But the effigy is the same—a beautiful piece of modeling, anatomically correct, no doubt, and picturesque, but languidly effeminate. This statue was never formally unveiled, but when the World's Fair Viking ship was here, in 1893, the crew, together with a multitude of Norwegians, gathered about its pedestal and listened to Norse eloquence about Norse discoverers for a whole afternoon, and the wreaths which they laid at the feet of Leif, are still there. Comparing these modern Norsemen with the bronze type close by, one could not but notice how sturdy and masculine the Norse sailor had become since the epoch intended to be commemorated by Miss Whitney's work.

## WASHINGTON MONUMENT.

The Washington Monument, which stands at the lower extremity of Washington park, is the work of R. H. Park. The statue is in bronze, heroic, and represents Washington as commander-in-chief, in full uniform of that rank, and wearing a three-cornered hat and high top boots. The attitude suggests reflection; the figure is dignified and the drapery gracefully disposed. Upon the simple pedestal below is the name which Greenough omitted from his celebrated statue, and the visitor's attention is called to the fact by a bronze female figure pointing to the name. Grouped with this figure



HENRY BERGH FOUNTAIN, MILWAUKEE.

is a child who is absorbing the didactic knowledge conveyed by the extended forefinger of the woman. The treatment is classical to the verge of conventionality, and the latter term may apply to the whole monument as well. The base consists of four steps and pedestal, being  $13\frac{1}{2}$  feet square at the foundation and 13 feet high. It is of grey granite, from Mt. Desert, Maine. The casting of the bronzes

was done at Florence. The entire cost of the monument was \$20,000, and was a gift to the city from Miss Lizzie Plankington.

## BERGH FOUNTAIN.

Some four years ago the Wisconsin Society for Prevention of Cruelty to Animals, caused to be erected in Market Square a monumental fountain. It consists of a circular basin, of Barre granite, thirty feet in diameter, in the center of which is a mound of rustic rock-work. From this rises a pyramidal pedestal surmounted by a life-size statue of Henry Bergh, in whose memory the monument was erected. He is represented as leaning slightly forward to receive the grateful look of a dog, sitting at his feet, whose broken leg, in splints, gives evidence of his humane benefaction. The idea is a good one and doubtless unfolds its moral lesson, every day, to the multitude who patronize the fountain, notwithstanding it



WASHINGTON MONUMENT, MILWAUKEE.



is a wretched piece of modeling. Jets from the four sides of the pedestal convey constant streams of water to the basin, which, with the aquatic plants and the mosses and ferns among the rocks, give a bit of freshness to the busy mart, which in summer is most grateful. It was designed by J. H. Mahony of Indianapolis.

#### NEWHALL MONUMENT.

A monument was erected in Forest Home Cemetery, several years ago, in memory of those who perished by the Newhall House fire, January 10, 1873. It consists of a granite column rising from a circular base, likewise granite, upon which tablets are set, radiating from the shaft. These tablets, eleven in number, bear the names of the fifty-eight victims of that holocaust, the remains of many of whom lie buried beneath.

#### MONUMENTS PROJECTED.

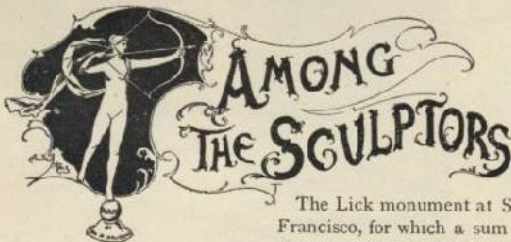
A number of monuments have been projected, but temporarily abandoned for financial reasons. The late Alexander Mitchell conceived the idea of a Soldiers' monument to be placed in the park in front of his residence. He put the matter into the hands of his son, John. The latter neglected it,

until he went into politics, when, in order to win favor with the soldier element he stated that the monument would be built. He went so far as to contract with sculptor John Conway for the work, which was to cost \$25,000. Mr. Conway submitted his model and received something over \$5,000 from Senator Mitchell, but the latter has refused to carry out his end of the contract, and a suit is now pending in consequence. It is likely, however, that the monument will be finished and set up somewhere in Milwaukee. Mrs. Lydia Ely, an artist of some prominence, has submitted to the monument association a plan for raising the funds, and it is understood that they have approved of it, and that the matter will be pushed to completion.

The German-American monument project of which so much was printed two years ago, is also dormant. This likewise was to cost \$25,000. Prizes were offered for the best design, and the first prize, \$500, was awarded to Alois Locher, whose quite elaborate and pretentious design gave general satisfaction. For some reason the funds have not been raised to go on with the work, though it is believed that the project may yet be carried out.



"THE LAST OF THE SPARTANS," LAYTON ART GALLERY, MILWAUKEE.—G. TRENTANOVE, SC.  
(Photograph by T. E. Hutchings.)



The Lick monument at San Francisco, for which a sum of \$100,000 was set aside by will by the late James Lick, and which was to be descriptive of California, is already, long before completion, receiving considerable criticism. The design in the main is a granite column, some 46 feet high, surmounted by a female figure, Eureka. Four wings project from the base of the column, upon which bronze groups

of statuary are mounted. On the pedestal of the column itself, are four bronze bas-reliefs—"Crossing the Sierra," "Cowboys Lassoing a Bull," "Trappers trading skins with Indians," and "California's Progress under American Rule." About the pedestal are five portraits: James Lick, General Sutter, Admiral Drake, General Fremont and Father Junipero Serra. The groups on the wings are: "Early Days," with figures of Spaniard, Friar and Indian; "In '49," with three miners; "Commerce," and "Agriculture." A number of inscriptions are also distributed about the monument. The modeling of the groups was done by Victor Guglielmo, a German sculptor. M. Happersberger is sculptor and contractor for the monument. The granite is from Californian quarries, and the bronze work is being cast in San Francisco. Among the published criticisms are: lack of proportion in the design, and a general stiffness pervading the whole. One paper declares that the composition of the groups may be typical, but it is not artistic, and that there is something am



teerish about the whole performance. This is one of the many opportunities where an Art Commission could have demonstrated its right to exist.

J. MASSEY RHIND, the New York Sculptor, is at work on a thirteen foot bronze statue of John C. Calhoun, the statesman, to take the place of that already in existence in Charleston, S. C. Mr. Rhind has been in Charleston studying the painting of the eminent southerner, with a view to creating a portrait statue. The sculptor has also prepared a design for a monument to Gen. John C. Fremont, who is at last buried in Rockland Cemetery, near Sparkill, N. Y. The monument will be of granite of large dimensions, in form a tapering shaft surmounted by a cross in deference to the General's reverence for that emblem, and his wife's wishes. Mr. Rhind has also submitted a sketch for the proposed soldier's monument at Syracuse, N. Y.

M. PARIS, a French sculptor whose works attracted much attention at the World's Fair, has recently had another work of his unveiled at the town of Villeneuve-sur-Lot in France. It is a colossal group about seven feet high, entitled: "The Republic Presenting to the World the New Century." The idea of the design is presumptuous and egotistical, but the work is pronounced to be very fine, and will add to the fame of the sculptor. The Republic is represented by the handsome figure of a woman who stands upon the globe, while the new century is typified by an infant which she holds in her hands above her head. The figure of the woman is heavily draped, unusual in French ideal statuary, but the modeling and general appearance of the work are very graceful and proportional. It is a work of art.

FREDERICK MAC MONNIES has forwarded from Paris photographs of the first sketch in clay of the War group for the Indianapolis soldier's monument. The scene is a group of soldiers in which there is a prostrate horse wounded in the forward pitch of battle. The officer riding the horse has just succeeded in extricating himself from the fallen steed and is calling upon his men to follow him, with the boy drummer on foot. His sword points the way toward the enemy. In the background above is the Spirit of War, a winged goddess blowing the trumpet for the onslaught. There are four views of the group in the collection of photographs forwarded. The group is in full keeping with the size of the monument. The attitudes give one a thrilling impression of irresistible advance.

THE INDIANAPOLIS Soldier's Monument Commission has awarded the contract for the bronze statue of William Henry Harrison to Mr. Mahoney. The price is said to be \$4,000. Mr. Mahoney has just completed the clay model of George Rogers Clark, which is reported to be a fine piece of work. This is to be finished in 1895 and the Harrison in 1896. The commission has been engaged on the problem of the preservation of the stonework of the monument which suffers in this changeable climate. The bannister of the turret has been covered with copper, and conduits have been provided to carry off water instead of allowing it to run down the stairways. A large amount of the stone of the Cascades has been rejected.

KARL BITTER has completed the heroic figure of Joan of Arc and St. Louis for the Vanderbilt mansion at Asheville, N. C. Both figures are standing; the Joan resting easily on the right limb appears to be clad in a light armor, and with folded hands about the flag at her left, whose drapery falls over behind her, is rapidly gazing upwards. The St. Louis is another striking figure which rests on the left limb and is draped in a flowing robe-like garment. He is clasping the hilt of a huge sword

in his right hand as a staff, the point of which rests in the ground at his feet. The face appears to be looking intently in front of him and as if arrested in his movements and awaiting a development. Both figures are to be cut in sandstone for the entrance hall of the mansion.

#### Pere Marquette, by Trentanove.



PERE MARQUETTE.

Eight designs were submitted in competition for the statue of Pere Marquette to be placed by the state of Wisconsin in Statuary Hall at the National Capitol. The great Jesuit explorer of whose personal appearance there is little, if any accurate knowledge, was represented in a variety of ways by the several contesting artists: Short and tall, fat and lean, clean shaven and with an Aaron's beard. The commission was finally awarded to Gaetano Trentanove, a Florentine artist who has had a studio in Milwaukee for a year or two past, engaged in modeling busts of Wisconsin men of prominence, to be placed in the rooms of the State Historical society at Madison. Signor Trentanove's model, a photograph from which is shown here, represents the missionary standing in an attitude of rest. In the right hand he holds a Bible, while the left draws aside his mantle. The Jesuit garb and the crucifix betoken his holy calling. Pose and face are dignified, and the drapery is artistic in its arrangement. It must be said, however, that the whole figure is conventional, and lacks that strength of character which we are told Father Marquette possessed. Probably the enlarged statue (it is to be heroic) will bring the accredited trait of the great missionary-explorer into greater prominence. For Trentanove's work, as seen at the World's Fair, shows him an artist competent to handle a commission of this importance. Two of his figures, "Art," and "The Last of the Spartans," both marbles, are at the Layton Art Gallery at Milwaukee, and are much admired, no less for the strength and beauty which the modelling shows than for their faultless workmanship both on figures and pedestals.



**St. Rochs' Chapel, New Orleans.**

The Chapel of St. Rochs, (pronounced St. Rox), is one of the sights of New Orleans. It was built in 1875 by Father Davis—whose tomb is beneath the floor in front of the altar—as a mortuary chapel, and stands in Campo Santo Cemetery. The cemetery is only two blocks in extent, and is divided by a street so that the ground is in two separate sections, each inclosed by a brick, cement covered, wall, with quaint, low towers or bastions at the corners. It fronts on Washington Avenue, away out on the edge of the swamps in the third district of the city. The surroundings are unprepossessing and apparently unwholesome. Stagnant water stands in the open drains that are cut through the



ST. ROCHS' CHAPEL, NEW ORLEANS.

waxy black soil on both sides of the streets, and the entire appearance of the vicinity suggests malaria, yet the streets are fairly built up with dwellings quite out to the cemetery walls.

The main entrance is overhung by a large weeping willow that droops about the iron gates, and partly shrouds a little lodge just inside, where an attendant is always at hand to sell at five cents each, candles, of which dozens are constantly burning before the chapel altars.

The chapel itself has been likened by some one, (Charles Dudley Warner, I think), to a kitchen clock, and when seen from the front, its tall, narrow outline does give it an odd resemblance to an old fashioned clock, the bell opening far up the front of the gable standing for the dial face. It is dressed in living green, its covering of *Ficus repens* clinging so closely that the walls of concrete are almost hidden and the roof will soon be smothered in foliage. Altogether it wears an old world aspect

that sets it apart from the general run of American cemetery architecture.

The interior of the building is even more contracted than the exterior leads one to expect, because the slight projections on either side, like rudimentary wings, are tiers of tombs, the inner closed ends of which form the side walls of the narrow, high room. The blue domed ceiling is sprinkled with golden stars that show faintly in the dim light filtering through windows of stained glass. A small gallery above the entrance is used by a choir for the infrequent chapel services, of which the principal one is the annual celebration of the Feast of St. Rochs, held on August 16th, St. Rochs' Day.

Although built as a mortuary chapel, St Rochs' was turned into a votive shrine by the public during the Yellow fever scourge of '78, (St. Rochs being the patron saint of the sick and troubled), and has grown famous in its new role. Persons from the most distant parts of the city make Novena there when desiring relief from illness or sorrow. They come in person for nine successive weeks, (always on the same day of the week), to burn candles and say prayers before the altars. The interior of the chapel is decorated with paintings illustrating the principal events in the life of St. Rochs, who, according to tradition, or Church history, was born at Montpelier, France, in 1312, of noble parents, being the only child of a mother who had long prayed for a son. He was found at his birth to bear on his left breast a red cross, and was consecrated by his mother to a holy life. But his own heart seems to have turned from earliest childhood in love and pity to the sick, the poor, and the afflicted; to these he gave not only his time and strength, but his inheritance—himself wearing the garb and living the life of a member of the order of St. Francis. After suffering poverty, sickness and distress, he was mistaken for a spy on his return from a pious pilgrimage to Rome, and being thrown into prison, died in 1337, alone and uncared for in a dungeon. On the site of his prison, the original Chapel of St. Rochs was built.

The popularity and efficacy of the patron saint of illness and trouble find abundant proof in this new-world chapel of St. Rochs in the numerous canes and crutches abandoned there by persons restored to health; by occasional waxen feet and hands that are hung on the altars as thank offerings, representing the restoration of the use of those members; and especially by small marble tablets inscribed with "Thanks" or "Merci" that are so numerous as to face the fronts and sides of the altars, and the walls in their vicinity. Some of these marks of gratitude also bear the names of the donors. Most of the tablets are about six inches square,



though some are larger, and occasionally there is one in heart shape. The last undoubtedly stand for the satisfied affection of some maid who has made Novena there, seeking relief for that illness of the heart called Love.

St. Rochs is in high favor with the young folks of the Crescent City as a mediator in lover's quarrels. I strongly suspect that an innocent faced young girl in a fresh, crisp muslin, whom I ventured to ask a few questions as she hastened towards the chapel, candle in hand, was begging the saint's intercession to untangle a difficulty between herself and some happy-go-lucky man, who knew full well that she would bring it out all right some way and save him the trouble. When the same little maid learned that I was making my first visit to St. Rochs, she lost no time in advising me to wish for something before leaving, as it was certain to come true; which in itself was convincing proof of a kindness of heart that would put the masculine half of the quarrel in the wrong in the mind of every reasonable man or woman.

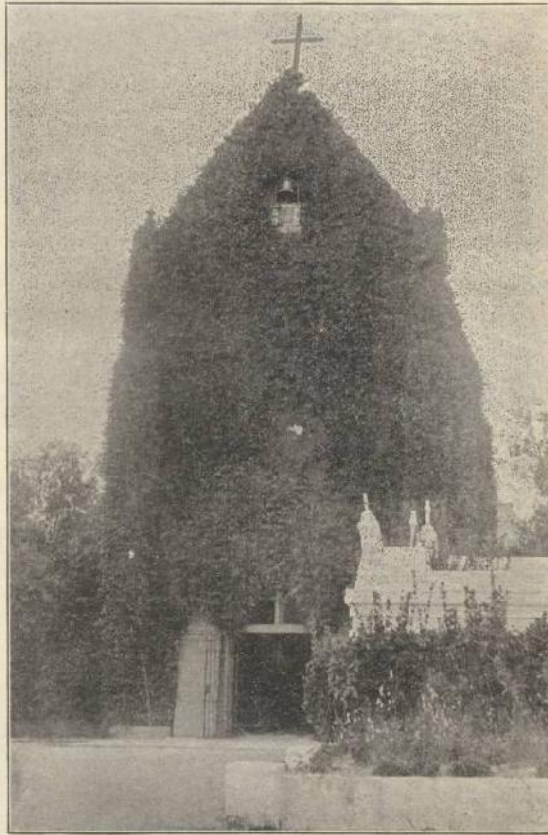
Scattered through the enclosure are the twelve stations of the cross, and before their altars some one is ever stopping to breathe a prayer. Near one of the stations there is growing what is called there, sacred heart clover. The leaves are a tre-foil, about the size of white clover leaves, but on each one there is a small heart, blood red in color. I believe it to be the so-called Calvary clover, (*Medicago echinus*) said to be native to Palestine. The name of Calvary clover is due to several peculiarities. It is alleged that if the plant is to thrive the seed must be sown on Good Friday; then when the plants are young the leaves bear the heart-shaped spots, like freshly spilled blood, that are said to remain bright for a time and then gradually fade away. The three leaves composing the trefoil stand erect during the day in the form of a cross; but at sunset the arms of the cross are drawn together and the upper leaflet bows over them as if in prayer. In good time the plant bears small yellow flowers that are followed by little spiral pods bearing sharp prickles, and as the pods ripen these curl up and interlace with one another, forming a ball which when fully ripe, may be unwound, (the soft lining to the pods being first removed), and easily twisted about the fingers into a miniature crown of thorns.

So, by its blood-stained leaves, extended arms, bowed head, and by the day when the seed is placed in the ground to await resurrection, the plant has gained its name of Calvary clover.

Campo Santo Cemetery contains both tombs

and graves. That the latter should be permitted seems unaccountable, for when graves are dug water stands in them before interment takes place, so that the boxes are put directly into the water unless temporarily baled out. This being the case, how any one can choose the vicinity as a place of habitation is incomprehensible. The crying need of New Orleans, of all places, seems to be Crematories, and the compulsory use of them.

In New Orleans, funerals are made occasions of much ceremony, especially by the colored people,



ST. ROCHS' CHAPEL, NEW ORLEANS.—FRONT VIEW.

and an imposing funeral cortege does much to assuage grief, and is also good ground for subsequent pride and satisfaction.

But there are compensations for all things. Funeral notices in French and English are tacked to corner trees and posts throughout the city. On reading one of them one day, the writer commented to a resident on the high death rate. The characteristic answer was: "Yes, but the people here do enjoy funerals so much."

FANNY COPLEY SEAVEY.





To the Marble and Granite Dealers' Association of Michigan.

**GREETING:** The Fifth Annual Convention of the Michigan Marble and Granite Dealers' Association will convene at the Wayne Hotel, opposite the M. C. R. R. depot, Detroit, January 16th and 17th, 1895. Meeting to be called to order at 1:30 p. m. on the 16th.

A full attendance of all members is earnestly desired, as business of special importance and vital interest to all will come up for discussion and action, among which will be the revision of the constitution and by-laws of the Association.

A cordial invitation is extended to all dealers in Michigan and Canada to attend this meeting. Come and give us your ideas. In all lines of business, incidents will arise, which individually we are unable to settle purely upon their merits, and which require organized action to adjust equitably.

A branch of our business brings us in contact with one of the strongest and most aggressive organizations in this country, which assumes that "might is right" and it devolves upon this association to prove to them that "right is might" and must stand to the end. Therefore, come one and all, and let us reason together for our mutual protection and good.

Our last semi-annual meeting at Fort Huron, Aug. 1st and 2nd was an affair upon which all that attended, look back with pleasure, and we trust that this coming meeting in the "City of the Straits" will not be lacking in this respect.

ALEX MATHESON, President, C. S. HARRIS Secretary, Lansing, Michigan.

\* \* \*

To the Marble and Granite Dealers of Iowa:

**FIRST ANNUAL MEETING.**

**GREETING:** The first annual meeting of the Marble and Granite Dealer's Association of Iowa will convene at the Grand Hotel, Cedar Rapids, Iowa, Wednesday, January 9th, 1895.

The date is fixed at a time when dealers are the least busy, and ought therefore to find it convenient to attend.

We shall have a large representation with us from the wholesale trade, and we may be pardoned for suggesting that you will never have a more favorable opportunity to place your spring orders, if competition is desired.

Cedar Rapids is centrally located and easily reached from all parts of the state. Hotel accommodations are ample, and reasonable rates are assured.

Several topics of interest to the trade at large will be discussed by different members selected for that purpose, and we believe the suggestions and advice given by them will be of great benefit to all.

To the skeptical dealer who can see no good in association work, we extend a specially earnest invitation to come, and if we do not "compel you to join us voluntarily," we will do you no

harm. You cannot deny that the general tendency of our business is *downward*. Let us try and unite in doing something to elevate it. We may do each other and our calling good. We will certainly do each other no more injury than we are doing every day.

It was the *unanimous verdict* of all who attended the organization at Marshalltown that "it was good to be there." May we not have the pleasure of enrolling your name, and thus have the benefit of your experience and councils? We want to make our association *the* association of the United States. Will you not join us in our good intentions?

J. M. SEARLES, President, W. W. WOODS, Secretary and Treasurer.

#### Prevailing Ideas on Trade Associations.

THE question of Trade Association being an important one, MONUMENTAL NEWS, a short time since, addressed the presidents of the several associations, to ascertain what views generally prevailed in regard to the existing organizations, and the following are the fruits of the effort.

\* \* \*

Mr. J. M. Searles, President Iowa Marble and Granite Dealers Association, is a firm believer in the efficacy of state



J. M. SEARLES,  
President Iowa Marble and Granite  
Dealers Association.

sites to success in association work.

\* \* \*

#### "FOSTERS INDIVIDUAL INTEREST."

Associations of men for any purpose tend to increase individual interest in the object for which they are formed. If rightly conducted they are elevating in their effect and the personal



J. W. GOODELL,  
President Retail and Wholesale Marble  
Dealers Association of New England.

contact of man with man should and, I believe does, stimulate the thoughts by the addition of new ideas, help one out of old and badly worn ruts or methods that have been long used. Sometimes a new way or method suggests itself from either the failure or success of another, in the manner of making sales, the way of constructing, ornamenting, or even in the methods of setting in place the completed work. The workers of marble and granite have such a varied experience and wide range in their products, that





# CHAS. H. MORE & CO.,

Exclusively Wholesale. Our own Barre, Swedish and Labrador Stock.

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Of the Celebrated Barre and other New England Granites. Also Im-  
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an exchange of ideas, or of methods of procedure in the execution of difficult work, can hardly fail to enlighten and encourage members of any considerable gathering of practical men who have met for the purpose of assisting each other in the chosen work. The knowledge thus gained prompts to more symmetrical designs, more graceful outlines and shows more and more the work of the real artist in the completed work. These acquired results display themselves in the improved appearance of our cemeteries, and every attractive memorial stone suggests to those who have in mind the erection of a monument, to study the matter and when they place their order to require an equally good if not a better stone. Such work as pleases encourages the people to purchase, and the more readily they buy, the larger the volume of trade, and thus in an indirect way should the associations of marble dealers and workers serve to improve the industry they represent.

J. W. GODDELL, President Retail and Wholesale Marble Dealers' Association of New England.

\* \* \*  
"TO ABATE EVIL AND PROMOTE GOOD."

I believe in associations of retail dealers in marble and granite for the purpose: (1), of improving and elevating the trade in all its departments; (2), for keeping inviolate the stand-



ALEX MATHESON,  
President Michigan Marble and Granite  
Dealers Association.

ard of good work, in order that the beauty and perfection of the art will not, for individual gain, be allowed to retrograde nor be made of secondary consideration; (3), of promoting friendly intercourse and business integrity among the dealers, both of which, being conducive to financial betterment,—influence necessarily the happiness of themselves and their families (4), of protecting members from imposition on the part of tricky dealers, who, neglecting their duty to their customers, slighting their work and disregarding their agreements trust to justify themselves by resorting to arguments of low cunning, which ought never to be successful, and rely upon the strength of an association to uphold them in their iniquities, assuming that "might is right," and in following out that principle, cause much unnecessary trouble and expense.

To abate evils and promote the good, are reasons for my belief in associations founded upon principles of equity; but, on the other hand, much evil may result from associations unless built upon such a foundation, and unless, in their actions, they are careful and sincere,—never allowing themselves to become arbitrary and unjust.

I believe the eastern dealers could point to instances of oppression by unscrupulous retailers, who, exaggerating defects in order to obtain an exorbitant discount, I have no doubt gave rise to the Protective Association, which on gaining strength, became, instead of the "oppressed" the "oppressor," the same old story repeated time and again throughout history.

We are now living in an age when the precept "do unto others as you would be done by" is better understood and has grown into favor until it has become the universal law of brotherhood. Let us say with old Scotia's bard, in his prophetic vision a century ago,—

"Then let us pray that come it may,—  
As come, it will, for a' that;

That man to man, the world o'er  
Shall brethren be for a' that."

Sincerely yours,

ALEX MATHESON, President  
Michigan Marble and Granite Dealers' Association.

\* \* \*  
"THE NEED OF ASSOCIATION."

There is perhaps no business that is so extensively carried on with as little system as the marble and granite trade of today. There is no standard rule known to the trade to get at a uniform cost of producing granite work, and perhaps a still greater difference in price when it is finally set up.

While the eastern manufacturers have been trying to organize, and have several strong associations they have made but little headway in the direction of formulating a uniform scale of prices that the retail dealer can with any degree of confidence rely upon; and I know of none who are satisfied to place orders without first sending tracings and getting prices from different manufacturers or wholesale dealers. As long as there is such a difference in the first cost of work there must of necessity be a corresponding difference in price when it is placed upon the market under the strong competition of the retail trade.



D. E. HOFFMAN,  
President Indiana Marble and Granite  
Dealers Association.

The first meeting of marble dealers which I attended was held at Indianapolis way back in '69 or '70 before granite had become a factor in the business, and we organized an association which after three meetings proved a failure for lack of interest. The proceedings were mostly confined to discussing the price of the two inch slab head stones then about the only stock of the trade. Then, as now, the great obstacle was the distrust exhibited and the mistaken idea that competition meant to get the work regardless of how it was procured, just as though there was not enough business to go round and that too at reasonable prices.

This spirit I believe has been greatly modified by the various associations bringing the liberal and intelligent members of the trade together to compare and exchange experiences, which if applied will lead to success and to a large extent dispel the mistaken ideas of those who have done business until their heads are gray without making enough money to keep them out of the potters field when dead, or to buy a monument to mark their graves.

I have reference to that class of dealers who think that they must knife the other fellow, sell cheap or not sell at all. While I am willing to admit that some of the association meetings that I attended were somewhat of the mutual admiration kind, others had too much of the social at the expense of the ever present wholesale element, who come to meetings to form acquaintance, take orders, or take part in the proceedings. I am fully convinced that a retail organization ought to be composed only of the dealers in the retail trade. I am aware of the fact that the retail and wholesale dealers are mutually dependent upon each other, yet their interests are not always the same, for the objects of the manufacturers and wholesale dealers associations are exclusively their respective interests and protection. The retail dealers also have rights and interests independent of other asso-





A VIEW OF OUR DARK QUARRY.  
PROMPT ATTENTION GIVEN TO ORDERS FOR ROUGH STOCK.

# MILNE & WYLLIE, BARRE, VT.

Producers  
of the CELEBRATED DARK BLUE BARRE GRANITE,

And Man'frs of FAMILY AND PUBLIC MEMORIALS. | Send your Tracings  
For our Estimates.





A VIEW OF OUR DARK QUARRY.

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for our Estimates.

*(Note that I have placed two copies of pp. 31 in this document so that you can more easily see the Milne & Wyllie Dark Blue Barre Granite Quarry located at Barre, Vermont. Peggy B. Perazzo)*



ciations which must in future become a more prominent feature or the object of the associations will be a failure. I believe that the retail as well as the manufacturers and wholesale dealers associations ought to have their black lists and that the retail associations ought to be as independent of the manufacturers and wholesale dealers associations as they are of the retail dealers. The apparently arrogant assumption of the one would almost warrant the belief that the retail trade had a larger percentage of fraud and dishonesty in its composition than the other, while in fact both lines have material that would fail to fill the bill required to make first class angels, and as long as manufacturers and wholesalers use material for monuments only fit for paving blocks, and ship them to the dealers throughout the country and then insist upon getting pay with the admonition of the black list just so long ought the retail trade to stand on its independence. One of the leading manufacturers and an ex-president of a manufacturers association, in a letter to the writer of this, says "hundreds of tons of granite are cut into monuments not fit to make bottom bases out of." If this be true, let me in turn ask where does all this kind of work go to, who pays for it, and last but not least, who gets the curses for putting it up? Echo answers, "the retail dealers."

There are other matters of interest that I might press before the trade, such as the lack of system in getting at the expense of lettering and setting up work, the evils of long time credit, agents, etc. Let us have expressions from others.

D. E. HOFFMAN, President  
Indiana Marble and Granite Dealers' Association.

\* \* \*

"GENERATES A MORE FRIENDLY FEELING."

I am a firm believer in association work, and hope the day is not far distant when every marble dealer in the state will be a member of some district association.



CHARLES U. BRIGGS,  
President Ohio Marble and Granite  
Dealers Association.

I believe that the only way to successfully carry forward the grand work is to have district associations all over the state, each district association to be represented at our state association by one or two delegates. This will bring each dealer in his immediate locality more closely connected and be productive of great good. Until we can get a majority of the dealers in the state into the association we cannot hope to accomplish much good as far as benefiting the retail dealer in dollars and cents is concerned. It is true much good has already been done by bringing together the retail dealers of the state at our association meetings, there exchanging views, generating a more friendly feeling for each other and thereby bridging the chasm so often found to exist between retail dealers.

Respectfully,

CHARLES U. BRIGGS, President  
Ohio Marble and Granite Dealers' Association.

\* \* \*

"TO IMPROVE AND ADVANCE THE TRADE."

I believe in trade associations when formed to improve and advance the interests of the trade, with regulations adopted for its government, limiting its action only to that which relates to all its members. Combinations of this character afford aid and protection that cannot be obtained by the individual without resort to delayed and expensive methods of redress.



JAMES THOMPSON,  
President Quincy Granite Manufacturers'  
Association.

This is clearly shown by experience in the adjustment of differences in the many conflicting business interests apt to arise. In matters of expense it is also less burdensome and the strength of the association is more effective to obtain that respectful consideration which to the individual would be denied.

Associations with these avowed object, viz: The advancement and interest of the trade as a whole, carefully refraining from extortion to its patrons, and acts of oppression to its employees is beneficial to all its members and the community of which it is part.

JAMES THOMPSON, President,  
Quincy Granite Manufacturers' Association.

\* \* \*

"ASSURES BETTER ATTENTION TO OBLIGATIONS."

As you intimate in your letter, "I would not accept the office of president of an organization that I did not believe in." I am therefore very willing to add that I believe most thoroughly in organization in any trade, and see no reason why the benefits would not be as great in the granite business as in any other line.

At the time of the organization of the Wholesale Granite Dealers' Association, there was a ridiculous feeling among them that each was the common enemy of the other and business was carried on along that line.

This was so plainly shown in one way and another, that the irresponsible retail dealers throughout the country soon took knowledge of it and used it to their advantage in the following way: They would buy all they could of one wholesaler, and then stick him by refusing to pay for the work they had secured and then try the same tactics on the next; and the wholesale dealers, instead of trying to impart this knowledge to each other, so as to save the loss of that money to the trade, seemed only too anxious to "pass him along."

As a result of this systematic swindling, it is estimated that the wholesale granite dealers lost a great many thousand dollars which had to be accounted for, and soon formed a percentage for risk, which they had to consider in their future quotations.

The result, as anyone can see, was a burden which was shared by the responsible and trustworthy retail dealers, besides the inconvenience and loss to the wholesaler in the way of law suits in the attempt to enforce collections.

It finally dawned upon a few of the wiser ones in the business that this was a very unbusinesslike method, and so a few of them got together six years ago this fall, and invited the others to meet them in Boston, to see if something could not be done to stop this growing evil. The result was the formation of the present organization, which has remained intact, only taking in from time to time new firms as they started into the wholesale business.

By their united efforts a system has been arranged by which the name of every retail dealer, "who neglects or refuses to pay his honest debts" is duly and regularly sent to each member, thus warning the others. As will readily be seen, the advantages secured by this concerted action of the wholesale dealers accrue in the end to the honest and responsible retail dealer, for it enables the wholesale dealer to figure on a smaller margin and



# CHAS. H. GALL, 1027 Graceland Avenue, CHICAGO, ILL.

**SPECIAL HAND-MADE DESIGNS,**  
Detail Drawings, Vault Plans, Blue Prints, Etc., executed to order in an artistic manner, at rates as reasonable as is consistent with a high grade of work.

**PHOTOGRAPHS FOR THE TRADE**  
of some of the best work erected in Chicago, Milwaukee, Cincinnati, Louisville, and other cemeteries, principally new and modern styles.  
SAMPLE, 10 x 12, by mail, 50c.

**SERIES No. 1.** A collection of superior reproductions, on heavy paper, of finely executed and well-proportioned hand-made designs, costing \$150, or more, to execute. The designs are all

**NEW, ORIGINAL AND PRACTICAL**

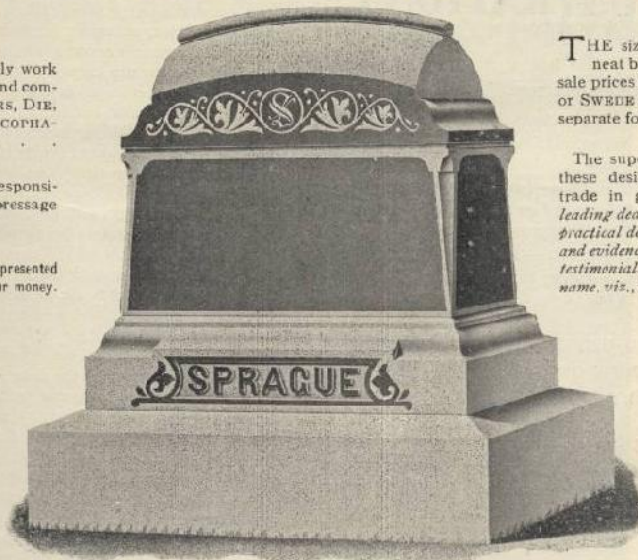
and have the same appearance, and answer the same purpose as hand-made designs, at a minimum cost, consisting of

**22 DESIGNS** on 20 separate sheets, 14 x 22, Price **\$5.00** by express, packed flat, **CHARGES PAID** in the United States when cash is sent with order.

THIS Series represents mostly work of low and moderate cost and comprises various styles of MARKERS, DIES, CAP, URN, COTTAGE and SARCOPHAGUS MONUMENTS.

Designs sent on approval to responsible parties who will stand expressage both ways if not accepted.

If the Designs are not as represented and fully worth the price, I refund your money.



THE sizes three to each job, are in neat book form, and reliable wholesale prices in BARRE, QUINCY, SCOTCH or SWEDEN and PEARL are printed in a separate folder.

The superior quality and low cost of these designs commend them to the trade in general, as acknowledged by leading dealers to be the cheapest and most practical designs ever issued for the trade, and evidenced by the numerous unsolicited testimonials received, a few of which I name, viz., from

TRIEBEL & SONS, Peoria, Ill.:—"They are exceptionally practical, neat in drawing, and well proportioned, and should be in the hands of every first-class dealer."

C. W. HILLS, Jackson, Mich.:—"They are the finest designs of the kind I ever saw, in proportion, style of finish, and practicability. Your shading and coloring is perfect, and, in fact I cannot speak too highly of them."

J. B. HARRIS, Chillicothe, O.:—"They are very fine and some of the single ones are worth the price of the set."

SCHUYLER POWELL, Logansport, Ind.:—"They are the neatest and best designs I ever saw, and think they are cheap at the price."

SCHRICKER-RODGER Co., Davenport, Iowa:—"We are well pleased with the designs, and they certainly are all you claim for them."

WEINRICH & HUBBELL, Oshkosh, Wis.:—"We have had great success selling work from your designs as they are the most practical set we have. They are daisies."

HARRY DEWAR, OF BLUE RIDGE MARBLE Co., Nelson, Ga.:—"They are the best lot of designs for use by the trade, as well as the handsomest in execution we have seen."

C. JOHNSON, OF MILNE, COUTTS & Co., St. George, N. B.:—"I must admit that they are the most practical granite designs, take them as a whole, that I have ever seen."

Address all communications to . . .

## CHAS. H. GALL, 1027 Graceland Ave., CHICAGO.

N. B.—If desired eastern dealers can procure SERIES No. 1 from JOSS BROS., Quincy, Mass  
Pacific coast dealers from JONES BROS. & Co., San Francisco, Cal. . . .  
Canadian dealers from CHAS. JOHNSON JR., of MILNE, COUTTS & Co., St. George, N. B. . . .



thus quote lower prices. It also has the tendency to relieve him from unbusinesslike competition, for of course he could not pay for his work and compete with his neighbor who did not pay for anything.

Some criticisms have been made by certain dealers in the retail trade of the workings of this "confidential record" system, and it is possible that some injustice may have been done, but I am sure that if such is the case, it was an error in judgment and not from intention.

Only the oldest and most conservative men are selected for the purpose of arbitrators and I am very sure that their judgment is far more apt to be correct than though left to a promiscuous jury of farmers, tradesmen, etc., who know nothing whatever about the granite business. It is therefore a much better way to settle a dispute, besides a saving in expense.

Yours respectfully,

CHAS. H. MORE, President,

Barre Granite Manufacturers' Association.



REGULAR EDITION.

MEMORIAL WINGS:—Greek Sarcophagus,—Greek Tombstone,—Mir, or Winged Disk,—Bronze Hawk,—Sepulchral Stela, pages 17-18.

DANIEL CHESTER FRENCH,—Thomas Starr King Monument,—Statue of General Lewis Cass,—The Galludet Statue,—Death and the Sculptor, pages 19-21.

MONUMENTS OF MILWAUKEE:—Leif Ericsson Statue,—Juneau Monument,—Henry Bergh Fountain,—Washington Monument,—"The Last of the Spartans," pages 22-24.

STATUE OF PERE MARQUETTE, page 25.

ST. ROCHS' CHAPEL, NEW ORLEANS, page 26-27.

DESIGN FOR BAND BY H. W. BEATTIE, QUINCY, Mass., page 34.

DESIGN FOR GRANITE SARCOPHAGUS, BY RICHARDS & Trowbridge, Quincy, Mass. Dimensions: base  $7' 0'' \times 4' 8'' \times 1' 2''$ , plinth  $5' 5'' \times 3' 1'' \times 1'$ , die  $4' 6'' \times 2' 2'' \times 2' 3''$ , cap  $4' 10'' \times 2' 6'' \times 1' 6''$ , page 48.

BRONZE DOORS FOR COOK MAUSOLEUM, Cooks-burgh, Pa., by Paul E. Cabaret, New York, page 35.

MONUMENT CUT BY COOK & WATKINS.

DESIGNS FOR MARKERS ETC., ETC.

ADDITIONAL ILLUSTRATIONS IN INTERNATIONAL EDITION.

THE PFISTER MONUMENT, Forest Home Cemetery,

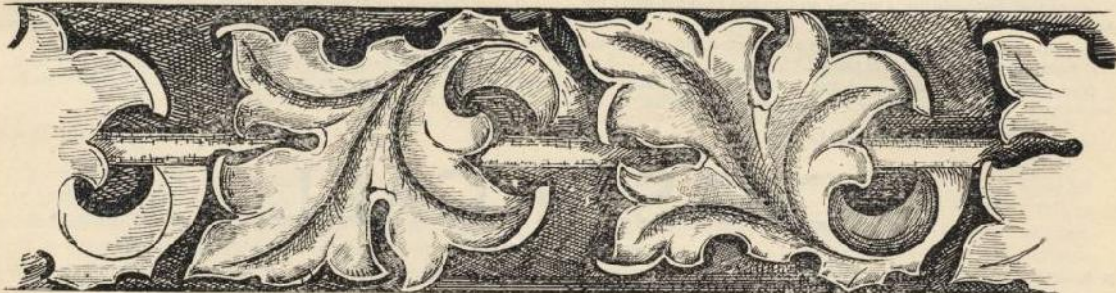
Milwaukee, Wis. Smith Granite Co., Westerly, R. I., designers and contractors.

FEATHERSTONE MONUMENT, Calvary Cemetery, Chicago.

DESIGN FOR MONUMENT, by Whitehead & Riekers, New York.

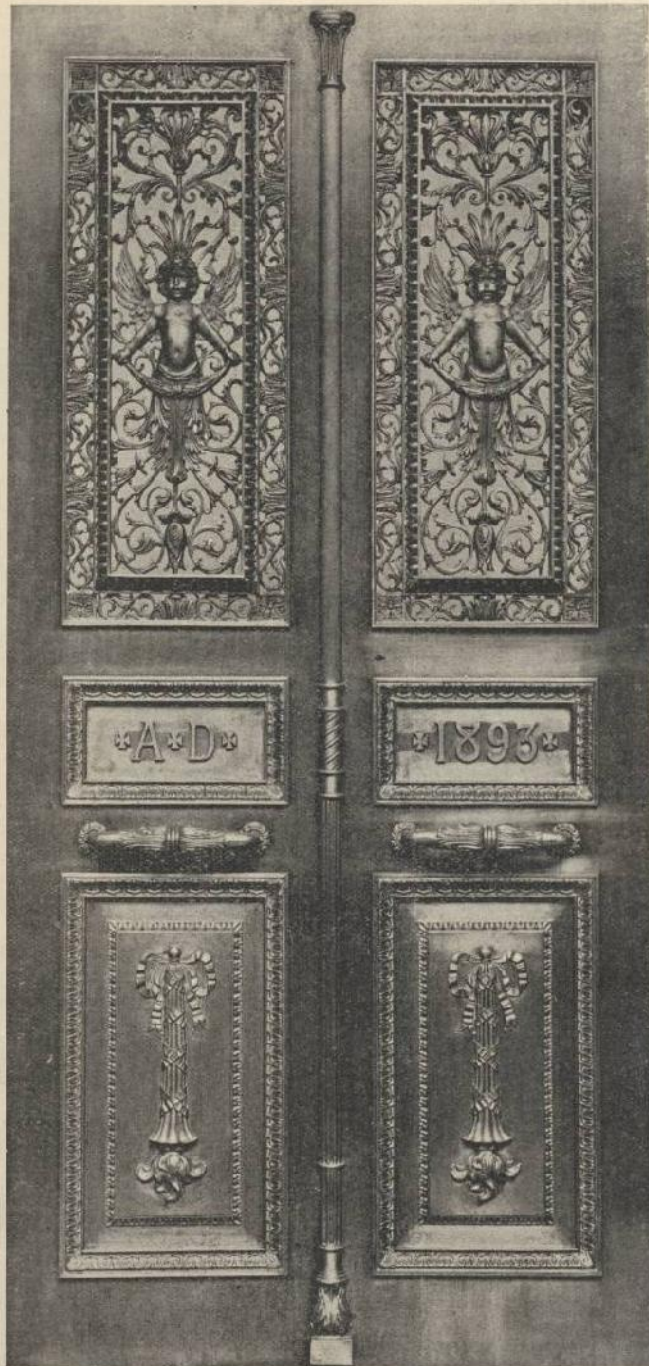
DESIGN FOR SARCOPHAGUS, W. D. Kenneth, Westerly, R. I. Dimensions: first base  $8' 0'' \times 5' 10'' \times 10''$ , second base  $5' 2'' \times 3' 0'' \times 1' 2''$ , die  $4' 0'' \times 1' 10'' \times 2' 1''$ , cap  $3' 9'' \times 1' 7'' \times 1' 0''$ .

THE G. P. MOROSINI MAUSOLEUM, Woodlawn Cemetery, New York. The mausoleum stands on a lot about 75 feet in diameter. It is in the form of a Greek cross, 25 feet square, architecturally in the Byzantine style, and of a total height of 35 feet. The external material is Westerly, R. I., red granite of fine quality, finished in hammered effect. The sides of the structure are pierced by windows of green veined, white marble, the grille of the main window over the doors being of the same material, while the rear window is in stained glass with a grille of rich yellow bronze. The interior is adorned with some of the finest examples of Florentine mosaic work, the design of the floor and the ceilings is beautiful in colored marble. It is of cruciform shape, and a pendentive ceiling above the catacombs, supported by four columns, is composed of mosaic of Venetian marble made in Venice. The four columns composing this vaulted ceiling are carved from Cippolino marble, an Italian stone noted for its beautiful creamy tint and violet and green veins. The building contains ten catacombs, four being placed on either side of the central hall, and two beneath the rear window. The faces of these catacombs are of fine Venetian work. The caps of the four columns are of statuary marble, harmonizing with the general artistic tone of the interior, and formed after four different models, the floors and capitals being adapted from the motive of the design of St. Mark's, Venice. The bronze doors, cast by the Henry-Bonnard Co., of New York, are eighty four inches high by thirty-six inches wide, of right and left design. The doors and framework are of heavy bronze, and the lintel bears the date MDCCCXCIV. Above this the polished granite lintel has the name G. P. Morosini. The underlying pattern of the doors is geometric in design, with smooth panels alternating with fruit and flowers. The dome is composed of four monolithic stones, the largest being thirteen feet six inches in diameter. Recesses are provided in the vestibule between the bronze doors and the cruciform centre for statuary. In the main doors there are small casement windows of heavy plate-glass, with a grille of bronze to allow for the circulation of air, which is further enhanced by the rear window being hung on lateral pivots. There is also an aperture leading up through the interior of the dome, with vents under the foliated work of the finial. The architects are Messrs. Jardine, Kent & Jardine. The cost of the building has been about \$50,000, and the work has been carried out under contract with the New-England Monument Company.



DESIGN FOR BAND.—H. W. BEATTIE, QUINCY, MASS.





BRONZE DOORS FOR MAUSOLEUM FOR ESTATE OF A. COOK, COOKSBURG, PA.  
MADE FOR THE SMITH GRANITE CO., WESTERLY, R. I., BY

**Paul E. Cabaret,**  
**Monumental Bronze and Brass Work,**  
Herring Building, 675 Hudson Street, New York.  
(See advertisement on page 12 of this issue.)



#### A Symposium of the Trade.

THE MONUMENTAL NEWS takes pleasure in presenting the views of many of its subscribers on the condition of trade in the several localities represented. There is, moreover, in these communications some valuable suggestions both expressed and implied, which furnish food for serious reflection, and which should move to the determination of efficient action to reduce to a minimum the injury to the trade which, according to these correspondents, methods now in vogue appear to encourage. Readers who may be inclined to express themselves through the columns of the NEWS on any of the points referred to are cordially invited to do so.

\* \* \*

SEARLES & BAXTER, CEDAR RAPIDS, IA.

1. Trade has fallen off from that of 1892 and 1893, especially in the medium class of work.
2. Our better class of work is invariably granite, and our forty-seven granite monument sales this year, to date, average two hundred and sixty-one dollars each. We put up one job in June—an 1893 sale—for four thousand eight hundred dollars, B. B. 12.0x8.0, a special design of our own make, as all of our better class of work is sold from.
3. There is a growing demand for a better class of work especially of sarcophagus style.
4. We have a description or contract book of our own designing that is pronounced a very complete thing for a wholesale dealer. We also have a work list for the shop, and the consequence is, mistakes are the exception.
5. We believe in the forming of State and District associations, and the establishing of minimum prices.
6. We would like a discussion of both sides of the association and minimum price idea.

In our opinion minimum prices are wholly practical in districts, if not in the state at large, and the establishing of them is the key note to the success of association work.

\* \* \*

J. W. GOODELL, BURLINGTON, VT.

In Burlington, Vt., the trade of 1894 in marble and granite cemetery work has been better and more satisfactory than in any of the three or four preceding years.

There has been a demand for a better class of work, especially in granite, or, rather this year has seemed to demand either

very good work or very cheap work. That class of purchasers who have the means have bought better work, and have shown a disposition to discard all tracing and cheap ornamentation for mouldings or carving of good quality.

The advancement of this line of trade interests would be greatly promoted if every dealer and manufacturer would strive to use only designs of good proportion, do only good work on all orders, see to it that all stock was good, and insist on fair prices. Such work when set in the cemetery would adorn the grounds, would please the customer for whom the work was done, and tend to encourage others to erect memorial stones that would be a credit to all parties concerned.

\* \* \*

JOHN CRAWFORD & SON, BUFFALO, N. Y.

The amount of our business for 1894 was more than double that of any other year for the past ten years and \$20,000 more than any year for twenty years.

We have recently, (October), completed a mausoleum costing about \$20,000, rich in carving, and the roof 19' x 10' x 2' 3" in one piece, weighing when brought to our shop, over forty-one tons. We have under way, orders for a thirty-seven foot shaft monument and statue of the "Angel of Peace and Cross," cut from stone weighing 25 tons, also several other orders for large and elaborately carved monuments.

Our patrons demand work of the highest class and we note an increasing tendency to have work embellished with artistic carving.

We will not lower our price and standard of work to meet the price of a competitor.

Let all the employes who have a share in making the profit have a share also in the resulting profit.

We believe that the board of directors of every cemetery should pass upon the design and execution of work placed in their respective cemeteries.

\* \* \*

FRANK R. JENKINS, PENN YAN, N. Y.

We consider we have had very fair sales for this year, and are now working ten hours a day with work sold to keep us busy the rest of the winter. We are shipping work into nine of our surrounding counties.

The class of trade is improving while we have not sold our usual amount of small work the past season, what we have sold

**PACIFIC COAST HEADQUARTERS  
FOR GRANITE AND MARBLE.**

STRICTLY WHOLESALE

Correspondence Solicited and  
Promptly Answered.

All Estimates given for First Class  
Stock and Work Only.

**JONES BROTHERS & CO.,**

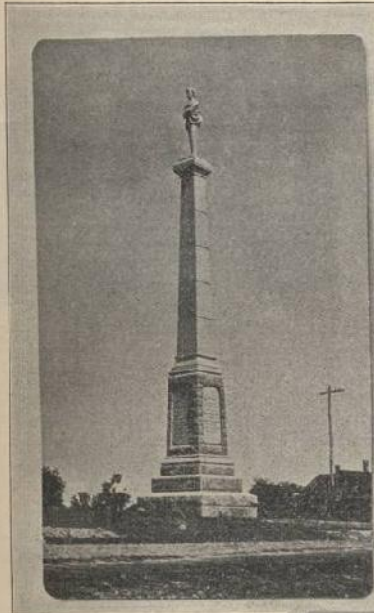
Cor. Second and Brannan Sts.,

SAN FRANCISCO.

Every Dealer on the Pacific Coast should have our Portfolio No. 1.

Write for one.





PENSACOLA.

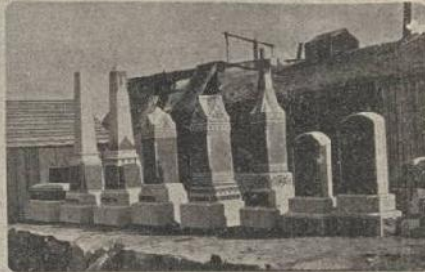
RICHMOND, VIRGINIA.  
CITY HALL.



CHARLOTTEVILLE.

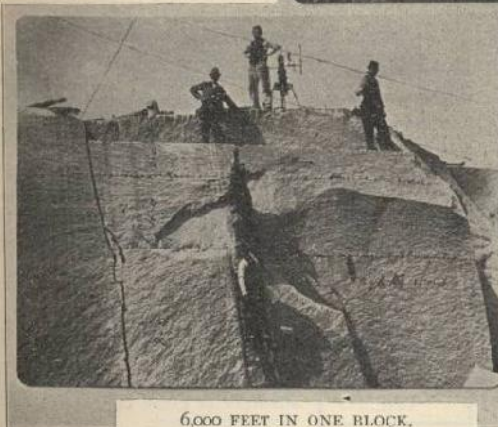
Petersburg Granite Quarrying Co.  
Petersburg Granite Co.  
Petersburg, Va.

Quarry owners and Manufacturers.  
Large sizes and prompt shipments are our special features.



BRIGHT BLUE for rock-face work. . . Hammers very white and polishes dark, in marked contrast with cut work. . . .

Designs and prices furnished on application.



6,000 FEET IN ONE BLOCK.



The Latest Corinthian Cap in the United States.  
Quarried and carved by Messrs. Fisher, Richmond, for the Petersburg Granite Quarrying Co., Petersburg, Va., and Dr. F. Johnson, New York.  
WEIGHT 22,000 POUNDS.



has been of a higher grade and larger kind. Yet the prices in this class of work have been cut nearly 30 per cent within the past three years.

In competition with several others my design was submitted for a soldier's monument at Benton Center, N. Y., and the contract was voted unanimously to me. The monument is of unique style and has two bases. The face of the die is raised in bold relief with soldier's accoutrements. The cap is quite artistically carved, having appropriate emblems on each face, and upon the cap rests a cannon ball all polished. The monument is of Barre granite and is to be set the coming spring.

\* \* \*

SCHANEN & NEU, PORTLAND MARBLE WORKS, PORTLAND,  
OREGON.

First of all, we should all work in harmony and adopt such ways and means as will elevate the trade. Every effort should be made to raise the trade from the bad odor into which it has fallen, and lift it out of the obscure places up to the level of other lines of business. To accomplish this the jobbers and wholesale houses must extend to us a helping hand. Go wherever you may you will find that the majority of the retail dealers are, as a class, in bad standing in their own community; and it looks as though they thought it almost a crime to pay their honest debts. It is a common thing for jobbers to hold chattel mortgages on the stock, which make the retail dealers merely agents. Under such conditions and circumstances it is hard for business men of ability to compete.

We would make a few suggestions to those who wish to do a straightforward business: 1. Let all retail dealers combine and organize an association whose object shall be to advance the mutual interests of all, to protect themselves from the hawkers of the trade, and as far as possible cease to patronize jobbers who encourage the chattel mortgage and agency business.

2. To establish a schedule of prices, also a trust to combine and work in harmony against those in bad standing. It is a shame that a trade which requires skill, art, learning and industry should be so oppressed and degraded.

\* \* \*

MILLER & LAYCOCK, WILKES BARRE, PA.

Business for 1894 was very good with us, we have no reason to complain whatever, taking the hard times into consideration.

There has been no large or expensive work set in these parts this season, the demand has been for low down designs on the sarcophagus order both plain and rock face.

We have been successful in selling from our own hand made designs, thereby avoiding the strong competition on the lithographs, of which there are so many in use by dealers and agents, who claim they are in business for themselves and that their

works are away off somewhere. They in fact have no yard, nothing more than some lithograph designs and a few samples of granite and marble. If they sell a job the manufacturer that makes it the cheapest gets the work. If five or six dealers or agents are trying to sell to the same customer and one of them is successful, some one will come out at the little end of the horn, or the purchaser will get soaked. We think it would be much better if the manufacturers would be more careful in regard to letting their designs and prices go into the hands of parties who know nothing about the business, men who have neither shop nor mechanics in their employ. We know of men who live in the country running farms, who claim to be in the marble and granite business on their own hook. These really have their yards in their sample case. It is no wonder the marble and granite business has come down to the level it has. Any man has a right to start in business, it is everybody's privilege, but men who will not do business in the regular way should not be helped in the manner stated above for the reason that they are killing the business in general by selling slop shop work and preventing manufacturers from making a dollar by supplying honest material and work. We think if the manufacturers would give the above a little more attention it would be something toward the advancement of trade interests.

\* \* \*

VAN WYCK & COLLINS, POUGHKEEPSIE, N. Y.

Since August our business has been the very best. The general demand has been for larger sarcophagus work. We believe that a strict attention to business is the secret of success.

\* \* \*

E. P. HULL, FORT ATKINSON, WIS.

Business has not been favorable with us, due to the very close prices and the fact that dealers are afraid to stand up to living prices in order to get trade.

Our work has been mostly in granite of sarcophagus order, ranging between \$300 and \$500. Rock face work is in demand in place of all cut work. We observe that customers are looking a little closer into quality of work and are demanding a lower, heavier class of monument.

\* \* \*

L. W. TENNEY, SIOUX FALLS, S. D.

Business is not as good as for five years past.

Some recent works are a Sioux Falls Jasper sarcophagus for Stephen Return Riggs, missionary to the Dakota Indians. He was with Gen. Sibley in the Minnesota Indian war and one of the first translators of the Bible into the Indian language. The sarcophagus is set at Beloit, Wis., is rock faced and weighs about 3900 pounds. A 14000 pound Barre granite sarcophagus

## CRYSTAL BROOK GRANITE CO.,

Quarriers and Manufacturers

of the best

### Dark Hardwick Granite.

Good Work . . . Reasonable Prices . . . Prompt  
Shipment.  
Low Rates on Spring Delivery Orders.

Rough Stock . . .

HARDWICK, VT.

## THE MILFORD GRANITE CO.

MILFORD, N. H.

MANUFACTURERS OF THE

Highest Grade of MONUMENTAL Granite Work.

SELLS EVERY  
TIME.

The Beauty of the Milford Granite and our very high class of work is attracting the attention of every one interested in fine Monumental work.

OUR  
OWN  
QUARRIES.

With **Three Quarries**, all yielding the finest Granite, we are able to quote low prices on finished work or rough stock. Send for estimates to

THE MILFORD GRANITE CO., MILFORD, N. H.,

Or to F. S. CARY, Agent, Zanesville, Ohio.



FLOORING TILE IN STANDARD SIZES  
ALWAYS ON HAND  
READY FOR PROMPT SHIPMENT

**GEORGIA MARBLE FINISHING WORKS**

WHOLESALE DEALERS AND GENERAL CONTRACTORS  
**GEORGIA MARBLE**  
FOR ALL PURPOSES

THE COLOSSAL LION OF ATLANTA  
MODELLED AND CUT HERE

*Canton, Ga. Jan 1<sup>st</sup> 1895*

T. M. BRADY, MANAGER

THE ATTENTION

of the trade is called to the superior quality of marble now coming from the new quarry. We have many letters from our customers, who agree that it is the best light marble produced anywhere for

MONUMENTAL

purposes. It differs from any other marble on the market, being a soft, beautiful

SILVER GREY,

uniform in color and texture, carries no flint, works nicely and polishes like a mirror.

You have never seen the premier Georgia Marble until you have seen our

GEORGIA ITALIAN.

Remember, we carry all the more popular designs in stock in CREOLE, KENNESAW and GEORGIA ITALIAN, and the trade will find it to their interest to write us for prices on finished work.

Monumental dealers must be wealthy to pay fancy prices for foreign granites and marble when we can sell them a better and more attractive material for half the money. Send postal for free sample of Georgia Italian. Very truly,

THE GEORGIA MARBLE FINISHING WORKS.



for a leading family in Sioux Falls; cost \$1,050. A 6000 pound rock banded cap job of Concord granite, for Baileyville, Ill.

The class of work called for improves every year but the prices are much lower.

\* \* \*

E. L. REMSBURG, FAYETTEVILLE, N. C.

There has been a great falling off in trade in the last three or four years and I have nothing of any note to report at present under construction.

There is a growing demand for a much better class of work.

In regard to suggestions for the advancement of trade interests, I believe retailers should be more united and avoid cutting prices.

\* \* \*

L. WEGENAAR & SON, BUFFALO, N. Y.

We note a slight increase in trade.

Among our work we have erected during the year a thirty-five foot shaft; a nine foot six inch base all carved sarcophagus, with carved cross; a seven foot by four foot base, column and carved die with seven foot statue. We have about a dozen sarcophagus orders under way for spring, the bases ranging from five ft. to eight ft., and some twenty-four cottage jobs, bases from two ft. ten in. to five ft. square.

\* \* \*

J. W. SUTTON, GUTHRIE, OK.

Business, the past year, has been very poor in this new country; however, better than the year before when nothing much was done; cheap work only is called for.

I am perhaps somewhat of a crank in thinking that those who want cemetery work done, should take interest enough in the matter to go to the marble yards, see the different designs and quality of marble and granite, which would result in better satisfaction with much less expense.

\* \* \*

CARTWRIGHT BROS., DETROIT, MICH.

The year 1894 is the best we have ever had in the business. We notice that the size and quality of work is increasing every year.

In our place we are using five pneumatic hammers and other improved wind instruments, but especially, trained vocal organs to produce only beautiful and truthful sounds.

Of course, since it is to our interest, we would advise the rest of the trade to stick to their present unbusinesslike methods until we get rich, which we are doing at a break-neck pace.

Finally, to save their souls, they have our permission to adjust themselves to our footsteps.

We cannot understand why it is that the more orders two-thirds of the trade take the worse off they seem to be.

\* \* \*

J. A. BYRNE, BERKLEY, COLO.

Times are somewhat better in this part of the country, the black eye given to silver is wearing off, and capital is coming in again in consequence of the many gold discoveries made during last summer and fall. All the yards are doing a fair business, and are more cheerful. Some good buildings are going up and others are in contemplation.

As it grieves us to see a burr growing in a bed of carnations, so we dislike to discover an inartistic cut among gems of art. Perhaps this cannot be avoided, nevertheless one cringes at the sight. Among the many beautiful advertising cuts contained in the MONUMENTAL NEWS there is one in a recent number that appears to represent a rustic stump of Egyptian or some more ancient style; two ungainly branches spring from a somewhat corpulent trunk that is burdened with an irony looking scroll. But, what are those things protruding from the base? They appear to be inverted spades, with an Indian moccasin at the top. It will not do in these days for the trade to send out such enigmas.

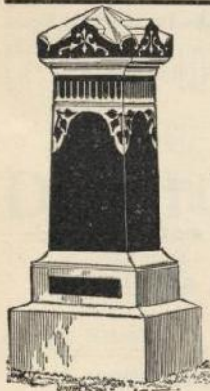
\* \* \*

FLATZ & SMALL, PIQUA, OHIO.

It is astonishing to note the different methods used by some concerns to induce retailers to buy from them and how they take advantage of the retailers.

We refused to accept a small job recently, on account of the poor quality of stock, and in reply to our complaint the dealer writes as follows: "A small monument like that, there would be no trouble in selling. A large proportion of the trade wants medium and cheap stock. Any firm can sell stock like that if they try. I have sold at retail for many years and know that a man can oftimes sell about what he wants to sell."

This what is ruining the granite trade. The retailer is expected to accept whatever is shipped him no matter how poor the stock may be, and for this reason our cemeteries are flooded with monuments containing that grade of stock on which lettering cannot be read or traced work seen. Would like to hear from other retail dealers through the MONUMENTAL NEWS giving their opinions, and perhaps by so doing we can improve the granite trade; for that there is room for improvement our own experience very surely proves, and it will benefit us all according as we deserve it.



**JOHN BRECHIN,** Manufacturer of

**MONUMENTS AND CEMETERY  
WORK IN BARRE GRANITE.**

Solicits a share of your Trade for 1895.

Sketches for Estimates will receive prompt attention.

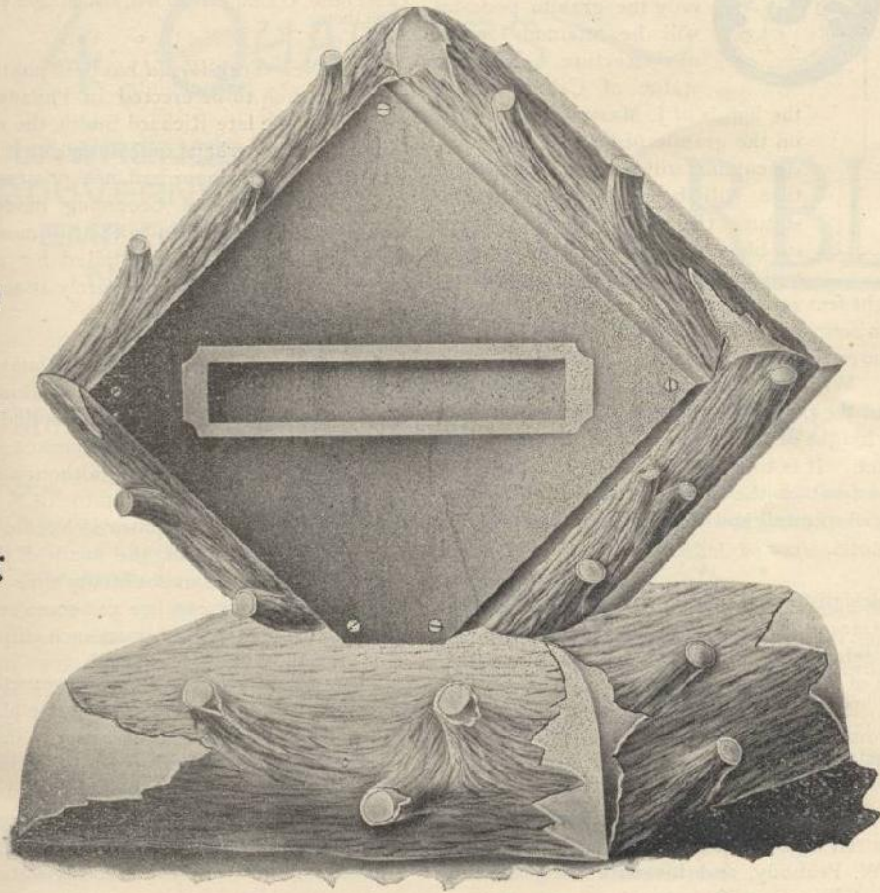


**BARRE, VT.**



# A Good Seller! \_\_\_\_\_

It  
will  
pay  
you to  
have  
one in  
stock  
for  
spring  
trade.



My Rustic Monuments in Barre Granite are becoming very popular. At the prices I am offering them no dealer can afford to be without one in stock. Order now for spring. \_\_\_\_\_

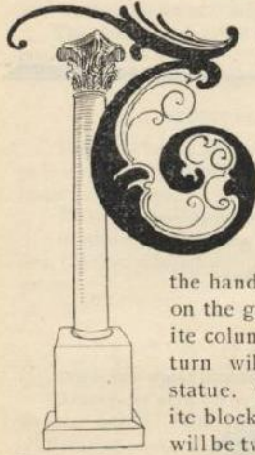
## WILLIAM CASSIE,

DESIGNER AND MANUFACTURER. . . .

\_\_\_\_\_ BARRE, VT.



## Monumental Notes.



THE present Calhoun monument at Charleston, S. C., is to be replaced by one more in accord with modern artistic ideas, and, only the granite pedestal will be retained for the new structure. The new statue of Calhoun is in the hands of J. Massey Rhind. Upon the granite pedestal a tall granite column will be erected which in turn will be surmounted by the statue. On either side of the granite block just above the pedestal will be two palmetto trees in bronze, about eight feet in height. The column will be divided into four parts handsomely fluted, and its height above the pedestal will be sixty-four and a half feet. With the addition of the thirteen foot statue and the pedestal, which is about twelve feet, the total height of the monument will be nearly ninety feet. It is to stand on one of the principal squares in front of the Military School. Messrs. Renwick, Aspinwall and Renwick of New York are the architects.

The design for the monument to mark the birthplace of George Washington, at Wakefield, Va., has been selected by Secretary Gresham. It is a monolith of light Barre granite, on a base of four courses. It will be fifty-one feet high and will be visible from the deck of vessels on the Potomac, three miles distant. Its cost will be \$11,000.

A massive stone tower and porches have been added to All Saints' Church, Dorchester Mass., by Col. O. W. Peabody, and his wife Mary Lothrop Peabody, in memory of his two brothers, at a cost of \$28,000. It is an exceedingly fine piece of

work. In due time the following inscription will be cut on the stone:

To the glory of God and in loving memory of Everett Peabody, Colonel of the Twenty-fifth Regiment, Missouri Volunteers, commanding the first brigade of the sixth division of the United States army at the battle of Pittsburg Landing, where he was killed April 6, 1862, and of William Bourn Oliver Peabody, died March 3, 1894, this tower is built by their brother, Oliver White Peabody, and his wife, Mary Lothrop Peabody. Grant them, O Lord, eternal rest, and let light perpetual shine upon them.

The *New York World* has been poking fun at the memorial arch to be erected in Philadelphia under the will of the late Richard Smith, the wealthy type founder. It is perhaps unfortunate that the possibly well intentioned donor had not possessed with his wealth that spirit of becoming modesty, which would have entitled him to the full mead of praise for his gifts, and have forestalled for all time the leaven of ridicule which will surely attach itself to his apotheosis of Richard Smith.

Vandalism is rampant in and about New York City. The little white stone marking the spot where Alexander Hamilton was killed by Aaron Burr, on the palisades at Wechawken, N. J., has been almost chipped away, although it was originally four feet high. The statue of Washington in Wall St. and even Cleopatra's Needle in Central Park have suffered at the hands of these ruthless relic hunters. It is undoubtedly time strenuous efforts were made at capture and some really prohibitive punishment visited upon such culprits.

The old Polk tomb which was erected over the grave of President Polk on his home place at Nashville, Tenn., is a thing of the past. In the effort to remove it to the Capitol grounds, at that city, some of the stones had so decayed that it was impossible to reset them. By the will a sum of money was set apart for this removal together with the remains of himself and wife, and the last legislature provided a site. It was found necessary to contract for the reproduction of the old tomb, now about finished

# STEVENSON & BLEW,

ROBERT A. STEVENSON,  
JAMES B. BLEW.



WHOLESALE MARBLE DEALERS,

425-427-429 West 14th Street,  
418-420-422 West 15th Street,

NEW YORK.

CARRARA, ITALY.

Cable address:

Vengeance,  
NEW YORK.

Keep constantly on hand a large and well selected stock of the various grades of Vermont Marble. ∴ Also supply a very superior quality of Italian Marble. ∴ Finished Work of every description. ∴ A full line of Marble Worker's Supplies.

Our specialty: **"Promptness in Filling Orders."** A trial order solicited.



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 THE ST. LAWRENCE MARBLE FINISHING CO.
 

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 4 QUARRIES
 

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 ST. LAWRENCE  
 GOUVERNEUR  
 EMPIRE STATE  
 NORTHERN N. Y.

**MARBLE**


---

Exclusively Wholesale.

Monumental, Interior and Exterior Building Work.

LET US talk to you about FINISHED MONUMENTAL OR BUILDING WORK from any of the above quarries! We have the entire output of the four quarries to select stock from. We have facilities for grading and giving our customers better stock at lower prices than any other firm in the trade. While our *specialty is finished work in every practical design known to the trade*, we are also dealers in sawed stock.

Think this over! and remember that we letter work and ship direct to cemetery, if you want it that way.

**FROM QUARRY TO CEMETERY.**

It will save you dollars buying that way—it saves handling. Our work is cut, traced, polished and lettered same as granite work, and strictly up-to-date. ∴ We guarantee our lettering to be artistic and **CORRECT.**

'Tis hardly worth while mentioning that marble from the above quarries is the BEST Monumental and Build-

ing Marble in use, as you know that it has no superior. 'Tis the most durable, and its self praise needs no recommendation. It simply **CAN'T** be beat. Send us a trial order to-day.

Now just a word about prices: for A No. 1 work our prices are the lowest, and you are not making any mistakes as regards prices or material when you place your orders with us, either for sawed or finished stock. Send on your estimates and be convinced that our prices will aid you in making sales. It is your business to buy where you can get the best at the least cost. With these inducements we expect a share of your trade. ∴ We solicit trade from responsible dealers only, consequently do business with business men.

Write us to-day; correspondence promptly answered. Send sketches or numbers of any published design for prices. It is part of our business to give estimates. ∴ Send us your orders early so as to receive prompt attention. We get freight rates as low as possible to obtain.

**St. Lawrence Marble Finishing Co.**

☞ Note the address

Box 1203, **GOUVERNEUR, NEW YORK.**

"COMPLIMENTS OF THE SEASON."



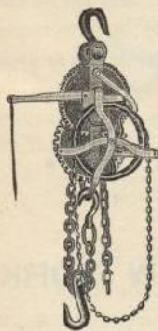
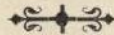


LETTERING:—There is one subject that could be, and is improved greatly in some shops, that is marble and granite lettering. This is one of the most particular parts of our business, for if the lettering is bad, it reflects upon the whole job, as the inscriptions are generally the first part of a monument to stand criticism. If they are cut good, clean, and in proportion, they add greatly to the appearance of the rest of the work; but on the other hand, if they are cut in a ragged manner, put on regardless of proportion, or space, you will find dissatisfaction on the part of the customer.

Now I claim this is the fault of the employer or foreman. They lack the ambition to progress. You can go through ten shops, and out of that

## Important Notice to Marble Dealers.

Orders will be taken this winter for the BAILEY HOIST at a big reduction from regular prices. Send for my special circular before April 1st.



BAILEY'S . . .  
STEEL OR IRON  
**Portable**  
....**Hoist.**

Recommended by the trade as having no equal for setting monuments.

JAMES DUNN,  
MANUFACTURER.

37 and 39 Bank  
Street.

CLEVELAND, O.

Mention THE MONUMENTAL NEWS.

number you will find eight of them still working in the old way. The system we have adopted I think is a good one; our granite inscriptions are in most cases detailed, and submitted for approval, and if satisfactory, we proceed to lay them out on the die.—We always use a block to lay out granite inscriptions as it is the only accurate system. You can get the letters straight and the spaces even. The trouble I find with most workmen is they do not get the spacing right. The idea of some is to fill up the die regardless of proportion. I have seen inscriptions cut on costly monuments that is an insult to the trade. I give you an illustration of what I call *out of proportion*.

JOHN F. SMITH  
BORN  
JUNE 20. 1873  
DIED  
DEC. 30. 1890.

You will see that the spaces are too great between the dates, also the name. The workman does this to fill up the die, he also thinks the name line and the date line must start at the same distance in from the edge of the die. It is a bad mistake, and it shows bad taste; it also reflects upon the workman who does the work. My idea of an inscription cut on in proportion is as follows.

JOHN F. SMITH  
BORN  
JUNE 20. 1873  
DIED  
DEC. 20. 1890.

The spaces occupy exactly the width of one letter,—for instance in the line JOHN F. SMITH the space between JOHN and the letter F. equals the space of the N. If the foreman will pay attention to this part of the work, our trade would advance more rapidly and good workmen would be in demand.

In regard to marble lettering, we do not pay so much attention to it; but we aim to have our inscriptions cut all in good workmanlike manner. We do not use a block in marking on inscriptions, we draw our lines with a square and then lay out our inscription offhand. If a workman's eye is good he can straighten the letters as he cuts them. We use a fancy head letter for both granite and marble; it adds greatly to the appearance and shows up in good style. For the last two or three years we have adopted these fancy head letters and they have met with approval in nearly every instance; it displays the inscription work wonderfully. When I come across a circular or card that has a fancy line of letters, I clip that out, and paste it into a scrap book I keep for that purpose in the shop; so when I want to use a fancy head letter, I refer to this book and select an appropriate letter. I also clip all monograms, emblems of societies, flourishes, etc. It is



# CROSS BROTHERS,

Manufacturers of the

## CELEBRATED BARRE GRANITE.

Importers of Swedish and Scotch Granites.

QUARRIES AT BARRE, VT.

NORTHFIELD, VT.

TO THE TRADE ONLY.

### READ WHAT OUR PATRONS SAY ABOUT OUR WORK.

MONTGOMERY, Ind., Sept. 3, 1894.

Enclose N. Y. draft for "Ribeyro" monument. The monument proved to be all I could possibly wish, and filled every requirement of a strictly first class job, and the best job of work I ever received in Barre or any other granite. Thank you for the work, and shall give you more of my orders in the future. Truly yours,

JOHN WALSH.

CHAMPAIGN, Ill., Nov. 10, 1894.

We enclose N. Y. draft for \$2,161, to balance invoices of September. The work was all entirely satisfactory, for which please accept our most cordial thanks. Very truly,

S. P. ATKINSON & Co.

DIXON, Ill., Sept. 16, 1894.

The blue pearl monument, No. 1797, was completed and set the 12th, and many thanks to your house for furnishing such a job. We got it set and not a scratch or nick as large as a pen out of it. The job was pronounced far superior to their expectations by the parties who are to report to Dr. Hewitt, who is in Texas. The job is simply perfect in every particular and more than gives satisfaction to my customers. Very truly yours

C. A. MAYWOOD.

BOONE, Iowa, Oct. 4, 1894.

Find enclosed N. Y. draft in settlement for "Radloff" monument. The work and material in the monument was very satisfactory, and in view of the fact that I am considered somewhat "cranky" on the subject of good work you may take it for granted that the work was about right. Very respectfully,

F. M. HAVENS.

TOLEDO, Ohio, Nov. 22, 1894.

Please send us another quart of your PASTE by express; it is the best thing we ever saw for cleaning granite. Very truly yours,

EKSARDT BROS.



#### A WORD ABOUT OUR PASTE.

Our PASTE for removing iron rust, stains, etc., is guaranteed to do as represented or money will be refunded. It is prepared and ready for use at a moment's notice. Does not dry up or evaporate and will last indefinitely. A trial order is solicited and satisfaction is guaranteed. It is having a very large sale.

Our plant is equipped with pneumatic tools, polishing machines, power derricks and all necessary appliances for handling and executing the largest and finest monumental work. We give all orders our personal supervision, manufacturing ALL, subletting NONE. Foreign granite orders are manufactured at our yards in Aberdeen, insuring entire satisfaction to our customers.

CROSS BROTHERS, NORTHFIELD, VT.

AYLMER, Ont., Nov. 26, 1894.

We beg to say that the 3.0 ball job of Rubislaw granite has arrived and is in every way satisfactory; we wish also to express our thanks for the haste with which you got the work out for us. This is a very great help to retail dealers. Enclosed please find check in payment. Yours very truly,

HUTCHINSON & THOMSON.

KENDALLVILLE, Ind., Oct. 27, 1894.

I enclose draft to cover invoice of Oct. 1st. The monument has just arrived and is as fine a Barre job as I ever looked at. Very truly,

BERNARD FULLMAN.

TOLEDO, Ohio,

LA FAYETTE, Ind., Nov. 10, 1893.

We have just set the "Martin" monument and it is a beauty; the best job, John says, we ever received in Barre granite. Very truly yours,

OHAVER BROS.

CHAMPAIGN, Ill., Sept. 7, 1894.

Enclosed find draft for \$350, with which to square the "Trotter" job, sent to La Fayette, Ind. It gave perfect satisfaction for which you will accept the thanks of the widow and all of us.

S. P. ATKINSON.

MONTGOMERY, Ala., Sept. 15, 1894.

We enclose tracings for estimate. The stock you furnished in "Alsop" monument was perfectly satisfactory, and if you secure this work we will be perfectly willing for you to use the same material. Very truly,

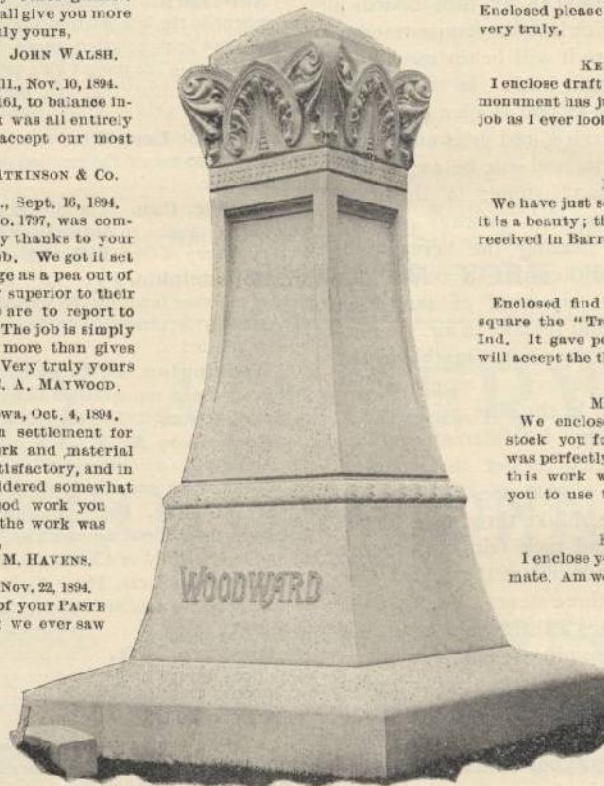
CURLLOW-CLAPP MARBLE CO.

FORT SMITH, Ark., June 21, 1894.

I enclose you herewith two tracings for estimate. Am well pleased with the "Fuerstine" monument; it came fully up to my expectations.

Yours,

T. J. SMITH.



#### THE WOODWARD MONUMENT.

THE WOODWARD MONUMENT, illustrated on this page, is erected in Oakwood cemetery, Chicago. The base of the monument is 9.0 x 9.0 x 2.0, and balance in proportion. We regard it, in point of finish, second to no other monument ever cut in Barre Granite. Dealers visiting Chicago are invited to inspect it.



a valuable book in our trade and I would not be without one. I believe there should be a book of this kind compiled and published so that it could reach every workman. When once in the shop they would not be without it.

In closing I would say that I hope every workman will advance in this part of our trade. Get out of the old way and adopt more modern styles. It is never too late to learn. Listen to advice, and if good adopt it, no matter from what source it comes. Remember the old adage, *Live and learn; die, and forget all.*

HARRY HOOPER.

**POLISHING.**—Order in and around the banker is the requirement to easier and speedier accomplishment of the work. Keep the bench clean, but never let it become dry. Let me offer a few suggestions around it. Make out of six inch boards a box five feet long and divide into six compartments. Fasten it on the wall where it will be the most handy, and make a cover to turn back. In the first till put your putty, acids, felts and woolen cloths; in the second, hones; in the third, red grits and pumice; in the fourth, blue grits and soft berea; in the fifth, coarse grits and sand stone; in the sixth sponges, cloths and necessaries. Always put materials away clean. Try heating the berea stone till quite hot, in stove, and then put in cold water for soft grits; if you want any kind of sandstone harder, heat on the stove and let cool in air. In producing the polish almost every piece of marble works differently, so no rule will suffice. I would advise using acid with putty, acid in the salts, acid diluted, acid very wet, acid quite dry, for different applications when you are puzzled to get the "shine." Also have felt and woolen cloths, one will bring a polish when the other fails. Make three pine blocks out of 2 x 3 inch stuff and tack felts on, or wrap around and keep your hands out of the acid. Use three grades of sand; use three sieves, the finest of milk strainer wire. It takes a little time to sift but the results are pleasing, the pits are nearly removed with the fine sand. Have three sets of pine blocks for your bench and two pine rollers. No need to clean sand off of block when turning a polished side down if careful. Keep your bench and its appertenances as orderly as the carvers bench. Now while you go to rubbing, solve this rebus: When you are sanding two markers together, are you killing two birds with one stone or two stones with one bird.

VANDERCOOK, Grand Rapids.

It is quite commonplace to hear of sculptors who did their first work in mud, snow and such things, but here comes a young Boston sculptor who frankly tells of "doing animals in chewing gum" when she was but five years old. The young lady is Miss Eleanor May Brown. She is a pupil of Max Bachmann and is said to have done some very clean work, one of her latest being a statue of Morpheus for the Boston Art Club Exhibition.



**Williston, Vt.** An appropriation of \$3,000 has been made for the erection of a monument to the memory of Thomas Chittenden, first governor of Vermont. The sum of \$5,000 will be raised by subscription.

**Ypsilanti, Mich.** The Womans' Relief Corps have raised the \$3,000 necessary for the proposed soldiers' monument at that place.

**Tiffin, Ohio.** A movement has been started towards raising funds for the erection of a memorial to the memory of Gen. Wm. H. Gibson.

**New York.** Contributions to a fund for the erection of a monument to the late Andrew J. Graham, the author of stenography, are being solicited among the shorthand writers of the United States.—The project for a proposed monument to Robert Emmett at Central Park has been abandoned for lack of interest.

**Fond du Lac, Wis.** The late Mark Harrison has bequeathed \$500 toward the erection of a soldier's monument at Fond du Lac.

**Quebec, Can.** The city council has adopted a resolution granting permission to American citizens to erect a monument to the memory of Gen. Richard Montgomery near that city.

**Philadelphia, Pa.** The committee in charge of the project to secure funds for the Philadelphia Brigade monument at Antietam is meeting with success. Several designs have been submitted.

**Washington, D. C.** A bill has been introduced in the legislature for an appropriation of \$60,000 for a statue of Ulysses S. Grant, to be erected on the east front of the Capitol.

**Rochester, N. Y.** The colored citizens of Rochester are interested in a movement to erect in that city a monument in memory of the colored soldiers of New York state.

**Harrisburg, Pa.** Application will be made to the legislature for a liberal appropriation for monuments to be erected on the battlefield of Chickamauga.

**Conshohocken, Pa.** A committee has been appointed to raise funds for a soldier's monument. It is proposed to expend about \$3,000.

**Brooklyn, N. Y.** The board of Aldermen have adopted resolutions recommending an appropriation by the state legislature for a suitable monument at Gettysburg in memory of Gen. Henry W. Slocum.

The death of the late Dr. James Mc Cosh, of Princeton, N. J., draws attention to one of the oldest and most unique burying grounds of the Union, Princeton Cemetery. Near its center it holds within one little iron-railed enclosure the graves of almost all the college presidents from the beginning of the institution, which had its birth even before the dawn of the nation. There is a single tomb, however, in this curious area of God's acre which to the average American will suggest a more impressive sense of the strange mystery, strength and sorrow of life than any of the rest, for under its sacred stone lie the ashes of Aaron Burr, who once occupied the next to highest seat in the nation, and who fell to the depths of disgrace and ignominy in the hearts of his countrymen. Burr lies at the foot of his father's grave, and not far from the tomb of his grandfather, Jonathan Dickinson; and today it is best to remember him sleeping the last, long, dreamless slumber in the cemetery of the school where he passed, probably, the happiest hours of his life as a phenomenal young student.



D. N. STANTON, President.

DUNCAN RUSK, Gen. Supt.

# New England and Western Granite Co.

(INCORPORATED)

Quarriers and Manufacturers of

❁❁ **MASON WHITE GRANITE** ❁❁

Equal in every respect to the Best Barre for

**Buildings, Mausoleums and Large Monumental Work.**

These Quarries have been opened and in operation for more than twenty-five years, and have supplied the granite for many large buildings and public and private monuments throughout the country. The equipment is second to none, and we have every facility for quarrying and manufacturing stone of the largest dimensions. The equipment consists of two locomotive steam cranes, two McDonald granite cutting machines for dressing blocks of any dimension, polishing machinery, etc.

We have ample track facilities from the Fitchburg R. R., and our shipping facilities are unequaled.

**ROUGH STOCK**

....FOR....

**...THE TRADE...**

Quarries and Works at....

**MASON, N. H.**

MAIN OFFICE:

National Shoe and Leather Bank Building, 271 Broadway,

**NEW YORK, N. Y.**

## CASEY & SHERWOOD, GROTON, CONN.

Monuments, Statuary,

Mausoleums and

Building Work in

**RED AND GRAY**

**GRANITE** ~~~~~

**FROM OUR QUARRIES IN MAINE.**

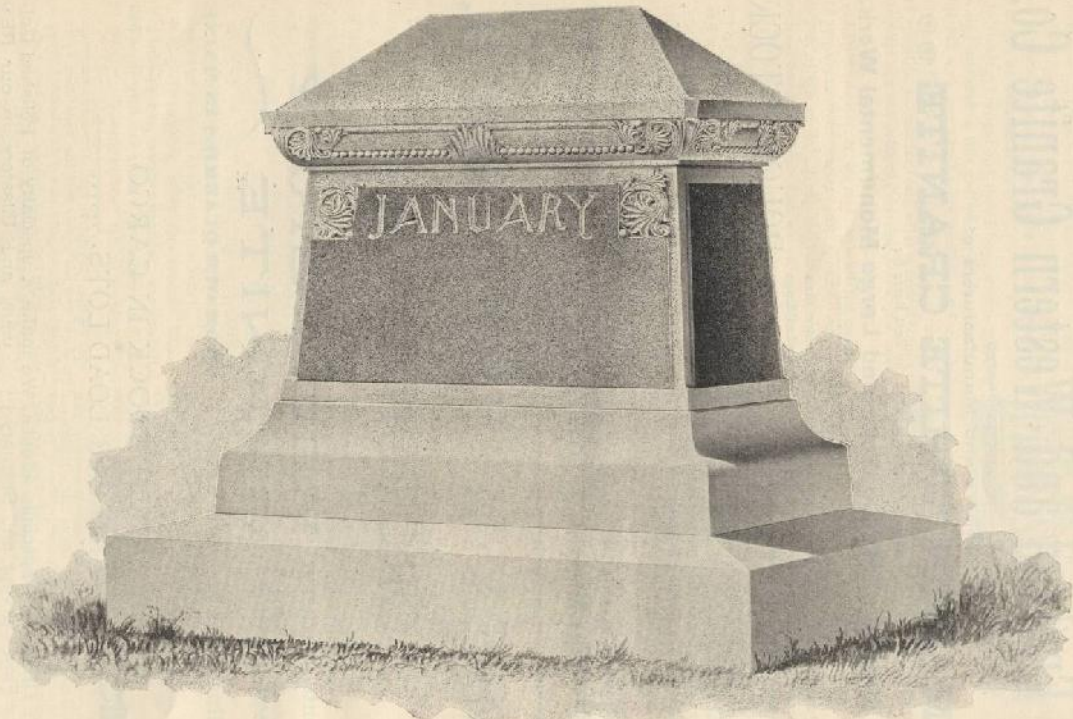


**ROUGH STOCK IN CARGO  
AND CAR LOAD LOTS.....**

Our **GRAY GRANITE** is specially adapted for Fine Carving and Statuary Work. . . . .

We make a specialty of Polished Columns and Pilasters in our **RED GRANITE.** . . . . .





**Design for Granite Monument, by Richards & Trowbridge, Quincy, Mass.**

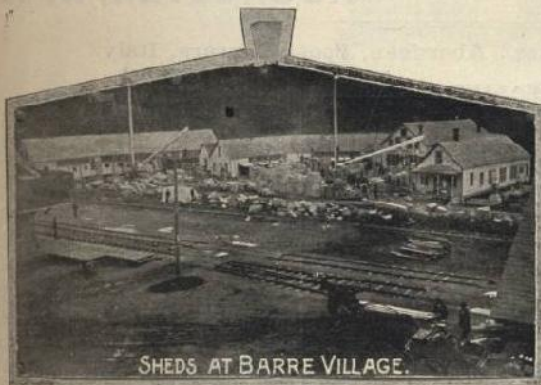
Half-tone Engraving by  
FEHRING ENGRAVING CO.,  
38 Dearborn Street, Chicago.



# VERMONT GRANITE COMPANY.

Incorporated 1887

BARRE, VERMONT.



Quarriers and Manufacturers  
of the celebrated

## Barre Granite.

OWN and Operate their own Quarries and Manufacture all kinds of Cemetery Work at their own Sheds with Modern Machinery and are Especially Equipped for handling heavy work. Special Attention given to Quarrying and Polishing Bases Dies and Caps and shipping unfinished dimension Granite. Our Quarries are located at Barre, Vt. Write for prices on *Rough Stock or Granite Work* of any description.





**TO OUR TRADE:**

Forgetting for the moment, that we are merchants, and mindful only of your interests, let us impress this fact upon you;

**THAT BUYING FOR SPRING STOCK SHOULD BE NO LONGER DELAYED.**

In the years that have passed, and we anticipate that 1895 will be no exception, many a dealer has experienced delays, both expensive and troublesome, on account of having procrastinated in placing his orders.

Possibly you have already ordered the bulk of your work. Do you not find some lines you will be short in?

It may be that you have ordered but little. Isn't it time to think about it?

**KEEP US IN MIND IN CONNECTION WITH IT.**

During the past year it has been our aim to put on the market the finest work imported into this country, and to do away with those vexatious delays to which you have been accustomed.

If you have handled any of our 1894 product we leave it for you to decide whether or not we have succeeded.

We are certain that you will find something among our fine line of designs which are shown you frequently by our salesmen, that you can use in the spring to good advantage, keeping in mind that our original designs are not covering the walls of every cross-roads shop.

Wishing you the compliments of the season, and a prosperous year, We are,

Yours very truly,

# W. M. Wattles & Co.,

GENERAL OFFICES:  
28-32 North St. Paul St.,  
**ROCHESTER, N. Y.**

Branches at Barre, Vt., Quincy, Mass., Aberdeen, Scot., Carrara, Italy.

GOOD GOODS. RIGHT PRICES. SQUARE DEALING.

**Tricks of the Trade.**

UCH a lively crowd it was, of four or five men who gathered about the little stove in John Ayers' cheerful office, one Wednesday evening during the past month, and made the time pass rapidly with tales of every day life, which were always of particular interest to the narrator and of general interest to all listeners.

The stories had gone the rounds and it fell upon the host to perform his part of the program. The other men knew just what to expect from him, for he was known to them as a man, as jovial in character as he was tall and stout in form, generous in disposition and strong in intellect. To look at him one would never imagine that his days for the past thirteen years had been spent in the gravest business known, that of selling tombstones, and he was often questioned in regard to how he could look so-

ber long enough to sell anything in his line. Then he'd surprise his questioner with the answer that the more light-hearted one was about such a matter, the more apt he would be to gain their attention, sympathy and finally that most desired, the order of his intended customer.

It was such a question that had started his story this Wednesday night, and he laughingly responded. "There are tricks to every trade and the marble dealers are not behind in that accomplishment any more than any other. In fact, boys, they're as progressive a set of business men as are to be found, and as honest." Then he smiled and added: "As far as consciences are concerned, for not all of us are troubled much about that wee, small voice said to be within us. If you give me time to think the matter over I will relate one instance of the tricks of our trade."

Presently he continued. "It was not so very long ago that I was ill and unable to leave my bed. My samples were at my bedside in case a customer should call and no one be near to assist me. During my stay at home a lady, named Mrs. Trets, called to see me on business and when admitted she said: (But I forgot to mention that we were old acquaintances and slightly related by marriage.) "John it is with a heavy heart that I have come to talk about erecting a monument for my dear depart-

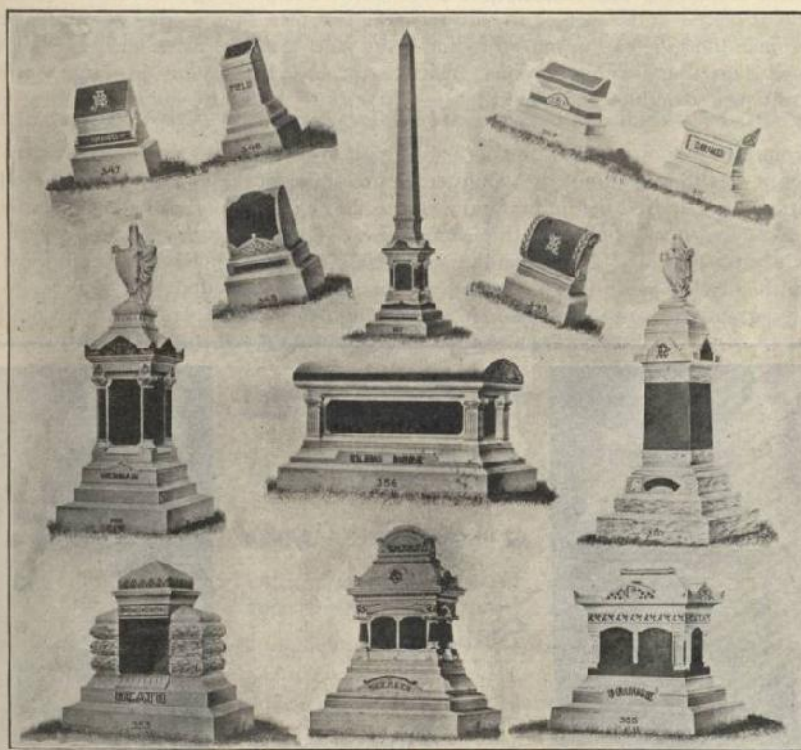


# IT COSTS YOU NOTHING

more to secure **Our Designs**, which are executed by **practical designers**, and are properly proportioned, than the **grist** of pictures with which the market is flooded, and miscalled *monumental designs*. . . Ask for descriptive circular of **Our Latest Productions**.

**IT'S JUST SO** in buying **finished work**. We can supply you with work that will cause you no trouble, at about same price you are paying for **second-class work**. **TRY US** on the first work you have to buy. We'll convince you of that fact.

QUINCY, BARRE, WESTERLY, NEW WESTERLY, CONCORD,  
SUNAPEE, RED BEACH, ETC.



PETERHEAD, HILL O'FARE, RED SWEDE, CARNATION RED,  
ROYAL RED, EXCELSIOR RED, VICTORIA GRAY,  
RUHSIAW, DYCE, ETC., ETC.

THE above cut represents our **COLUMBIAN DESIGNS**. Size of each sheet 12 x 18 inches. Price reduced to \$3.00 per set, 10 sheets.

**Stock.** We have 100 FINISHED MONUMENTS, TABLETS, ETC., ready for quick shipment—also some 200 quick selling, attractive jobs to be ready about April 1st. We have disposed of two-thirds of our Spring Stock; our **selection** and prices "done" it.

## Randall's Iron Solvent

Permanently removes all traces of *Iron Rust, Sap Spots and Acid Stains* on polished or axed surfaces of Granite, and will positively not injure the stone. Nothing else in the market will touch it. . . Used by the best trade.

PRICE \$1.25 per package, post-paid.

OFFICES:  
BOSTON—110 BOYLSTON ST.  
CHICAGO—MANHATTAN BLDG.  
ABERDEEN—74 UNION ST.

# E. C. WILLISON

WORKS:  
SOUTH QUINCY, MASS.  
MONTPELIER, VT.



ed Robert, who has now been dead most a year. I say a heavy heart, for it grieves me to think, that after he was so good and kind to me, for so many years, I can only repay him by using part of his money in erecting a tombstone.'—And then she wept bitterly and I wept in sympathy, feeling sure that I would erect a handsome stone over his remains, at a great profit to myself, as soon as I was able to be out.

I spoke words of comfort and she dried her tears and asked at what price the desired memorial could be obtained. I suggested the erection of something very massive at about \$1,000 and showed her various cuts at that price. One seemed to suit her exactly, and, woman like, she half promised to purchase that before departing, saying however, that she must consult her daughter and would let me know later.

A letter from two Indiana dealers the following week proved it was they, and not the daughter, whose consultation was required before the deal was closed. Each of the men, both from the same town, said in his letter that Mrs. Trets, residing in my native place, had called and asked for prices on tombstones tallying with the one she chose from my

cuts and asked me to quote my price to them.

This I willingly did and then awaited developments. Before long they wrote again saying that Mrs. Trets had asked them to visit her and complete arrangements, if they could do so satisfactorily, for the purchase of the stone. Here one of the party interrupted Mr. Ayers saying he had never heard of so many preliminaries to purchasing a tombstone. Mr. A. assured him the occurrence was common.

"Well, the Indiana dealers came and before visiting Mrs. Trets they called on me and we fixed up a little scheme. I was still unable to leave my bed. It had been arranged with Mrs. Trets that she and the two men should come to my house in the evening and that we three dealers should bid for her work, as is the custom in large business transactions; so that afternoon we drew cards from a euchre deck and agreed that the one holding the highest card should secure the work and receive three-fifths of the profits, giving the other two-fifths to the two men,—a sort of co-operative plan, you see. I was the lucky fellow. Then the bid each fellow would make in the evening was decided upon and we concluded that in order to have everything come out as planned I must not to all appear-



No. 13.

# F. BARNICOAT

Sculptor . . .

QUINCY, . . . . MASS.

Statuary

—AND—

Monuments,

QUINCY,  
WESTERLY,  
MILLSTONE POINT,  
ETC., ETC.

COLUMNS TURNED, POL-  
ISHED AND CARVED.

Design Circulars sent FREE on  
application.



No. 14.



CHARLES L. STRONG.

HERMAN W. GRANNIS.

# STRONG & GRANNIS, 3 UNION SQUARE, NEW YORK.

Invite dealers to send

## Tracings, Plans, Designs Etc. FOR Estimates

We represent as

**SELLING AGENTS,** one well-known quarry and manufacturer in each *Leading Granite Centre.*

**No jobbers' profits added. Our prices are same as those of our principals.**

### GRANITE:

Quincy, Barre, Milford,  
Westerly, Concord,  
French Pond, Brookline,  
Scotch, Swede, Millstone Point,  
Red Beach and all others.

### MARBLE:

Tennessee, Georgia,  
St. Lawrence,  
Pennsylvania Blue,  
Florence,  
Italian.

Granite and Interior Marble Work for Vaults, Buildings, Etc.

Rough Granite, all kinds, in Car or Cargo Lots.

FREE: Our New Designs, Photo Half-Tint, Nos. 150 to 154, Sarcophagus and Rustic, will be sent free to all who apply for them. One as low priced as \$40.00

## BEDFORD MONUMENTAL WORKS.

WHOLESALE DEALERS IN

Lawn and Monumental Statuary, Vaults, Rustic, Plain and Ornamental Monuments, Sarcophagi, Markers, Vases, Urns, Columns, Pilasters, Caps, Coping, Posts, Plain and Rustic Curbing, Bases, Sawed and Dimension Stone, Mantels, etc., etc.

We make a specialty of

### RUSTIC MONUMENTS

which we guarantee to be superior in finish to anything produced in Bedford Stone.

Photographic Designs, \$2.00 per dozen. Send your tracings for estimates.

Lock Box 465,

BEDFORD, - - - IND.





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**QUARRY OWNERS,**  
**Modelers, Sculptors, Designers.**

We cheerfully furnish estimates for  
**Artistic Statuary,**  
**Bas-reliefs,**  
**Portrait Busts, etc.,**  
in Granite, Marble or Bronze.

Models Supplied  
to the  
Trade.

**A  
GOOD  
DESIGN**  
is half the battle, and  
*Ours Get There Every Time.*

We handle all the Standard Granites,  
For Rock-faced Work our **Silver Grey and West  
Hill Blue** cannot be surpassed.

Be sure and get our prices for all kinds of Monumental Work before placing  
your Orders.

Address all communications to **MONSON GRANITE CO., Monson, Mass. P. O. Box 62.**

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ances, be acquainted with the men, and so they left. Evening came and they came too, accompanied by Mrs. Trets, who introduced them to me. The object of the call was stated and we sat down to prepare our bids in a business like manner. When the bids were opened mine was the lowest and I had offered to do the work on a \$1,000 stone for \$990; the other bids being respectively \$1,000 and \$995, the difference in price was trifling but enough to secure me the contract and when all agreements were satisfactorily signed the three departed, the woman pleased with her bargain, the men pleased with theirs. Next morning they called again and we fixed the matter up regarding the three-fifths and two-fifths profits.

"And Mrs. Trets? Oh! she became rich by saving five or ten dollars on my first proposition, never even considering the trip to Indiana which cost her several times ten dollars, but it ended happily for all and even only the three-fifths profit is more than I should have made had she come to me a second time without consulting my competitors; for a little talking might have made a difference of several hundred dollars to her which she will never know about unless one of you should meet and tell her.

By this time the fire had burned low and the men dispersed, amused that money-making schemes extended even to, and above, the grave. A. D. A.

#### The Knights of the Grip.

Comparatively few changes are to be made this year among the travelers. This is a good sign and indicates that notwithstanding the fact that we have passed through a decidedly off year, employers are in the main satisfied with the efforts put forth by their representatives on the road. Everybody feels that the New year will bring with it renewed prosperity, in which the marble and granite trade will certainly share in due season.

An esteemed correspondent who covers considerable southern territory, writes, that with cotton selling at 5 cents a pound, times in the cotton producing states at least are dull. This price is considered less than the actual cost of production, and people are consequently not in the humor for investing money in anything that they can get along without.

An ingenious method of keeping tab on the doings of their road men is employed by the Vermont Marble Co., from their head office at Proctor, Vt. Their travelers cover the entire country very systematically, and every month each man receives a statement showing exactly what was done the preceding month by the different men. This stimu-



# STOCK WORK.

WE ARE having manufactured this winter, a choice lot of STOCK WORK for March, April and May delivery. This work is being executed in the very best of

Quincy, Barre, Swede and Scotch Granites,

and in a variety of very desirable and salable designs. Our aim being to meet the requirements of all dealers for almost any style Monument that could be desired, whether they want large or small work.

Prices at which this work will be sold will be very reasonable, consistent with good work and material. Stock Sheet will be ready and sent to you in January. In the meantime, if you have any orders to place, kindly send to us for estimates before placing them.

CHAS. CLEMENTS, CHAS. CLEMENTS & Co.,  
180 Tremont St., BOSTON. 36 La Salle Street, CHICAGO.

FOREIGN OFFICE:  
71 King Street, Aberdeen, Scotland.

QUARRY:  
West Quincy, Mass.



No. 594.  
One of the many we are making for stock.

lates effort. It's a good thing for the men, and incidentally it isn't a bad thing for the company.

To have sales count up and expenses down,  
Each hustler does his best,  
He sells the goods to get renown  
And the company gets the rest.

C. S. Rowe will divide his western territory this year with C. C. Goodell, formerly of Peoria. Mr. Rowe will work several states east of Chicago in the interest of the Hardwick Granite Co., of which concern he is a member.

Trade with us this fall has been very fair, writes W. O. Willison. While retail dealers, generally, are not crowded with work at the present time, we have taken more orders for Spring work than usual, and prospects for the coming year are good.

Chorus of traveling men: "We see the MONUMENTAL NEWS wherever we go."

After a service of fourteen years on the road for D. H. Dickinson, of Chicago, W. C. Crosier has severed his connection to accept the management of the Perry, Matthews & Buskirk Co.'s Chicago office. Mr. Crosier has made a host of friends in the mar-

## CROSS & ROWE,

WHOLESALE  
RUSTIC  
WORKS.



BEDFORD,  
INDIANA.

MANUFACTURERS OF  
Rustic Monuments,  
Vases, Settees,  
Chairs, Markers and  
Log Curbing.  
Estimates given on  
any work in  
Bedford Stone.

Photogravure  
Designs.

On sheets 11x14 in-  
ches, \$2 per dozen.





# MCDONNELL & SONS



**OUR QUARRY**, although a comparatively new one, is now being worked at a depth equal to a great many that have been worked for years. The granite is not only darker, but much finer grained than the product of any other Quincy quarry; in fact the fine finish that can be reached is comparatively phenomenal, which makes it an ideal granite for

## MONUMENTAL WORK

**OUR QUARRY** being in excellent shape and our facilities and improvements unsurpassed, coupled with the fact that we wish to get our granite thoroughly introduced to the trade; we are offering extra inducements in the way of surprisingly

## LOW PRICES

**WE WILL GUARANTEE** to estimate and secure your work against the competition of any first-class firm. To deal with us means to obtain your work direct from the manufacturer and quarry owner; to secure the finest grade of work known to the trade, therefore, not only pleasing your customer, but it will be a satisfaction and an advertisement to yourself. Our offer to every dealer sending an order, of a sample of our dark granite, and a blue print drawing of design, still holds good.

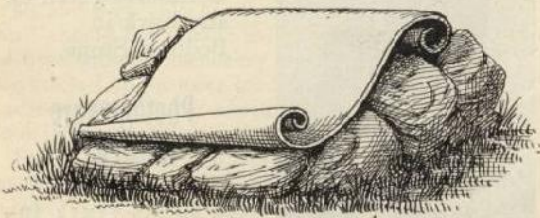
QUINCY, MASS.

MCDONNELL & SONS.

ble trade who will join with the **MONUMENTAL NEWS** in wishing him prosperity in his new departure.

Genial P. H. McCue relieved the monotony of the grind in the editor's sanctum the other day. His record for the year makes him the banner salesman in the employ of the big Vermont company whose interests he looks after throughout the northwest. Mr. McCue never forgets to say a good word for the **NEWS**, for which kindness we are grateful.

R. P. Barbour, with W. M. Wattles & Co., Rochester, N. Y., Robert Graham, representing the Kennesaw Marble Co., Marietta, Ga., and George A. Cross, of Cross Brothers, Northfield, Vt., called upon the **NEWS** last month.



DESIGN FOR A MARKER.

### Chas. H. More.

The accompanying portrait was intended to appear in the communication from Mr. Chas. H. More on page 32, but reached us too late. The name is familiar to all the readers of the **MONUMENTAL NEWS**, and we are sure they will be glad to have



the opportunity of reading this brief sketch. Mr. More was born at Roxbury, Delaware Co., New York, in 1855. In 1881 he embarked in the retail marble business at Catskill, N. Y., in partnership with C. A. Noble. Three years later he established the present firm at Boston, Mass., where he built up a large trade in foreign and American granites. Recognizing the increasing popularity of Barre granite, he

soon saw the necessity of locating near the center of production, which he did about five years ago, at which time he opened works at Barre. Last year he was awarded the contract for the Iowa Soldiers' Monument, a large piece of work, of which many of the details have been given in these columns at various times. This contract necessitated more facilities, when the extensive plant at Montpelier, formerly worked by the Wetmore & Morse Granite Co., was acquired. Mr. More, at the last meeting of the Boston Wholesale Granite Dealers' Association, was elected president.





PANEL OVER TOMB, TORONTO, CAN.

The accompanying illustration shows a panel over the door of a sidehill vault, one of two recently completed at Toronto, Canada, by Mr. Fred B. Gullett, of that city. This panel is cut in Italian marble and is three feet eight inches wide by three feet one inch high. The door jambs, transom and border around the sculptured panel is of Beaver Lake, Maine, granite, the remainder of the stone work is of light red granite from St. George, N. B. The upper parts of both vaults are finished alike. The second vault is constructed of Rockport, Mass.,

granite, except two polished granite columns at the door which are of dark Quincy. Mr. Gullett has completed and erected the monument in memory of the 125 miners who lost their lives by the explosion at the coal mines of Springfield, Nova Scotia. It consists of a gray granite pedestal seventeen feet high, the slightly tapering polished die being seven feet six inches high, two feet eight inches square at the bottom and two feet six inches at the top. On its polished sides are cut the names of the 125 miners. It is surmounted by the figure of a miner, eight feet high, of Rutland, Vt., marble, the figure carrying safety lamp and pick. A piece of work in hand at present is a fine portico for the residence of Prof. Goldwin Smith, one of the finest old mansions in Ontario.

One might well be at a loss to know to what natures an advertisement worded as the following appealed. Good taste, appropriateness and every essential element have been sacrificed:

What a solace and comfort it is to know that after the trials and cares of this life are o'er, and we have been laid away in the "silent city of the dead," that there are those who will remember and mourn us, and who will erect a suitable monument to commemorate our good qualities. These pleasant thoughts help to remove the fears of death. Monuments and tombstones from \$2.00 to \$10,000.00. Satisfaction is guaranteed; skillful and artistic work; save you 25 per cent. Inscription cut upon and erected at grave without extra charge.

# The Barre Granite Co.

## ROUGH STOCK FOR THE TRADE

**DIES, CAPS AND BASES** squared and polished if desired. Our quarry is acknowledged to be one of the finest dark quarries in Barre and we **GUARANTEE** the stock to be **equal to the best produced**. Our facilities are such as to enable us to quote **the most satisfactory prices**.

**SEND US A  
SAMPLE ORDER AND  
BE CONVINCED.**

**BARRE, VT.**

# The Barre Granite Co.



## TRADE NOTES

Peter Gjems, of Willmar, Minn., will spend the winter in the south, owing to poor health.

Stewart & Bittel of Marysville, Kan., have opened a branch at Kansas City, Mo. This looks like enterprise.

A. E. Nichols, who for sometime past has been located in Salt Lake City, has gone into business for himself at San Francisco.

Fred E. Yorke, formerly of Belvidere, N. J., has located at Reading, Pa., where he represents a number of New England manufacturers.

Thomas Graham, for many years a member of the firm of Hibbard & Graham, Rochester, N. Y., died at Elmira, N. Y. last month, aged 76 years.

Smith Bros. of Hendersonville, N. C., have removed to Asheville, N. C., where they hope to build up a good business, having a large field to operate in.

H. O. Brown & Co., have a contract from the Grand Lodge I. O. O. F., for a shaft monument to be erected in memory of Grand Past Sire E. D. Farnsworth.

Aug. Meyer, Mankato, Minn., will build a new shop in the spring. The building will have a front of granite, marble and stone and be one of the best in the state.

"Fifty-first year," is the legend across the top of T. S. Hubbell & Son's calendar for 1895. Their works are in Elbridge, N. Y., with branch office at Syracuse, N. Y.



KIMBALL BROS., LINCOLN, NEB.

We illustrate in this issue the commodious building recently completed by Kimball Brothers of Lincoln, Neb., and now occupied by them. The building is 50' x 142' and is constructed of Warrensburg, Mo., sandstone and St. Louis pressed brick. It is modern in its appointments, being steam heated, lighted by electricity and provided with the latest sanitary improvements. The vestibule at the front entrance is laid in Mosaic tile and the large plate glass windows insure ample light for the well stock-

## ANNOUNCEMENT

**A Happy and Prosperous New Year to All.**

**WE SOLICIT** a share of your patronage for '95, and will guarantee **Our Goods** and **Prices** to be **Right** and

**OUR DESIGNS** Strictly Up To Date. **Our Facilities** are now such as will enable us to give the **Best of Service.**

Try Us.  
Yours Truly,

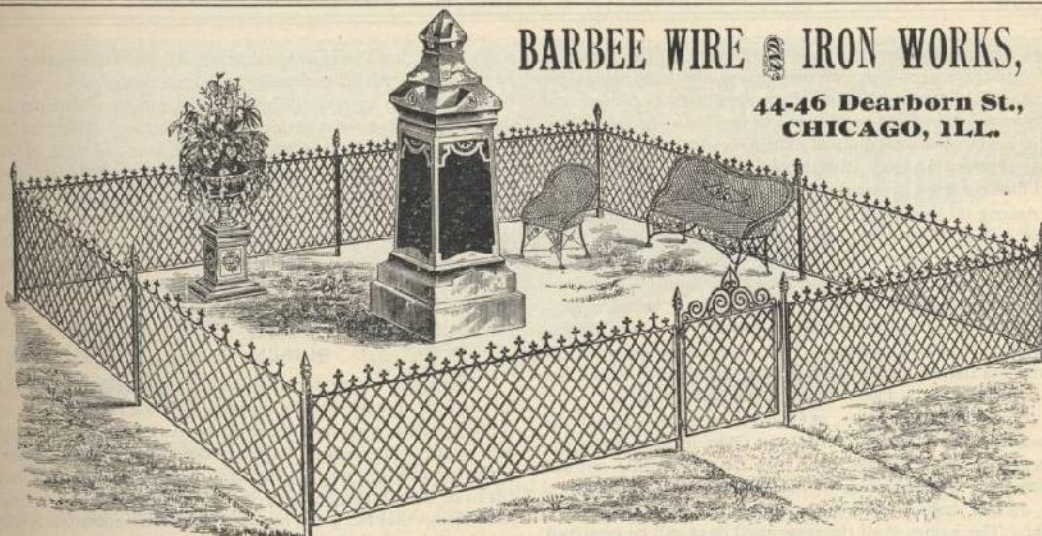
**F ♦ S ♦ CARY ♦ & ♦ CO ♦**

Importers and Wholesalers **GRANITE** and **STATUARY.**

Order a set of our Enameled Gilt Edge Photos to boom your sales.

**BARRE, VERMONT,**  
**ZANESVILLE, OHIO.**





**BARBEE WIRE & IRON WORKS,**

**44-46 Dearborn St.,  
CHICAGO, ILL.**

Represents a cemetery lot enclosed with our 554 FENCE, made of heavy steel wire. Made of No. 7 (3-16) heavy Steel wire 3-inch diamond meshes, with 1-inch by 1/2-inch heavy Steel Channel Rails with strong, malleable Iron Supports in all corners.

**PRICES.**

30 inches high.....	85c per lineal foot	42 inches high,.....	\$1.15 per lineal foot
36 " " .....	90c " " "	48 " " .....	1.35 " " "

Extra for gates additional to fence, per lineal foot, \$4.00 each. Each square corner posts \$2.00 each. Wire for discounts, giving either accurate or approximate measurements of enclosure. Within the enclosure we also show our No. 826 vase, 450 1/2 chair and 449 two seat settee.

We manufacture a full line of Iron and Wire Chairs and Settees, Vases, Grave Guards, Trellises, etc. We are exclusive Chicago Agents for the celebrated Reservoir Vases. Send for our No. 6 Cemetery Ornament Catalogue. (Mention MONUMENTAL NEWS).

ed salesroom. J. G. Cordner was the architect of the building and it was put up at a cost of \$20,000. A constantly increasing trade in heavy monumental work made this building a necessity with Kimball Brothers and with characteristic western enterprise they have spared no expense in providing an establishment that will meet every requirement.

Joseph Weber writes that the traveling agents very seldom get down his way. He established the first shop at Edinboro, Pa., some time ago. He must have an Eden all to himself.

Recent improvements at the works of Charles F. Poole, East Waverly, N. Y., consist of a brick boiler and engine house, and new machinery. Mr. Poole, from all accounts, must have a well equipped plant for a retail dealer.

Mr. James Thompson, president of the Quincy Manufacturers Association, is not adverse to expressing his opinion that the outlook is excellent in Quincy for this year. There are lots of requests for estimates coming in and several large jobs are now under way.

According to the Bethlehem, Pa., paper, J. D. Reinhard, the local monument dealer, must be one of the heavy weights of the trade. Mr. Reinhard tips the scales at 402, he is past 62 and eleven of his seventeen children are living. Four of his sons are engaged in business with him.

M. S. Dart, western manager for the Moir Granite Co., writes the News that quite a number of Michigan dealers have signified their intention of being at the annual meeting of the

Beautiful photos of Italian statuary. Send \$1.00 in postage stamps and receive by return mail one dozen of them. They are the finest ever published. Nice, neat, attractive and convenient to carry.—J. F. Townsend, Columbus, Ohio.

If you want something to take the place of Montello at a less cost, order Excelsior Red of Chas. Clements & Co.

Michigan Marble and Granite Dealer's Association at Detroit. The official notice appears in this issue, with a list of the topics for discussion.

The pedestal of the Thomas Starr King monument which is illustrated in this issue was furnished by Mr. G. H. Jones of San Francisco. Since locating in that city six or seven years ago, Mr. Jones has sold some very large and important works, several photographs of which have been received at the MONUMENTAL NEWS office.

Paul P. Harris, who has been traveling through the south for the past year for the Geo. W. Clark Co., of Jacksonville, Fla., has gone abroad in the interest of that concern. Mr. Harris will visit Aberdeen, Carrara and other granite and marble centers where the necessary arrangements will be made for handling the company's increasing business in these lines.

The MONUMENTAL NEWS has received from Ira T. Paine, president of the Nebraska Marble and Granite Dealers' Association, a communication which was intended for "Prevailing Ideas on Trade Associations," but came to hand too late. Mr. Paine takes strong grounds on the subject of agents and advises the dealers of his state to conduct the business of this year at least without the services of that class of representatives. He is of the opinion that many of the abuses of the trade are due to incompetent and unreliable agents.

One of the finest of a dozen or more mausoleums finished by Tayntor & Co., of New York during the past year, is one com-

You can obtain 22 hand design reproductions free of express charges by sending \$5.00 to Chas. H. Gall.

Cross Brothers' Paste removes the stain every time.

Strong & Grannis, 3 Union Square, New York, invite dealers everywhere to send them tracings, sketches, designs, etc., for estimates, whenever work is needed.



pleted in December for Dr. Clark W. Dunlop. The structure is of granite, octagonal in plan and ornate with carvings on the exterior. The interior is elaborately finished with imported mosaic flooring, stained glass windows and marble walls and ceiling. There are but two catacombs. The mausoleum represents an outlay of about \$30,000; it stands in Woodlawn Cemetery a short distance from the tomb of Jay Gould.

Among the many fine contracts filled by J. E. Harrison & Son of Adrian, Mich., last year, was one of especial note in Evergreen Cemetery, Morris, Ill. This was in the form of a mausoleum of pleasing design erected for the Gould family. The extreme measurement of the outer walls, which are of Barre granite is 16' 4" x 20' 1"; height to ridge of roof 15' 0". Over the entrance stands a marble statue of Hope. A beautiful feature of the interior is a stained glass window of original design, which has as its central object a figure representing "Easter Dawn."

Charles. G. Blake & Co., of Chicago, were the victors for the monument to be erected at Ashtabula, Ohio, in memory of the unrecognized dead, who lost their lives by the terrible railroad disaster there a few years ago. The monument will consist of a base, die and shaft of granite, in all, about twenty-six feet in height. The names of all the recognized dead will be inscribed on the die. It is the intention to erect the monument in the local cemetery where the bodies of the victims of the disaster were buried. This company are also contractors for a canopy monument of quite large proportions to be erected in one of the Chicago cemeteries.

It is evident that the sharper who worked the marble dealers in Indiana and Ohio some months ago, has reached Pennsylvania. J. O. Messerly of Warren, Pa., reports that a sharper is going the rounds who represents himself as a traveling man and

Sure to please is the Marker sheet just published by J. F. Townsend. Price 50 cents, comprising ten new and salable styles on each card, size 6" x 12". Send postage stamps for same. Just what you need, and when you get it you will say that "I would not be without it." Sent post-paid upon receipt of price.

Order Eureka Cement of Chas. Clements & Co. \$1.50 per box.

Prominent dealers say that the set of designs lately issued by Chas. H. Gall are the cheapest (considering the superior quality of the work), and the most practical issued.

wants to buy a monument for a friend of his. He produces a letter from his friend enclosing check on his bank and gives explicit directions for finding the grave and setting and lettering the work. The story is perfect. He selects something cheaper than the amount of check, wants the difference to return to his friend with a sketch of the work. The difference he obtains and it is all he wants, and in this way has fleeced several dealers in this vicinity. The "gentleman" is well dressed, about 5-10 high, medium weight, good talker and has a cataract over his right eye. Mr. Messerly says "keep your eyes open for him and if he calls please put a cataract over his left eye and send your bill to me."

From our regular correspondent:

#### QUINCY, MASS.

There lies before me a subject of a good object lesson for the dealers throughout the country. It is a polished piece of Quincy granite, a portion of one of the ties of the first railroad built in the United States. Quincy does not only pride herself in the furnishing of two Presidents to rule our nation. She has lots to be thankful for in these days of thanksgiving and among other things that has given her such a national reputation is the fact that here was built the first railroad. But nobody disputes that, even Barre men will admit it if pushed.

It was about seventy years ago when the stone ties were laid for the road and stone in those days was thought to be a better foundation for the rails. For seventy long years was the tie from which this sample was taken, exposed to the many changes of our climate and today the piece of granite comes out from the polishing mill as fresh and as bright as that dug out of the hills yesterday.

There is no rust, no sap and no soft places in its make up, and Swithin Bros., who made the sample, tell me that this is one of the outside pieces of the tie that was so long exposed.

What better than this can show the wearing qualities of Quincy granite and what better proves the absence of rust and sap? The stone for the ties, as well as all that used in the early days of our industry here was taken from the surface of the ground and the quality of that on top shows only in a small degree the fineness of that beneath.

The Quincy granite manufacturers were never in a better position to furnish stock than at the present time, and the open-

## JOHN THOMPSON & SONS, Manufacturers and Wholesale Dealers in all kinds of . . . . .

Monuments, Tombs,  
Statuary, Buildings, Etc.

## New England Granite.

The Finest Grades of QUINCY GRANITE a specialty.

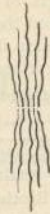
Quarry St., QUINCY, MASS.

FINDLAY, Ohio, June 4, 1894.  
MERRY MOUNT GRANITE COMPANY,  
Quincy, Mass.

Gentlemen: Enclosed find check for the monument shipped May 7, 1894, and I must say that in my seventeen years' experience I have never received a single Quincy granite monument from any firm that has given better satisfaction to my customers. On the soldiers' memorial dedicated at McComb, Ohio, on May 3, the axed work was first-class, and every joint and miter perfect. I could not ask for anything better than the polished work or selection of stock itself, and I cannot compliment you too highly on the workmanship. With kind regards, I am,

Yours most respectfully,

A. M. SMITH.



P. W. DRISCOLL, Agent.

JOHN C. KAPPLES, Treasurer

### MERRY MOUNT GRANITE COMPANY.

(INCORPORATED 1881.)

QUARRY OWNERS AND MANUFACTURERS.

### Monuments, Statuary & Cemetery Work.

From Light and Dark Quincy Granite and all kinds of NEW ENGLAND GRANITE.

THE TRADE SUPPLIED WITH ROUGH STOCK, ESTIMATES ON APPLICATION.

WORKS:

QUINCY ADAMS STATION, QUINCY, MASS.



DEALER AND MANUFACTURER OF  
**Quincy Granite**  
 MONUMENTS  
 and  
**Statuary**

**S. Henry Barnicoat**

WORKS:  
 Centre and Columbia  
 STREETS.

Westerly, Barre  
 Souhegan, Barre  
 Granites

Quincy, Mass.

GREETING TO THE TRADE:

I am now well equipped for handling spring work. With a new derrick and enlarged shed room I have facilities second to none in Quincy for furnishing good work promptly. Circular work, Columns, Urns, etc., turned by latest Improved Machinery at lowest prices. My work will continue to be such as to sustain the reputation it has acquired for excellence in material and workmanship. All orders receive my best personal attention. Send sketches for estimates. Address:

S. H. BARNICOAT, Quincy, Mass.

Have always some stock monuments, tablets, etc., on hand. Write for prices.



**Mc GILLVRAY & JONES,**

Quarry Owners and Manufacturers

**Dark \* Quincy \* Granite**

For Monumental and Building Purposes.  
 Estimates Furnished on New England Granites.

**QUINCY, - - - - MASS.**

**Delays are Dangerous!**

Don't hold your orders any longer, but send them on at once to **DEACON BROTHERS,**  
 Manufacturers of **Quincy Granite Monuments.**

**WE HAVE OUR OWN QUARRIES AND CAN GIVE THE BEST SATISFACTION.**

**DARK, EXTRA DARK, AND MEDIUM GRANITE.**

*Send for Estimates and we are Confident of Securing Your Orders.*

*We have several Stock Monuments on hand. Write for one of our Stock Sheets.*

109-115 Centre Street, - - - - QUINCY, MASS.



ing up of several quarries in the great range of hills from which this sample originally came gives them a field of operation unequaled in New England with a supply of dark blue granite sufficient to meet the demand of dealers for ages to come.

It was a truly magnificent undertaking, and one that will be productive of great good to our city and its great industry, was the opening up of the new quarry railroad. It was the most notable of the many advancements made in the business the past year and it marks an epoch of an upward and onward movement that has already brought forth good fruit as is being shown by the revival of trade, even in the midst of winter. It is the capital and the hustlers behind it that has given this scheme the push and "push" will ever be their motto.

"If you want a thing done do it yourself" is another motto the directors have found to be a good one to follow, and instead of waiting for the N. Y. N. H. & H. R. R. to put in switches to our valuable quarrying land in the neighborhood of that company's tracks, they intend going right ahead and putting them in themselves.

The building of several extensions and new roads are being considered and two or three big deals it is expected will be made early this month.

The granite business as all others has experienced a depression during the past year that has been a most trying one. But the Quincy manufacturers have nobly born the ordeal. With all the dull times they have been constantly looking toward the improvement of their plants and have readily adopted anything that would tend toward the advancement of the business. Never in any year in the history of the industry has so much machinery been introduced into the manufacturing of granite and today a large majority of the yards are equipped with electric or steam power until the manner of doing business now and that ten years ago have been revolutionized. The Lyons Granite Co. is an example of the enterprise of Quincy manufacturers and men in other lines of business. This concern was established last year with \$40,000 of Quincy capital and it prides itself on the complete equipment of its sheds and polishing mill with the latest improved machinery. It has gone into lathe work quite extensively and is the best fitted plant in the country in this respect. The sheds are located beside the quarry and a spur track from the road of the Quincy Quarry Company connects with both. Mr. John Lavers, for many years manager of the Merry Mount Granite Co. is superintendent.

What some of the firms have been doing the past year and work on hand:

Mr. P. D. Driscoll, agent of the Merry Mount Granite Co. reports business as very good at the quarry last year, in fact up to the average of the past. Among the work handled in '04 was the stone for the large \$75,000 Barney job for Springfield; the

Dr. Acomb statue monument for Warren, Penn., which was a most striking piece of work and one greatly praised, and a number of large jobs for private parties. He is running close on to two gangs of cutters and the prospects are good with him for spring work.

Mc Gillvray & Jones have done some large work the past year notable among which was the Chauncey Depew tomb shipped in October.

F. Barnicoat has cut more statues than any firm in Quincy. He has turned out over thirty during the past year and the large one of the Angel of Peace standing in front of a cross was considered to be the best piece of work of the kind ever shipped from this city. He has handled a large number of Quincy and Westery monuments and is at present at work on several statues, one of which is a reproduction of the Angel of Peace.

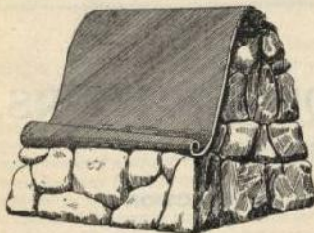
Mc Intosh & Sons have had quite a run on sarcophagi and have shipped several large ones the past twelve months. They are now cutting one with a bottom base 7' 4" x 4' 7" 10 feet high. There is heavy carving on the die and cap and the four sides of the die are polished. He has also a big ball job, a facsimile of several others he has cut.

Although Mr. Mc Farland, of the Adams Granite Co. reports the past as rather quiet, he has good prospects for the future and has his share of the orders at present. Worthy of mention in the work he has done was the soldier's monument for Chambersburg, Penn., and the monument for Gen. Bradley of New Haven, Conn.

The opening up of the tract of quarry land at East Milton, by Mc Dowell & Sons last year shows an enterprise that is bringing them in good returns. The stock is of excellent quality and the fact that others have made openings in the vicinity is in itself conclusive evidence that the find was a good one. This firm has handled a large amount of work at their sheds and few firms can make as good a showing. They furnished the stone for the beautiful walls of millionaire Stokes' mansion at Lenox, Mass., and built the Scott spire monument sent to Richmond, Ind., the Robinson sarcophagus, Indianapolis, and Huntington sarcophagus, Buffalo. They ran four gangs of cutters up to November 1.

The O. T. Rogers Granite Co. made a good showing at the quarry last year and have now a great opportunity to get out large stone. The situation of the quarry allows of the stone being easily handled and rolled into the sheds and some immense boulders and sheets have been taken out the past few months. The large Kimball tomb in Woodlawn Cemetery is a sample of the work this firm has been doing lately.

A. M. Deane & Co. were probably one of the busiest firms in the city last year. They have handled all styles of monuments, and with them, the shaft or spire monument has been a



Our stock was used for Rock Scroll sold Mrs. U. S. Grant, exhibited at World's Fair by Granite Mfr's Assn. of Quincy, and for 3 duplicates of same.

**Quincy Granite.** We will give estimates on any of the **QUINCY WORLD'S FAIR MONUMENTS**, and will guarantee the same quality of work.

Rough Stock furnished for the Trade, also Dies, Slabs and Bases squared and polished.

Send for  
Price List.

**E. F. CARR & CO.,**

Successors to FREDERICK & FIELD (Established 1839).

**QUARRIES, CUTTING AND POLISHING WORKS, QUINCY, MASS.**



# FRANKLIN HARDWICK & SON,

QUINCY, MASS. —

Dealers in Dark Blue

## QUINCY GRANITE

ROUGH STOCK SOLD TO THE TRADE.

We Guarantee Our Stock Entirely  
Free from Streaks.

To THE DEALER—We have on hand, ready for  
shipment, a few Monuments.

### A. MARNOCK & CO.

ONE

YEAR

AGO

THIS YEAR —

We applied this knife to our prices. That we did it to good effect, is shown by the fact, that in a year unprecedented for dullness of trade **We have largely increased our Sales from any former year.**

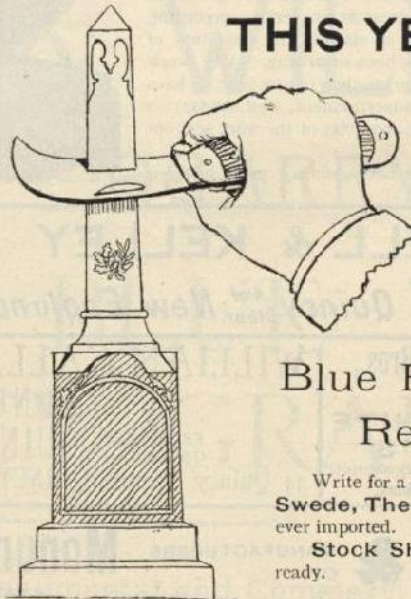
As to quality, hear what our customers say:

One writes from Ind., "Monument is the nicest stock and workmanship in the Cemetery."

And another from Ohio writes, enclosed find check for monument, "It is a beautiful piece of stock and first-class in every respect."

And another from Minnesota, "The monument is first-class in every respect." **In future you shall have our trade.**

We could quote over thirty such as these.



We have had the knife ground and whittled and shall where possible cut still closer and **Continue to be the Headquarters for all American and Foreign Granites.**

Peterhead  
Hill O'Fare

Blue Pearl

Red Swede.

Write for a sample of our beautiful **Grey Swede, The Nicest** foreign grey granite ever imported.

**Stock Sheets** of work in hand now ready.

**A. MARNOCK & CO., Quincy, Mass.**



particular favorite. They have cut several very large ones and are at work on a big one at present. The prospects with them were never any brighter, at this time of the year and it speaks well for the push and enterprise of the members of the firm.

"So far as my business is concerned," said W. T. Spargo, "It was never any better than just now, and the outlook is good." Among some of the jobs he has been doing were the two soldier's monuments for the battle field of Antietam for two Connecticut regiments. He is working on a \$1,100 cottage monument. The bottom base is six feet square; column die and draped urn.

Mr. Fred L. Badger, of the firm of Badger Bros., West Quincy, who has so long and so faithfully filled the office of Secretary of the Quincy Granite Manufacturers Association has resigned. His resignation to take effect on his successor, Mr. Thomas Dumphy, qualifying. Mr. Dumphy, who has had considerable experience with the granite business by his connection with the Quincy Paving & Edgestone Company as bookkeeper, is a well known young man of this city and will make a worthy successor to Mr. Badger. It might be mentioned here that on December 18th Mr. Badger became a benedict. He resigned one position only to take a more important one at the head of a new household, and the congratulations of the manufacturers and dealers throughout the country among whom the youngest member of the firm of Badger Bros. was well known, will go out to him and the estimable young Quincy lady whom he has taken as his bride.

The firm of E. F. Carr & Co. will be a lasting one on the battlefields of the United States. It has furnished eighteen monuments for Chickamauga the past year, and the work has already added honors to those won by Mr. Carr for his many memorials at Gettysburg. Another soldier's monument built by him last year was the one to mark the spot held by the 124th New York Infantry in Pickett's memorable charge. He also furnished the pedestal for the John Watts monument at Yonkers, N. Y.

"Speaking about work the past year," said Mr. Thompson, of the firm of John Thompson & Sons, "while we have got to admit that the aggregate is not as great as in certain preceding years, still the volume of business, in view of the condition of trade throughout the country, has been surprising. Our work has averaged as large if not larger than in any year we have been in business. Our best advertisement, and the fact to which we attribute all this, is the character of the work sent out to our customers."

C. H. Hardwick & Co. have been doing a good business

both at the quarry and sheds. Among the large private jobs they have got out lately were: The large shaft monument for Oliver Booth, the brewer of Poughkeepsie, N. Y. and the all-polished sarcophagus for Chattanooga.

Joss Brothers have branched out into new fields since Mr. O. S. Hammock became associated with them. They have been doing a good deal of work of all descriptions in Quincy, Waverly and Barre and in Scotch, Swede and other foreign granites. They lately cut a large Westerly monument, quite a massive memorial. Another was a big Quincy job with heavy carving in relief, cut by pneumatic tools. This firm calls par-

## DARK BLUE QUINCY GRANITE

Pinel Bros., of Quincy, have about three acres of land for sale, containing a rich, handsome Dark Blue Granite, and being part of the same quarry recently re-opened by the firm of McDonnell & Sons of Quincy. This is a chance in a lifetime for anyone who wants a quarry of the Finest Grained Dark Blue Quincy Granite. They have also about fifty acres of

### FIRST-CLASS DARK BLUE and LIGHT BLUE GRANITE LAND,

which they will sell cheap and on easy terms. Please call or write to

**PINEL BROS.,**

GRANITE TOOL MANUFACTURERS,

94 Granite Street,

**QUINCY, MASS.**

Established in 1848.

**C. H. Hardwick & Co.,**

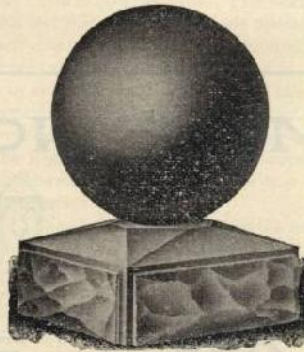
DARK QUINCY GRANITE  
a specialty.

Rough and Finished Granite furnished the trade in both Light and Dark Shades.

Ours is the Original and Famous

**HARDWICK  
QUARRY.**

QUINCY, MASS.



## MCDONNELL & KELLEY

Manufacturers of  
QUINCY, MASS.

Quincy <sup>And</sup> <sub>Other</sub> New England

# GRANITES

Thomas F. Burke & Bros.,  
Manufacturers of  
**QUINCY GRANITE  
MONUMENTS**

Dealers only supplied. Correspondence solicited.  
Willard Street, West Quincy, Mass.

**WILLIAM CALLAHAN,**

MANUFACTURER  
OF

MONUMENTAL WORK

FROM ALL  
GRADES OF

QUINCY AND OTHER GRANITE

34 Quincy Avenue, QUINCY, MASS.

Send for Estimates.

**BURNS & CORMACK**  
MANUFACTURERS  
OF . . .

**Monumental Cemetery Work**

STATUARY, CARVING AND DRAPING.  
ESTIMATES PROMPTLY GIVEN,

Works, Payne Street, South Quincy, Mass



### Adams Granite Works

GEORGE McFARLANE, PROP.  
Manufacturers of

#### Monuments

#### STATUARY

And all kinds of cemetery work from Dark, Medium and Light

#### Quincy Granite

Best stock and workmanship guaranteed  
Correspondence solicited.

Office and Works  
Penn St.,  
QUINCY, Mass



### GLENGOE

#### Granite Co.

Mfrs. of

DARK AND LIGHT

#### Quincy Granite

AND ALL

Eastern Granites . .

Quincy, Mass.



LIGHT  
AND  
DARK

#### Barre Granite,

MONUMENTS

—AND—

Cemetery Work.

JOHN A.

### CONNOR

Man'r and Dealer,  
BARRE, VT.

Write for Estimates.

## GRANITE RAILWAY CO.,

Proprietors of the celebrated

# QUINCY RAILWAY GRANITE.

Also Concord, N. H. Quarries.

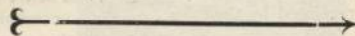
PRINCIPAL OFFICE, 166 Devonshire St., BOSTON, MASS.

QUARRIES, WEST QUINCY, MASS., CONCORD, N. H.

# FIELD & WILD—

## QUARRYMEN

# DARK BLUE QUINCY GRANITE.



Rough Stock, Monumental and Cemetery Work.

The superior quality of our Granite has always been recognized by the trade.

QUINCY, MASS.



ticularly the dealers' attention to design 204 on which special offers are being made.

Patrick Mc Grath died at his home, Pleasant St., Tuesday December 18th, aged 83 years, and Quincy loses a prominent citizen and pioneer in her granite business. He was born in Ireland March 1st, 1812, and came to Quincy in 1850 and has lived here ever since. Four years after his arrival he went into the granite business with Charles and Chester Mitchell, as Mc Grath & Mitchell. Mr. Mc Grath took charge of the marble department. In a few years Mr. Mc Grath left the firm and associated with him his two sons, dealing at first exclusively in marble but branching out rapidly, until the firm is now one of the largest in the city. About eighteen years ago Mr. Mc Grath turned over his business to his two sons and retired, the business now being carried on under the firm name of Mc Grath Bros. His first piece of work was the designing and building of the large arch entrance to Mt. Wollaston cemetery, Quincy. In his early years his health was poor, but by persistent out door exercise he claimed to have rejuvenated himself and was out up to two weeks before his death. He leaves a wife, and three sons and two daughters. The funeral was held from his late residence Tuesday, Dec. 20th.

"Not many orders," said Mr. Marnock, of the firm of A. Marnock & Co., but his order books don't show it. He has been doing a good business the past year, judging from a few of the orders recorded. There was a \$500 sarcophagus shipped to Vermont, \$560 sarcophagus, and three others about the same size, to Brooklyn, a \$600 shaft monument to Minn., \$400 sarcophagus to Ill., \$700 column die to New York, \$700 square monument with draped urn to Pa., \$500 sarcophagus to R. I., \$400 peak die to Ind., \$450 sarcophagus to Ohio and a number of shaft and ball monuments to other places. He is now working on a cross monument with a 4' x 3' 6" base and cross 12 feet in height.

"If you want a thing done quickly take it to a busy man." That is an old saying, and a wise one, and it holds good in the granite business. Craig & Richards have 132 men employed at their quarries and sheds and are rushing out work at a great rate. Their business has been good all the year and they report a good opening for spring.

Field & Wild have their usual number of cutters at work and they are also busy at the quarry. Mr. Field says there is as much work as ever before in Quincy, but there are so many manufacturers now, and the work is so distributed, that the volume does not seem so large.

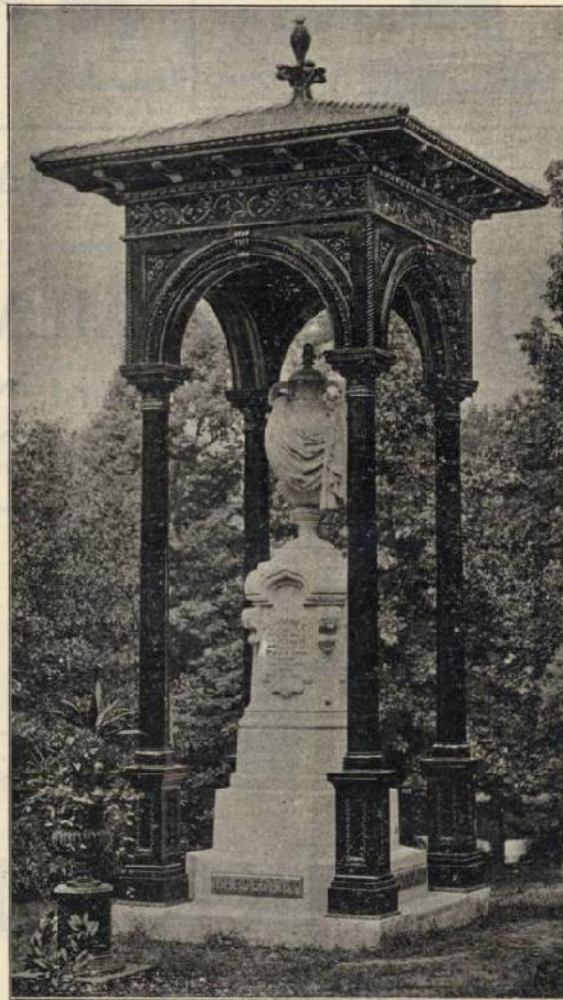
Fuller, Foley & Co. are making a specialty of their "snow flake" granite that met with so much favor with the trade last year. Mr. E. W. Fuller is cutting another figure of "Peace" in a sitting position. It is a little smaller than the one shipped last month but is being cut from the same model. Last June Mr. Fuller cut the largest figure ever cut in this city, the one of the Crowning Angel.

Swingle & Falconer report that notwithstanding the hard times that has so severely affected the granite business the past year, they have run close to their last year's shipments, which speaks volumes for this enterprising firm, who are always on the alert for all modern improvements that will in any way promote the better class of work. These men are always at the post of duty, reliable, and the trade realizes their punctuality through business dealings which no doubt is highly appreciated by their patrons.

Deacon Bros. have been hustling. They opened up a new quarry at East Milton, near that of Mc Donnell & Sons and it is panning out well. The stock is the well known Quincy dark blue and it is giving much satisfaction to the trade. They are cutting a handsome all polished cottage monument, a duplicate of one shipped last month.

#### Artistic Sheet Copper Work.

The illustration on this page represents an Italian marble monument erected by the Hon. Wm. C. Margedant in Greenwood Cemetery, Dayton, O., with an artistic canopy executed in copper by W. H. Mullins, of Salem, O. Mr. Mullins' sheet copper statuary is already well known to readers of the NEWS, but the illustration presents the use of the material in architectural effects. The canopy and columns are supported on a framework of galvanized steel, properly secured at the foundations. This is probably the finest example of its kind in the country, and was especially pleasing to Mr. Margedant, who has, in his



extensive travels given much attention to monumental art. In Germany he found that canopies similar to this were quite generally used, and hence the suggestion for the one illustrated, which has been so successfully carried out by Mr. Mullins.

Among the recent sheet copper statues erected by Mr. Mullins, is one of Maj. Joseph Winston, which has been placed on a pedestal on the Guilford battle ground in North Carolina. A photograph of the finished work compared with the clay model, shows with what precision the reproduction can be made. The Hon. D. Schenck, of Greensboro, N.C., at whose order the statue was made, pronounces it a magnificent piece of work.





W. C. TOWNSEND,  
Importer of Italian Statues  
and Monuments,  
No. 161 3/4

QUARRY OWNER, No. 10 RED SWEDE.



W. C. TOWNSEND,  
Importer of Italian Statues  
and Monuments,  
No. 35 1/2

Scotch Office and Yards, Palmerston Road, ABERDEEN, SCOT.



W. C. TOWNSEND,  
Importers of Italian Statues  
and Monuments,  
No. 16 1/2

# W. C. TOWNSEND,

Importer of Red Swede, Pearl, and Scotch Granites. Manufacturer of Quincy, Barre, Concord, Westerly and all New England Granites.

Importer of Italian Monuments and Statues.

138 Fifth Ave., Near Nineteenth St., NEW YORK CITY.

5, 7, 9 & 11 Main St., ZANESVILLE, OHIO.

QUARRY OWNER, QUINCY GRANITE.

STUDIOS, CARRARA, ITALY.



W. C. TOWNSEND,  
Importer of Italian Statues  
and Monuments,  
No. 165 1/4



W. C. TOWNSEND,  
Importer of Italian Statues  
and Monuments,  
No. 23 3/4



W. C. TOWNSEND,  
Importer of Italian Statues  
and Monuments,  
No. 14 1/2



## MARR & GORDON, Barre, Vt.

Granite Quarriers

Manufacturers

Polishers

Interior and Exterior  
Views of Sheds and  
Quarries.

◆ THE HARRISON MONUMENT. ◆

From our regular correspondent.

### Barre Letter.

It may be of interest to our readers from a distance to learn that Barre is no longer a simple Vermont village—that from henceforth we shall enjoy the proud distinction of living in a city. For some months past, a number of our inhabitants felt in their minds and bones that something was the matter with Barre, and after a careful diagnosis of the case, concluded that the only remedy was a City Charter, so a meeting was held, speeches were made, a committee appointed, petition circulated, signed and presented to the legislature, and in due course of time the august legislative body of our Green Mountain State, granted the much coveted document.

So, at our next election we shall have a real live mayor, a half dozen aldermen to rule over us, clothed with all the authority which men usually possess who occupy such exalted positions,—some say we shall have one of those, seemingly, necessary appendages of well regulated modern cities,—a ring. One of our old ladies said, in her native simplicity, that must be something *very nice*, and she *really* hoped we would have a ring. To listen to some of our enthusiastic people talk one would conclude that all of our troubles will now (as they do when lovers get married), be at an end,—that in future our taxes will be reduced to a minimum, labor troubles cease,—the severe blasts of winter will turn into the gentle zephyrs of June,—the mud in our streets will turn into adamant and that unalloyed peace and prosperity will be the happy lot of our citizens from now, until the end of time.

It is customary, and properly so, on the closing up of the year, to take a retrospective view of the business done during the preceding months. We know that statistics are usually

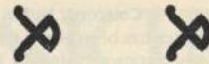
very dry things, and are generally glanced over hurriedly or skipped entirely, so we shall not weary the patience of our readers with long rows of figures to convince them that Barre has not only had her share, but the *lion's share* of the *monumental* granite business in the past twelve months. This is a fact that is universally conceded. Some of our rivals attribute this to lower wages being paid in Barre than in other places, but we believe it can be easily proved that such is not the case—that our workmen are paid as well as they are in any granite center in New England, and that the correct answer as to why it is so is that Barre granite is the most popular granite, particularly for monumental work, in the market.

We see from reading one of our standard granite journals, that there is some fear of labor strikes in certain places in New England, owing to a reduction in wages. However that may be in other places, we do not anticipate any trouble of that nature in Barre, as there seems to be a reasonable degree of harmony existing among workmen and manufacturers. We earnestly hope that the time is far distant when we shall have a recurrence of what was passed through at the time of the last long trouble between employers and employed. If the principles of *arbitration* are thoroughly adhered to, wiser ways will be found to adjust difficulties than those which formerly have resulted so disastrously to all concerned. What might we not anticipate for all engaged in the granite industry in Barre if we could be assured of, at least, ten years of uninterrupted business.

We believe that very few of our people fully realize the rapid progress which has been made—say in five years in the improved methods of handling granite in Barre. The writer came here about six years ago—there was then but two or three quarries in which steam was used—horse sweeps and ox-power was



# BARCLAY BROTHERS,



Quarry Owners, Manufacturers  
and Polishers of . . . .

## BARRE CRANITE.

We own and operate **Light and Dark** quarries that are producing first-class dimension stock of any size. Our facilities for Quarrying are unsurpassed, and orders for

### Rough Stock

will receive prompt attention. Our manufacturing department is equipped with Pneumatic Tools for surfacing, carving and lettering granite. Our new surfacing machine is the latest and most valuable improvement ever made in granite working machinery, and gives more

### Satisfactory Results

on large surfaces than when finished by hand. Our Column Cutting Lathes and Polishing Lathes are the largest in Barre, and our polishing mill is equipped with thirteen polishing machines. *We have every convenience for handling LARGE WORK.*

CAPS, DIES, Etc., Polished for the Trade.

BARRE, VERMONT.

used in almost every quarry for hoisting out granite. Now steam power is employed in nearly every quarry, and the same advance will be observed in the ways of cutting and handling granite in our shops.

Scarcely a month passes in which some of our older firms do not launch out into wider waters. In our last letter we mentioned the new venture of the firm of Marr & Gordon. This month we shall write of the recent purchase of Mackie & Sons' plant by the Jones Bros., and who is there from Maine to California, who knows anything about granite, who does not know the Jones Bros? Any granite man who does not know them "proves himself unknown." The plant which they have purchased will give them plenty of room for expansion, as the plot contains six acres, and all available for yard room and building purposes. They have a fine water power, a McDonald stone cutting machine, gang of saws for sawing granite, etc. In the spring, they anticipate building the latest improved sheds with inside traveling derrick, a large polishing mill, turning lathes and other machinery for the manufacturing of granite which, when completed, will be one of the finest plants in New England. We do not know how much Mackie & Sons' received for the plant, but judging from the expression on the senior Mackie's face when we questioned him about the sale, it was not purchased "for a song." Mr. Mackie would not say what the price paid was, but he remarked with a twinkle in his eye, *I am satisfied.* Mackie purchased the plant from Morse & Sortwell a couple of years ago for what was considered a good round sum, and the wiseacres shook their heads and said: poor Mackie, he's bought a "white elephant," and what will he do with it? By some mysterious process of nature the white elephant, under the careful grooming of the Mackies, soon became a beautiful mouse color,—then the same wiseacres said that Mackie is a "lucky dog." Mr. Mackie with his wife and youngest child sailed for Scotland on

the 15th, on the fastest steamer that crosses the Atlantic, and will spend several months in their native land. Their many friends in Barre wish them a pleasant journey and a safe return.

C. H. More & Co. have built a large extension on the north end of their large shops—we expect they will keep right on building until they reach the Canada line.

There is a saying that it is always darkest just before day. We think the saying will prove true with us in Barre at present. For the past month or more the outlook has been decidedly discouraging, and many of our manufacturers have anticipated a very dull winter. But within the last few days the tide has turned in the right direction and many orders are being received for monumental work and rough stock. Mr. H. K. Bush informs me that the Vermont Granite Co. have closed several large contracts within a few days, and that they have a fair prospect of securing others soon. Several of the large quarries that expected to shut down soon on account of a lack of orders, have now all they can attend to. These indications of returning prosperity are encouraging, and are appreciated by all connected with the granite industry in Barre; and when we say that, we about include the whole population.

In conversation to-day with agents, Mr. John Connell of the Vermont Central R. R., and Mr. F. W. Stanyan of the M. & W. R. R., we learn that the shipments of granite out of Barre over these lines during the past twelve months exceeded the shipments of 1893 by at least 25 per cent. The statements made by these gentlemen are trustworthy, and speak volumes for our great industry.

We have pleasure in informing our readers that on Dec. 14th, Mr. H. K. Bush, of the Vermont Marble Co., was re-elected to the office of President of the Granite Manufacturers' Association of Barre. Mr. George Lamson, of Wells, Lamson & Co., was elected 1st Vice-president, and Mr. F. J. Kelleher of Montpelier, 2nd Vice-president.

Let us hope that the year 1895 may prove the banner year of all in the history of Barre.

E. M. T.



**Concord, N. H., Notes.**

Official notice has been issued from the headquarters of the Granite Cutters National Union to the granite manufacturers, that a change is desired in the existing agreement between these two bodies. The local manufacturers have served their men with similar notices. There are all sorts of rumors afloat as to the conditions of the new bills and the possible outcome of proposed changes, but they are mostly in the nature of "crossing shaky bridges before they are reached." When the joint committees come together they will be governed by past experiences in making up their new bills.

There have been few changes among the manufacturers during the past year, and the number remains about as it did a year ago. Early in the season one of the Murphy Brothers moved over to Milford, where he has established a very good business in a comparatively short time.

The result of the long drawn out patent design law suit which was announced last month in these columns was gratefully received by many of the manufacturers. The termination of the matter without coming to final trial, deprives us of some information on the subject that would have been valuable at least to the monumental trade.

Thomas Fox has enjoyed a constantly increasing sale for his popular Topaz granite during the past year, and in order to meet the demands made upon him he has been obliged to make extensive improvements. His new cutting shed, which he moved into in the fall, is 100' x 22' which, with his other improvements and 25 cutters constantly hustling, which number he is obliged to increase, give him a foremost place among Concord manufacturers. Mr. Fox not only has an extensive manufacturing trade, but does a large business in the sale of rough stock. We learn that he contemplates dealing in foreign, as well as all American granites.

John Swenson completed a piece of work during the fall, of which he has reason to be proud, and which will also be a good advertisement for his dark blue Concord granite in the city of Boston. This is the church for the Christian Scientists at the corner of Falmouth and Caledonia Sts. The beautiful structure is trimmed with French Pond pink granite, which adds greatly to its attractiveness. Mr. Swenson's stock is always in good demand for cemetery work. One of his most important contracts of this nature was a vault for Richard Collins, Pottsville, Pa., and erected at Tamaqua. Mr. Swenson's quarry is equipped with two steam power derricks and a Rand drill, and is turning out as fine blue stone as has ever been quarried in Concord. The past year has been the best in Mr. Swenson's experience and with it he has added a number of substantial customers which is always an encouraging feature.

Oliver Racine and Henneberry Brothers report having had a good year and are feeling encouraged at the outlook.

The granite polishing works of Blanchard & Co. were burned Dec. 21. Loss, \$1500, no insurance.

**EWEN & CO.**

MANUFACTURERS OF

**Monumental Work**

FROM RED, WHITE AND BLUE

**WESTERLY GRANITE and  
BARRE and QUINCY GRANITE****Works, Westerly, R. I.**Orders solicited and promptly executed.  
The trade only supplied.SKILL WINS FAVOR.  
ARTISTIC, PROMPT, ACCURATE.**C. W. McMILLAN,**

Manufacturer of and Dealer in

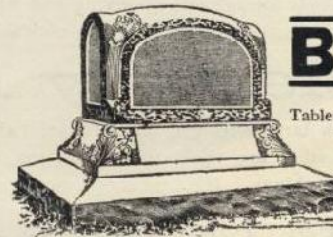
**Barre Granite Monuments.**Pneumatic and Electric Tools for Carving  
and Lettering.**BARRE, VERMONT.**

PRICES REASONABLE.

No Orders too Large. None too Small.

**Emslie & Kelman,**

Dealers in

**Barre Granite  
MONUMENTS**Tablets, Headstones, Coping, etc.  
Draping and Carving  
a specialty.**BARRE, VT.****UNION GRANITE  
CO.**

Quarriers and Manufacturers of

**Hardwick Granite**

MONUMENTAL WORK.

Bases Furnished for American and Foreign Granite  
Monuments.Estimates Promptly  
Furnished.**HARDWICK, VT.****RICHARD OPIE**

[Successor to Opie &amp; Van Guden.]

**White Westerly Granite Quarry.**Dealers in Rough Stock. Also Manufacturers  
of All kinds of Monuments and Building Work.

Office 40 School St.,

**WESTERLY, R. I.**FREE! FREE! Sent by mail, a cabinet photo of statuary.  
J. F. TOWNSEND, Columbus, Ohio.Cross Brothers, paste is already to use when you get it. All  
you have to do is to take it from the can and apply it to the  
stone.Send \$5.00 to Chas. Clements & Co., Chicago, for the Art  
Statuary Book. Worth ten times the price.For finely executed special hand made designs at reasona-  
ble rates, write to Chas H. Gall, Chicago.The old friends and customers of Charles L. Strong, now of  
the firm of Strong & Grannis, 3 Union Square, New York, for-  
merly of the Lyman Strong Co., Cleveland, O., are solicited to  
correspond with Strong & Grannis when in need of anything in  
the granite or marble line. Prompt and liberal treatment will  
be accorded them.





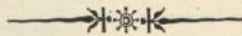
# J. P. CORSKIE,

DEALER IN  
DARK and LIGHT BARRE GRANITE

## MONUMENTS



Estimates furnished on application.  
Orders solicited and promptly filled.



### PNEUMATIC TOOLS

FOR LETTERING AND CARVING.

Tablets and General Drapery Work,  
Drapery and Carving a Specialty.

**BARRE, VT.**



R. A. DAVIS.

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D. S. DAVIS.

## DAVIS BROTHERS

MANUFACTURERS OF AND DEALERS IN

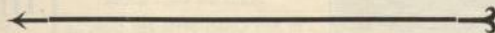
# Fine MONUMENTAL Work

Of all kinds from the most popular  
NEW ENGLAND GRANITES.

LIGHT  
DARK AND  
MEDIUM . . . .

## BARRE GRANITE A SPECIALTY.

All Work and Stock Guaranteed to be First-Class in Every Respect. . . Estimates Cheerfully Given.



Lettering, Carving and Drapery.

) POLISHING a Specialty. (

Northfield, Vermont.



**Among \* the \* Designers.**

Improvement is the order of the times in all branches of monumental art, and in no department is this more apparent than in that which has to do with the originating and executing of designs. It has often been said that we are only threshing over old straw, but if this is true our draftsmen are certainly deserving of great credit for what they are getting out of it. The demands of the trade are such that monument dealers feel obliged to carry a stock of specially made designs, differing from those of their competitors, and much time and money are put into them. Most beautiful effects are produced by the use of the air brush in shading designs drawn upon silk or satin, and many of these are really works of art. In the hands of a skillful artist the delicate spray of colored ink from the air brush can be made to faithfully represent the finish and texture of either marble or granite.

The introduction of Romanesque carving into the better class of monumental work opens up a field for designers that if carefully followed, will do much to improve the character of our monumental work, but its use should only be resorted to by designers who have familiarized themselves with it by proper study. This leads to the emphatic suggestion that monument designers must keep abreast of the times, in the matter of refined work. Artistic taste is now being more or less developed in all classes of the American people, which will require that all artistic designing shall be done under educated principles, and not subordinated to the mercetricious idea of catching the eye. Hence, designers, to be successful, must keep well informed.

**WHAT'S ALL RIGHT?  
OUR HAND DESIGNS**

of any class of work. . . . Furnished promptly, at reasonable prices Silk Designs a specialty. Correspondence with the trade solicited.

**WHITEHEAD & RIEKERS,**  
MONUMENTAL DESIGNERS.

STUDIO 43 E. 20th St., Near Broadway, New York, N. Y.

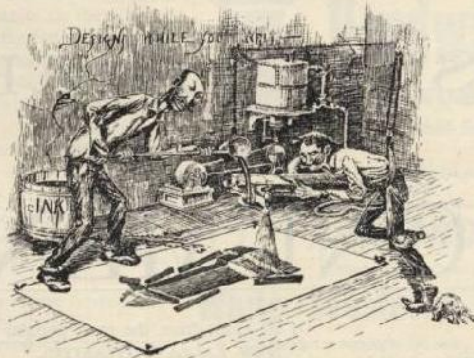
**W. B. SPRAGUE,**

**MONUMENTAL  
DESIGNER . . .**

*Special Designs on Satin, Silk or Paper.*

3101 Groveland Ave., CHICAGO.

Correspondence Solicited . . . .  
Telephone, Main, 3248.



**RICHARDS &  
TROWBRIDGE**

**MONUMENTAL  
DESIGNERS.**

DESIGNS ON SILK  
A SPECIALTY.

QUINCY, MASS.

Correspondence with the trade solicited.



**Monumental  
DESIGNS**

Made on short notice  
In Any Color, Style and Size, on  
Paper, Silk, Satin and Lans-  
down.

Special Designs a Specialty.  
Best quality of work guaranteed.  
Terms reasonable.

**Allen Bros.,**

Artists and Designers,  
Coffin Block,  
INDIANAPOLIS, - IND.

**60**  
**Monumental  
Illustrations**

and the  
**MONUMENTAL NEWS**

ONE YEAR \$2.50

Begin Your Subscription  
With This Issue.





**RUSTIC**  
**T**ABLETS,  
**M**ARKERS,  
**E**TC. —

Artistically Carved in . . .

**BARRE GRANITE.**

Send for sizes and price on this TABLET. It is a good selling design. . . My rustic work is meeting with favor all over the country. It is all cut with the PNEUMATIC TOOL and gives entire satisfaction.

☞ Marble Designs executed in Barre Granite. . . Urns, Capitals and Rustic Work of every description.

**EUGENE SULLIVAN,**  
**BARRE, VERMONT.**

**B4** Looking Further Read This Carefully.

**KINGSTON BROS.,**

Manufacturers of all kinds of

**Monumental Work**

We use the Best LIGHT and DARK BARRE GRANITE. . . Correspondence solicited. . . Estimates Cheerfully Given.

**BARRE, VERMONT.**

**DO NOT FAIL TO GET OUR PRICES.**



**From the Pacific Coast.**

SAN FRANCISCO, December, 1894: The year just closing has proven to be, so far as the granite and marble trade is concerned, the worst year on record on the Pacific coast. Business in general has felt "the hard times" prevalent all over the country, while added to this, are local conditions that have made matters worse, such as immense wheat and fruit crops with prices so low that in many cases after freight charges to a market were paid, the farmer had to go down in his pocket and pay out cash, to say nothing about getting no returns from his crop.

When the farmer, in a country depending mainly on crops for profits, is working on a loss, it can be readily ciphered out that all other branches of industry are at a standstill, and this is just the condition on the Pacific coast.

The volume of granite and marble marketed, as compared with former years is not over one-half.

In and around San Francisco there have been erected quite a number of elegant and expensive mausoleums from native granite, principally of "Raymond" and "Rocklin;" cemetery lots have had the coping put round them and a monument foundation put in but, the monument is put off until "a more convenient season."

It is somewhat remarkable however, that in the midst of the dull times, quite a number of good buildings have been erected, calling for quite a good share of interior work in marble, and contrary to former custom, the work has been done by local dealers.

In monumental work, granite is the popular material for the better class of work, while marble fills the place of the cheap class. San Francisco has been treated in the past as a "jay" town by wholesale dealers and manufacturers; but this no longer holds good, and the revolt against poor stock and work is led by such firms as G. H. Jones of the Columbian Building, John

Daniel & Co of Laurel Hill Cemetery and the Amador Marble Co. of Oakland. These firms will not handle anything but the best and the result is "other dealers are compelled to fall in line."

The establishment—within the past two years—by the well known reliable firm of Jones Bros. & Co., of an office and large warehouse heavily stocked, in the city of San Francisco, has demonstrated to the trade the difference between what has been put on the market in the past, and what they do in the way of supplying first-class work.

They report a fair business for the year, everything considered, with an increasing demand.

Every dealer is looking forward to 1895, hoping for a change for the better. 1894 will always be remembered as one of failures and bad times.—Welcome 1895. FRISCO.

**Is Organization Profitable? \***

The subject assigned me by "the powers that be" places me in the position of a preacher who is expected to deliver a new sermon from an old text. Like the text of the Book of Books the topic given me is full of truths, new, bright truths to be told over and over again until the light shall come from out the darkness in which our fellow tradesmen seem to have hidden themselves, and they be released from the self imposed bonds of selfishness and greed which now encompass them.

Abler writers than myself have set forth these truths long years ago, but yet these frailties are permitted to crush out our better feelings and we fall into our former ways of rule or ruin, adopting to a man, almost, the old adage: "every man for himself and the devil take the hindmost."

\*Paper read before the Ohio Marble and Granite Dealers' Association Convention at Cleveland, Ohio., by I. H. Kelley.

# SPARGO

## STILL ALIVE

# To BUSINESS.

**During the Dull Times** I have purchased a large amount of Rough Stock from the best medium, dark and extra dark Quincy quarries, and am prepared to fill orders at short notice. Here is the opportunity for dealers to get low prices on any kind of Monumental Work.

**All Work Guaranteed First Class.**

# W. T. SPARGO, SOUTH QUINCY, MASS.



# JOHN SWENSON,

SOLE PRODUCER OF THE CELEBRATED

## DARK BLUE



## CONCORD GRANITE

For Statues and Fine Work it has no Superior.

Also Manufacturer of Fine Hammered and Rock-Faced Monuments, Mausoleums, Tombs, Coping, Etc.

Correspondence Solicited.

WEST CONCORD, N. H.

"Am I my brothers' keeper?" is a query as old as the race and involves a principle which stands out today as strongly as it did when Cain hid himself in the Garden of Eden. It was selfishness which caused this first great drama, changing the course of life from then until now, and the ills which afflict mankind, whether of a physical, mental, social or business nature, are largely traceable to the same cause.

To "live and let live" is a motto hard to adopt in its entirety and to live up to the spirit of it in a close, strict sense. We are all perfectly willing to "live"—not caring whether any one else lives or not, and sometimes our desire is so strong that to advance private ends and interests we "kill the goose that lays the golden egg," or "drop our bone in the greedy endeavor to get its shadow mirrored in the stream."

What is to cure this evil tendency and bring us into a nobler atmosphere, a higher plane of business living? The self-evident answer, dictated by later experience, is to organize into associations, where we can mingle together and learn to know one another, consult upon means and methods, educate each other in the best means of doing a legitimate business, thus preventing conflicts and distrust, and thereby enhancing a general interest for the good of all.

Nothing short of a thorough organization can accomplish this result, which, if effected, will, in time prove to be true to the letter, for, already in the experience of men connected with organizations of diverse character has this theory proved itself correct, and the condition of the marble and granite trade today is far in advance of what it would have been had not our own feeble association existed.

What has been done is only the shadow of what might be accomplished could men be brought to see the power there is in thorough organization and be ready to lend a helping hand to bring about these desired results. The great corporations of the

country, such as railroads, telegraphic, telephonic and other like associations bear strong evidence in favor of organization, and no good reason exists why the same principles involved should not be applied to trade associations with the same prospects of success were the same interest taken and like energies applied. But therein lies the admitted difficulty; in associations in general the organization is not thorough. The beginning usually is like a 4th of July sky-rocket—it goes off on its start "with a rush"—its ending is likewise—"it comes down like a stick." A few are usually expected to do all the work, direct all the machinery and raise all the funds and for awhile "all goes merry as a marriage bell." But when it becomes a little burdensome and the funds are not forthcoming, the dues remain unpaid, the wheels of progress are clogged, energy dies out and the organized association ceases to exist and discord soon neutralizes all the good which may have been accomplished.

Organization is therefore profitable when the true principles which should govern are carried out by associations, where all connected therewith work for the greatest good to the greatest number, taking hold resolutely of measures whereby the general trade will be advanced, adhering to the maintenance of living prices for work sold, avoiding all undermining in business relations, agreeing truly to "live and let live" with a generous good feeling for all in the trade with us, then and then only can we answer affirmatively the question propounded, "is organization profitable?"

LOOK on the map. Did you ever think to write to Columbus? J. F. TOWNSEND is still there and will be pleased to answer any communications in regard to prices on granite work.

Dealers in Chicago, Cincinnati, Milwaukee and Louisville, and other points can procure photos of some of the best work in the principal cemeteries in their respective cities, from Chas. H. Gall.



## Among Our Advertisers.

*Special business notices in this department, 25 cents a line. Readers will confer a favor upon the advertiser and the MONUMENTAL NEWS by mentioning the name of the paper when writing advertisers.*

Ewen & Co., Westerly, R. I., wish to inform the trade that they have some headstones and monuments in stock which they will sell at reasonable prices.

A sample copy of our Photos of Statues which are mounted on cabinet cards will be sent to any address. Try one, as it costs you nothing, and satisfies your curiosity about it.

J. F. TOWNSEND, Columbus, Ohio.

The attention of the trade is called to the special announcement of the Pittsburg Crushed Steel Co. on another page of this issue. Parties using steel or steel emery are cautioned from using an article that infringes on the crushed steel patents.

Italian statues at very low prices. No one can sell statues at less prices than I can. Try me and see. Satisfaction guaranteed. The finest pieces of art always supplied.

J. F. TOWNSEND.

Marble finishers will find the grit furnished by A. L. Simons, Geneseo, N. Y., a time saver for polishing. He gives as references the Evans Marble Co., Baltimore, Md., Vermont Marble Co., Proctor, Vt., Columbian Marble Co., Rutland, Vt., who use his grit in large quantities.

Notwithstanding hard times our trade has increased twenty per cent during last year. Fair dealing, good work, and low prices tell the tale. Try me on every NEW YEARS order you have to buy for stock, or may have sold.

J. F. TOWNSEND, Columbus, Ohio.

In these times when the monument market is flooded with rough stock, about as it comes from the quarry, and sold for monuments, it is gratifying to know that W. N. Howard, of Concord, N. H., can give you work from the finest of stock, finished in a manner that you can back up with your reputation.

Try an order in our Royal Red granite. Try our prices on Scotch, Swede and Pearl granites. Everyone is pleased with our work and prompt shipments. Write and be convinced. J. F. TOWNSEND.

This item was written with an American lead pencil, received with compliments of Charles Clements & Co., Chicago, whose name it bears. This is but one of the many ways by which this enterprising firm keep their name constantly before the trade. See their interesting announcement regarding stock work in this issue and be sure to get one of their January stock sheets.

## CORRELL & BURRELL,

Wholesale

### RUSTIC WORKS,

West of Bedford, on E. & R. R. R.

ODON, IND.

Manufacturers of

RUSTIC  
MONUMENTS,  
VASES,  
SETTEES,  
CHAIRS,  
MARKERS,  
AND LOG CURBING.

Statuary and Fine Carving  
in Bedford Stone.

Send your tracings for estimates.



Send for estimate on this job.

## CANNON BROS.,

[Successors to Cannon & Smith.]

Manufacturers of and Dealers in

### Light and Dark Barre Granite.

Monumental and Cemetery Work.

LETTERING, CARVING AND DRAPERY.

*Orders filled as quickly as is consistent with good workmanship. Send us your designs for estimates.*

NORTHFIELD, - VERMONT.

# HENNEBERRY BROS. & CO.,

MANUFACTURERS AND DEALERS IN  
EVERY DESCRIPTION OF

MONUMENTAL WORK

FROM THE BEST GRADES OF CONCORD,  
BROOKLINE AND OTHER NEW ENGLAND GRANITE.

FIRST CLASS WORK AND MATERIAL  
GUARANTEED. PRICES VERY REASONABLE.

All Orders  
Promptly Attended to.

Your Correspondence is  
Earnestly Solicited.

CONCORD, N. H.,



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# JOHN BENZIE,

## BARRE, VERMONT.

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Manufacturer and Dealer in Best

LIGHT AND DARK

BARRE ↔ ↔ GRANITE

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MONUMENTS — 

And General Cemetery Work,

Estimates Cheerfully Given.

QUARRIER'S, PNEUMATIC TOOLS.

---

THE YEAR

1895 ~

---

May it be a Happy and Prosperous One to All Our Customers and to the  
Trade in General.

WE heartily thank all our customers for their liberal patronage in past years, and we shall continue to ship, only work which will be a credit to them, thus enabling them to increase their annual sale.

It is unnecessary to state to new customers what we can do, or what we have done, because we ARE RIGHT IN IT for all that relates to cemetery or memorial work, from all the leading New England granite.

A trial order is sufficient to make a permanent customer, such has been the case with all our old customers.

**DO NOT NEGLECT YOUR INTERESTS!**

When you have an order to place always secure an estimate from us before buying or placing your order elsewhere. We can satisfy you in QUALITY OF STOCK, WORKMANSHIP, MANNER, AND PRICES.

Yours very truly

E BIZZOZERO & CO. West Quincy, Mass., U. S. A.

MONUMENTAL MANUFACTURERS.



**New Brunswick Red Granite Co.** OF MAINE

ESTIMATES GIVEN ON SHORT NOTICE

Columns · Pilasters · Urns · Vases  
Sawed Slabs · Building & Monumental Work.  
and Balusters from the Celebrated St George Red Granite

Rough Cut and Polished Granite furnished to the Trade at low prices

GEO. GREEN Manager.

Settled at **BOSTON**; **ANDERSON \* BROS.,**Manufacturers, Importers and Dealers in  
MONUMENTAL AND ARCHITECTURAL WORK from Scotch,  
Foreign and American Granites.Wholesale Works at Aberdeen, Scotland, American Head Office, Park Building,  
2 Park Square, BOSTON, MASS. (Late of Bennington, N. H.)

IN WISHING our customers and friends a Happy and Prosperous New Year we at the same time thank them for the hearty support given us during the one just past. It is now more than a year since Mr. A. Anderson Jr. arrived in America and began direct business with Retail dealers, from the Manufacturer direct, and he has lately been joined by Mr. F. S. Anderson, in the management of the same, which is one evidence of our prosperity.

We have recognized the fact that the quality of Scotch work (our specialty) has been run down to a low ebb, and our endeavours have been to furnish something better, with positive success. We refer to our customers.

Substantial, good work, that will bear close inspection, without depreciation, at reasonable prices, is our Motto for 1895. Dealers in the West and Canada, in larger numbers we feel will take advantage of the opportunity we offer. We expect to travel in these directions soon as possible, and have the same warm reception as in the Eastern States, Agents in the West and at New York city.

Write for full particulars. We want your Spring orders for Scotch and American.

**CHARLES COUTTS,**

ABERDEEN, SCOTLAND.

Wishes His Many Patrons

A Happy, and Prosperous New Year

Cable Address, EUREKA, ABERDEEN.

and is pleased to add that the venture of a branch office at Mansfield has been very successful. An extension of cutting sheds has been accomplished at Aberdeen and he hopes to fill orders by return during 1895.

**CHAS. COUTTS,**Manufacturer and  
Direct Importer of**SCOTCH AND FOREIGN GRANITES.**

All Work Guaranteed First-class. Send for Stock Sheets.

American Office,

MANSFIELD, OHIO.

We have received from Alex Fraser & Co., Mansfield, O., a sample of their Aluminum name plates. These plates are designed to be used by monument dealers who make a practice of cutting their name and address on monuments they erect. The device is a simple and enduring one and is so made as to be readily and permanently affixed to any monument. See announcement of Alex Fraser & Co., on another page.

Two cents is not much, but you can often save \$10.00 by asking J. F. TOWNSEND for prices. Always write him before you buy. Thousands of dealers can testify to our low prices and work which is equally good as that for which you are paying more.

The R. C. Bowers Granite Co., of Montpelier, Vt., write that business showed a decided improvement toward the end of the old year. They have a nice lot of stock work on hand ready for immediate delivery and the Vermont Quarry Co. have about

nine thousand feet of rough stock in readiness for their spring contracts. Many very flattering encomiums are being received regarding the new set of Columbian designs recently issued by this Company. The designs are guaranteed to be satisfactory or money will be refunded.

Nutting & Hayden manufacturers of granite cutter's and quarry tools at Concord, N. H., have just completed two additions to their plant, one 18' x 20' and the other 20' x 30'; these are to be used for engine and boiler house, and additional room for machinery and blacksmith shop. Motive power is electricity, but they are fitting up so that they can use steam power if required in case of a break down or other causes. It is their intention to keep abreast of the times, and to be able to furnish all kinds of granite cutter's and quarrymen's tools and supplies at bottom prices for first class work.

Prices promptly and cheerfully quoted by J. F. TOWNSEND.



WE HAVE ONLY ONE OFFICE

# JOSS BROTHERS

10 & 12 GARFIELD STREET,  
QUINCY, MASS., U. S. A.

... D. S. HAMMACK, Secretary ...

**SEASON OF '95 GREETING:** The Trade is cordially invited to correspond with us on all work of FOREIGN AND DOMESTIC GRANITES.

**Our Domestic Granites** are manufactured in our well equipped plant here, to which we have lately added 40 feet of extra shed room, giving us excellent facilities to care for SPRING ORDERS.

**Our Foreign Granites** are manufactured by one of the best firms in ABERDEEN, and from the fact that our work is cut by ONE FIRM ONLY, we can safely guarantee uniform work which cannot be had when orders are peddled to 15 or 20 cheap manufacturers.

**Our Motto: "No Cheap Goods, But Good Goods Cheap."**

MANUFACTURERS OF  
QUINCY,

BARRE,  
RED BRAINTREE,  
WESTERLY,  
AMHERST NO 7.

OUR SPECIAL  
No. 204.  
For a cheap job is a  
SUCCESS.  
Have you seen it?.....

IMPORTERS OF  
HILL O'FARE,  
PETERHEAD.

GREY SCOTCH,  
BLUE PEARL,  
NORWEGIAN RED.

☛ Don't forget us when asking prices.



## WEST QUINCY MONUMENTAL WORKS.

T. F. MANNEX,

MANUFACTURER AND WHOLESALE DEALER IN

## QUINCY GRANITE MONUMENTS

STATUARY and CEMETERY MEMORIALS.  
First-Class Polishing and Lettering Guaranteed.

WEST QUINCY, MASS.

☛ The following letter will give some knowledge to the readers of THE MONUMENTAL NEWS of the quality of work which is being done at the works of T. F. MANNEX, West Quincy, Mass.

BROOKLYN, N. Y., Dec. 1894.

MR. T. F. MANNEX, Granite Dealer, WEST QUINCY, MASS.,  
DEAR SIR:—We have just finished the setting of the forty-five ft. monument and the three Granite Statues on same, which you recently shipped to us, and desire to say, that of all the monuments which we have handled since we commenced business twenty-one years ago, this we claim (without any desire to flatter you) to be the finest piece of work we have ever handled, which shows the great care and attention you must have given it in all its details. It also serves to add, if possible, to your already high reputation in this city as a manufacturer in whom all can place implicit confidence in what you say regarding stock, workmanship and time of shipment, as well as other matters. The stock in this large monument is as nearly perfect as any we have ever seen. It is free from knots, streaks, or any other imperfections. The cutting is up to your usual high standard, and the polishing is the very best.

The Carving, Lettering and Tracing displays the workmanship of the very best workmen. And for the Statues, we think it would be a difficult matter to excell them. The seven foot Statue of the Sacred Heart shows up in a magnificent manner.

The position seems to be easy and graceful, the features look natural and as near perfect as it seems possible for art to attain, the drapery is well arranged, nicely relieved, and falls in graceful folds around it, which adds much to its general appearance.

The two Statues of Guarding Angels we deem very beautiful, particularly the one holding the Cross which is truly grand, and merits special mention,—In fact everything pertaining to the monument is of a very high order, and has won for you the praise of the many dealers in this city and vicinity who have seen it and they join with us in saying that it is one of the finest monuments, if not the finest, in this State.

Our customer and his family are highly elated with its richness and imposing grandeur, and has informed us that it looks much better than he anticipated from the design, and he agrees with us that the suggestions made by you, which were finally adopted were of vast importance to the general appearance of the monument.

We will add by way of conclusion that we are more than satisfied with the work. You have done more than our contract called for, and we hope it will not be long before we can entrust you with other large orders. Yours truly, RILEY BROS.





**J. C. KING**  Manufacturer of  
all kinds of  
**BARRE GRANITE MONUMENTS, ETC.**

**Rock Face Work a Specialty.**

Correspondence solicited.

**BARRE, VERMONT.**

Bailey's Portable Hoist, so well and favorably known to a large portion of the monument trade, is one of the most valuable articles in the monument setters outfit. These hoists are substantially made of steel and iron and have lifting capacities of from two to twelve tons. It combines strength and reliability and is of such easy action as to enable one man to handle heavy work with it with perfect safety. James Dunn, 37 & 39 Bank Street, Cleveland, Ohio, the manufacturer, intends issuing a special price list on the hoists this winter which will be of especial interest to monument dealers who are not provided with such apparatus. Be sure and send for it.

**RELIGIOUS STATUES:** J. F. TOWNSEND has just issued the finest selection of Statuary photos ever offered to the trade. This selection is comprised of twenty-five different styles. Mounted on cabinet cards they are convenient to carry and very attractive. Price \$2.00 per set or ten cents each. They will be sent by mail post-paid at price named. Try one if you do not want a set. Often you have a call for something of this kind.

The Brandon Italian marble, produced at Brandon, Vt., by The Brandon Italian Marble Co., has been rapidly growing in popularity during recent years. The Company has been obliged to enlarge and greatly improve their plant. During the past year, they have been opening a new quarry in close proximity to their old one. They have suffered somewhat from the depression in the marble business, which came about the middle of the year 1893, but report their business for 1894 as about the same in volume as for 1893, both years being short of the year 1892. The Company look for a large demand when business gets back to its normal conditions and expect to be in good shape to take care of their trade.

All roads lead to COLUMBUS. Points to keep in mind:— Quick and low prices can always be procured by writing to J. F. TOWNSEND.

**PHOTOGRAPHS**

FOR THE TRADE

From the best monuments in the leading American cemeteries. Fine large sample by mail 75 cents.

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TROY, N. Y.

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AND  
**FREESTONE.**

**W. R. Smith & Sons**

OTWAY, SCIOTO CO., OHIO.

**DO YOU WANT**

A FIRST-CLASS MONUMENT? Send at once for our estimates; it will pay you, as we can give every satisfaction.

**A. ANDERSON & SONS,** Dealers in LIGHT and DARK BARRE MONUMENTS and Cemetery Work of every description. Estimates on application.  
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**LITTLEJOHN & MILNE,**  
QUARRIERS AND MANUFACTURERS.  
**BARRE GRANITE** The trade supplied with Rough and Finished Stock for monumental & building purposes.  
MONUMENTS AND CEMETERY WORK. **BARRE, VERMONT.**



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SOUTH QUINCY, MASS.

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QUARRY OWNER . . . .  
AND MANUFACTURER . . . .

I am prepared to meet the requirements of the trade for anything they may need in the line of MONUMENTAL WORK. Have several  
**STOCK MONUMENTS**

Ready for immediate shipment, at reasonable prices.

Send tracings for estimates on all your CONCORD, SUNAPEE and MILFORD work.

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GRANITE WORKS AT  
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AND BARRÉ, VERMONT. . . .

BRANCHES AT  
315 KING ST., ABERDEEN, SCOT.  
AND CARRARA, ITALY. . . .

WASHINGTON, D. C., December 26, 1894.

Cook & Watkins: Wishing to encourage such honest enterprise as you displayed in executing for me the Anchor job according to my model, I enclose you herewith my check for One Hundred Dollars (\$100) more than your contract, which is a substantial expression of my appreciation of your efforts in giving me a piece of work true to the model. Hoping that you will accept the same with my best wishes for your prosperity, which is assured by production of such work, as it can not fail to meet the appreciation of the retail monumental dealers, I am,

Yours very truly,

J. F. MANNING.



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For Stone, Marble and Granite Workers, and General Contractors.

CHISELS,  
MALLETTS,  
STEEL STAMPS,  
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BUSH HAMMERS,  
TOOTH-CHISEL CUTTING MACHINES, ETC.

JACKS,  
DERRICKS,  
SAFETY TACKLE BLOCKS,  
ETC.

Write for net prices  
on anything you need.

**W. H. ANDERSON & SONS,**

14 & 16 Macomb St.,  
DETROIT, MICH.

JONES BROS. & Co., San Francisco, Cal.

Every dealer on the Pacific coast should do his trading with this concern, as they are reliable and square in their dealings, and do only a high class grade of work. They are wide-awake, energetic and fully alive to the wants of the dealers. They carry an immense stock of granite and marble and estimates are promptly given when asked for. They are strictly wholesale and on this very account dealers ought to stand by them, as they protect and stand by the dealer. We say to any who have not yet got acquainted with them to do so at the first opportunity as no one will furnish any better class of work than they produce. Their prices are extremely moderate, as they are believers in "small profits and large sales."

This is a sample of letters received by us. "We saved last year, \$200 on work we bought of you, considering our doing a small business. We know it is to our interest to write you for prices every time. If others would do likewise, you would have better profits." See if there is any truth in this by trying.

J. F. TOWNSEND, Columbus, Ohio.

Send to Chas. Clements & Co., Chicago, for estimates on all your granite work and statuary and save money.

Photographs on 8" x 10" card board, of some of the best work in the principal western cemeteries can be procured from Chas. H. Gall, at fifty cents each.

A pleasing example of artistic work in bronze is illustrated on another page by Paul E. Cabaret, of New York. The doors were made from special design for the Cook mausoleum recently erected by the Smith Granite Co., and reflect credit upon the manufacturer. Mr. Cabaret has just completed a fine pair of doors for Chauncey M. Depew mausoleum at Peekskill, N. Y., and his reputation for high class work in wrought and bronze is earning for him an enviable reputation among architects and monumental contractors. Mr. Cabaret's new catalogue of bronze and iron work for mausoleums is one of the most complete and artistic publications of the kind ever issued.

All the principal American granites handled by J. F. TOWNSEND at very low prices. Try him when in need of granite work.

Manufacturers and dealers at Barre, Quincy, and other points can doubtless obtain photos of some of the work they have built and which has been erected in Chicago, Cincinnati, Milwaukee, and Louisville, from Chas. H. Gall who has a large collection of negatives of the best work erected in the principal cemeteries of these places.

The George W. Clark Co., successors to the Jacksonville Marble Co., Jacksonville, Fla., are one of the most enterprising concerns in the country. In addition to a large trade in marble and granite monumental and building work, they are also manufacturers of steel fences at Knoxville, Tenn. These goods they are in position to name satisfactory prices on and to all marble dealers who are interested, they will send them their new illustrated catalogue. Knoxville is a convenient shipping point for a large portion of the United States, and the George W. Clark Co. are sure their prices are all right or they would not advertise for trade so far away from home.

Ask J. F. TOWNSEND once in a while if he has anything NEW.

Send twenty-five cents to Chas. H. Gall for a sample of his series No. 1, of monumental designs, and if you order a set you can deduct that amount from your remittance.

#### CALENDARS RECEIVED.

Calendars for 1895 have been received from Chandler Bros. & Co., Fitzwilliam, N. H., Charles Clements & Co., Chicago, T. S. Hubbell & Son, Elbridge, N. Y., W. M. Wattles & Co. Rochester, N. Y., Legner & Quaing, Bellevue, Ky. and O. M. Burrus, Burlington, Ia. T. A. Green, Hardwick, Vt. The Hartman Manufacturing Co., Elwood, Pa. have issued a beautiful calendar for 1895. It is pronounced by connoisseurs a work of art in color work. It is sent from the western office in Manhattan Building, Chicago, for 8 cents in stamps.

## NOTICE TO THE PUBLIC.

PITTSBURG, Pa., U. S. A., Nov. 20, 1894.

We hereby caution all persons that by either importing, selling, buying, manufacturing, or imitating our products, known to the trade as "CRUSHED STEEL" & "STEEL EMERY", (except as made by us) would be infringing our patent right, and we shall hold all such parties strictly accountable, by Legal proceedings.

**PITTSBURG CRUSHED STEEL CO., (LIMITED),**  
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Simple in Construction, Durable,  
Easy to use; without jar to  
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**Pneumatic Tools**

For Lettering, .  
Carving, Tracing,  
Skin-work or mat-  
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scrolling, any class  
of work on granite  
marble, onyx and for Boiler Caulking

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Correspondence requested.

Factory-EBERLY'S MILLS  
Cumberland co., Pa.

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MANUFACTURERS OF

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Double and Triple Geared.

All inside works are of cast steel, all boxes and bushings of brass and copper, center bar of hammered steel, machine cut gears, face plates of rolled steel, all jacks are white oak wood stock thoroughly seasoned.

Not an ounce of cast iron used in their construction.

We manufacture four sizes ranging from 2 to 10 and 15 tons. Write for catalogue and price lists. We also manufacture Marble and Slate Mill Machinery, Gang Saws, Derricks, Hoisting Powers, Dump Cars, Block Cars and general stone working machinery.

FAIRHAVEN, VERMONT.



Always mention the Monumental News.

## "THE BEST."



### Granite Cutters' and Quarry Tools.

Stone Cutters', Quarrymen and Contractors' Supplies of all kinds kept in Stock or furnished to Order. Material and Workmanship Guaranteed. Write for Prices. NUTTING & HAYDEN, Ferry St., Concord, N. H.

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STONE MILL BUILDERS AND CONTRACTORS.

## Stone Working Machinery a specialty.

Gang Saws, Derricks, Steam Hoists, etc. Rubbing Beds,  
Polishing, Planing and Molding Machines for Mar-  
ble and Granite. Circular Saws for  
Stone, Marble and Slate.



Correspond with us regarding anything in the way of Stone Working Machinery. Mention The Monumental News.

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### Patent Chilled Iron Globules, or Shot.

For Fast Sawing or Rubbing of Stone, Granite and Marble. OUR SHOT have been in regular, constant and increasing use for over twelve years, and they are now in use by all the leading firms in the United States. With the same machinery and power, they will do over three times the work of sand. We are the inventors and original manufacturers of the material, and our shot have at least double the durability of imitations now on the market. We solicit a competent trial. Speed, durability, economy and saving of saw blades. Reduction of power. Over 600 Customers. Over twelve years constant use.



**Milford, N. H.**

Business here in Milford, N. H., is good for the time of year, all the manufacturers having about all the work they can do, and some have secured all they are capable of finishing for spring shipment.

The quarries are unusually busy and will be as long as the weather holds good, and no doubt they will be able to fill most of their orders before frost interferes with quarrying. A new and important feature in the granite business here is the number of large monuments let and offered to manufacture and which I am informed is a surprise to most of them, both manufacturers and quarrymen have to exert themselves to their utmost to keep up with the increasing demand and new derricks and machinery are going up every week.

H. M.

• *New Firms, Changes etc.* •

**NEW FIRMS:** August Johnson, Kansas City, Kan., Keenan & Moore, West Gardiner, N. C., E. H. Hicks, Van Buren, Ark., Thomas & Gordon, Augusta, Ill., Serville & Reid, Hopewell, N. J., John Shea, Fremont, Penn., Charles E. Bell, Fairmount, W. Va., Albert Ayothe, Deer Lodge, Mont., Westfield Marble and Granite Co., O'Brien & Davine proprietors, Westfield, Mass., D. W. Rapalee, Springfield, So. Dak., Adams & High, Medina, Ohio.

M. Bissinger of Albert Lea, Minn., has opened a branch at Blue Earth, Minn.

Meltzer & Mc Intosh succeed J. C. Browing, Greencastle, Ind. W. E. Hughes succeed Sanford & Hughes, Clyde, Ohio. Unger & Jones succeeds Chas. E. Jones, Columbus, Ind. Joseph Mehr succeeds Hays & Wache, Bunker Hill, Ill. Mc Keown & Mc Keown succeed Mc Keown & Vandercook, Kokomo, Ind. Schaedle & Franz succeed Witthecker & Schaedle, Freeport, Ill. Fry & Burke succeed Fry & Grau, Covington, Ky. Thomas & Rea succeed J. B. Thomas, Golden, Ill.

C. H. Barnard, Canton, Ill., has bought the Lewiston, Ill., Marble Works.

T. A. Sullivan, Westernport, Md., will remove to Piedmont, W. Va., where he has bought out the Piedmont Marble Works.

**DISSOLVED:** Langjohr & Fisher, Kiel, Wis., Mr. Langjohr continues. Aug. Scherkenbach & Bro., Shakopee, Minn., Aug. Scherkanbach continues. Peterson & Johnson, St. Paul, Minn., S. J. Peterson continues. Boyd & Overing, Red Cloud, Neb., J. A. Boyd continues. Ketchum & Trute, Butte City, Mont. James E. Trute continues. Flynn Bros., Newark, N. J., Jno. Flynn continues.

**GONE OUT OF BUSINESS:** Lippert Bros., Waseca, Minn., have gone out of business.

**FAILED:** D. L. Kent & Co., East Dorset, Vt.

A sample photo of statuary mounted on cabinet cards sent free to any address upon application to J. F. TOWNSEND, Columbus, Ohio.

**REMOVALS:** H. E. Peck, Winchenden, Mass. to Worcester, Mass.

**INCORPORATED:** Round Pond Granite Co., Bristol, Me. Eastern Maine Granite Co., capital \$100,000.

**DECEASED:** P. C. Reniers, Pittsburgh, Pa.

LEXINGTON, KY., Oct. 16th 1894.

MR. WIRT LELAND, Carrara, Italy.

*Dear Sir:*—The CARRARA DESIGN BOOK has been received and we consider it the most complete and satisfactory work ever published. We have most every book on Monumental Art of any note issued in this country and England within the last fifty years but this has perhaps four times as many designs and is more comprehensive in its range than anything we have seen, alike valuable to the small and large dealer. Another advantage that will be appreciated by the trade is that its pages are not defaced by glaring advertisements or business notices of questionable taste by which customers may identify the book or certain designs and thus invite undue competition. From its size and importance this book is not calculated to leave the impression on a certain customers mind that it is simply a catalogue mailed free to the trade. It contains many good ideas and original suggestions for the Architect and Draughtsman.

Respectfully,

WM. ADAMS & SON.

By sending \$5.00 to Wirt Leland, Carrara, Italy, you can obtain the Carrara Design Book free of postage.



**JOHN CATTO**

Manufacturer of

**MONUMENTAL : WORK**

*In all kinds of Westerly Granite.*

**ROUGH STOCK**

OF ALL SIZES.

Westerly, R. I.

**H. D. PHILLIPS & CO.**

Manufacturers of and  
Dealers in

**Fine Monumental Work**

From all New England Granites. **BARRE GRANITE** a specialty. ∴ Correspondence solicited. ∴ Estimates cheerfully given. ∴ Polishing done by water power.

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**IF YOU DEAL IN GRANITE MONUMENTAL WORK** you will consult your best interests by filling your orders from my high grade productions. Carving, Drapery, Etc., in one of the finest grained blue granites in existence, at exceptionally low prices for value given.

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**CEMETERY SUPPLIES**

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Estimates Cheerfully Given.  
Satisfaction Guaranteed.

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Importer and Wholesale Dealer in all kinds of  
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A large number of Statues executed in the most artistic manner, of different subjects and sizes, especially in sand.

Marble and Granite Statues, Monuments, Busts, Medallions Made to Order.

Monumental Marble Blocks, Dies, Slabs, etc., imported to order at lowest prices.  
Middle Village, L. I., N. Y.  
P. O. Box 34.

## LYNCH & McMAHON,



OFFICE AND WORKS  
Montpelier, Vt.

MANUFACTURERS OF  
**FINE MONUMENTAL WORK**  
of every description. The standard  
our specialty. Quarries at Barre.

# Fountain Air BRUSH

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**CHEAPEST - BEST**

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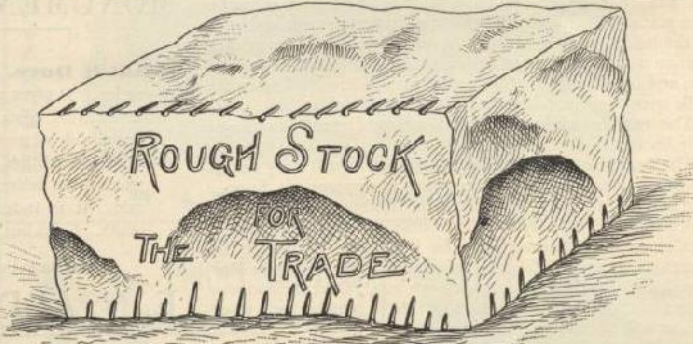


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Sole Manufacturers.

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Used in Black and White and Color Work.



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SUCCESSORS TO THE  
**WESTERLY GRANITE CO.**

WESTERLY, R. I.

# Centre Groton Granite



FINELY ADAPTED FOR MONUMENTAL AND CEMETERY WORK.

Manufacturers supplied with Rough Stock.

**ROBERT ECKERLEIN,** Center Groton, Conn.

## KIRKPATRICK & CO. QUARRIERS OF WHITE WESTERLY GRANITE

ROUGH STOCK FOR THE TRADE. Our quarry produces a fine grained Bluish White Stone that compares favorably with any local stock.

WESTERLY, R. I.

# A. D. Harrison,

Manufacturer of the Celebrated

## DARK BLUE CONCORD GRANITE.

Monuments and General Cemetery Work.

CONCORD, N. H.

Estimates furnished on  
BARRE GRANITE.

Correspondence and orders will receive prompt and satisfactory attention.



From our regular correspondent:

Baltimore, Md.

Since my last, trade hereabouts in the monumental, as well as in the building line, has increased considerably. Most of the local dealers have plenty of profitable work. The two leading granites, Quincy and Barre are used extensively in the monumental line, and it is needless to sing their praises. There is a fairly good granite in Woodstock, Md., but suitable for building work only. There are also several sandstone quarries, but the output is small, and used only on foundations and roads. A very good granite, regular and uniform, is quarried at Port Deposit, Md., in considerable quantity, which is used for both cemetery and building purposes. A great deal of foreign material is also imported. Georgia marble is a marble which comes into competition with the Beaver Dam product, and in color and effect it somewhat resembles it. It has been used in many buildings for steps, platforms and sills, as also brownstone, bluestone, Indiana limestone and Tennessee marbles. Italian marbles find Baltimore a very good market. Quite a large amount of Vermont marble has also been used here with good results. In the marble line Hugh Sisson & Sons, L. Hilgartner & Sons and the Evans Marble Co. do the largest business, while in granite Bryan Hanrahan, M. Gault & Son and Wm. A. Gault, are at the top; all these firms are now quite busy, with good prospects for the future. General satisfaction seems to prevail among the stonemasons at the prospects.

The North Avenue Bridge, in course of construction, by L. B. McCabe & Bro. is pushing rapidly ahead. The temporary work has all been removed, and three 130 foot spans of marble are in place. Including the two approaches, eastern and western, the bridge completed will cost near \$500,000. It attracts attention when one sees one railroad train over another railroad train; and these topped off by an electric car line. Under the middle span runs the falls, separating two railroads.

The marble work on the "Morning Herald" building is nearly finished.

The new court house, before mentioned is still only on paper. At the late election, it was voted to appropriate \$1,000,000 in addition to the previous fund for this building.

A handsome mausoleum is in course of erection in Bonnie Brae Cemetery as a memorial to the late Luke H. Miller, the safe manufacturer. The interior is to be of Beaver Dam Marble, with stained glass windows on each side. Over the doorway, and surmounting marble columns, will be a massive arch stone, on which will be inscribed in rustic letters the quotation, "Our Redeemer Liveth." The interior will contain six receptacles, which, with the walls and ceiling, will be lined with Italian marble. A wrought iron gate, ornamented with wreaths will guard the entrance. Wilkinson & Neville, of Baltimore, are the builders of the mausoleum.

An addition to the Blind Asylum, of Baltimore, is being erected. Exterior is of local marble. B. Hanrahan & Sons have the contract. H. C. T.

**TOOLS!**



**W. H. ANDERSON & SONS.**  
MANUFACTURERS OF **TOOLS and SUPPLIES** FOR  
**Stone, Marble or Granite Workers** and GENERAL CONTRACTORS.  
Write for Catalogue or Prices.



14 & 16 Macomb St  
Detroit,  
Mich.

**W. C. YOUNG PATENTED**

**YOUNG'S LETTERING TOOLS**  
ADVANTAGES CLAIMED.

1. They will do more work with less sharpening.
2. Can be tempered hard as a file and will not break.
3. In checking you can place tool right on the line and not crumble back of the chisel.
4. Will cut all kinds of marble as well as granite with the same temper.
5. Anyone can temper these tools with our preparation which requires no skill.
6. Marble Letterers can use these tools on granite and do as good a job as an old granite hand, as there is no danger of bruising of V points or corners of letters, as the tool does not chatter the granite, but shears cuts edge-wise of the blade. The Bush Chisel can be worked with either 1 or 5 blades, and has proven to be a rapid and handy tool for light work. These tools were invented by a man of long practical experience at the banker. Address: FORT WAYNE, IND. **W. C. YOUNG.**

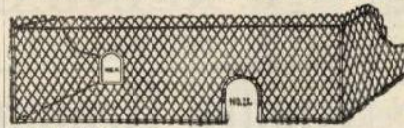
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**MONUMENTAL ORDER BOOK.**

**What it Does.** It saves time and mistakes in entering an order. It gives you a complete record of every order; with it you avoid mistakes in lettering, and getting inscriptions on wrong side of monument. It tells you at a glance when you ordered each job, who you ordered it of, price to be paid, when to be delivered, location in cemetery, profit on every sale. It is indexed so you can turn to any order in an instant. Costs but a trifle more than ordinary blank book.

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Guards, Fences, Coffin Oak Ranges,  
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1887 our material has gained a world wide reputation for its superior quality and durability. We have supplied the trade in Australia, South Africa and South America now for several years. Our mild steel saw plates are the recognized plates for the United Kingdom together with a great many foreign countries on account of their quality, cheapness and durability. Samples and prices of our Diamond Grit on application. Prompt attention given to all correspondence. Address,

**HARRISON BROS., Atlas Foundry, Middlesborough, England.**

**If you want WEDGE LEAD**

in large or small quantity, or desire **Low Estimates on your Granite Tracings,**

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Sample of Lead free by mail.

**M. V. MITCHELL & SON, Wholesale Granite Dealers, COLUMBUS, OHIO.**



**Cause Why!**

He never takes the papers, for he isn't a believer  
 In the news and sensations of the day,  
 That's why they put his business in the  
 hands of a receiver,  
 And his creditors are hauling him away.

**Emery** Emery Wheels, Grinding Machines, Grinders' Supplies...  
 Quick process and large stock.  
 WHEN IN A HURRY  
 ORDER OF

**The Tanite Co.,** Stroudsburg, Monroe Co., Pa., U. S. A.  
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 Cincinnati, West Pearl Street.  
 London, Eng., 1 hos. Hamilton, 9c Cannon St., E. C.

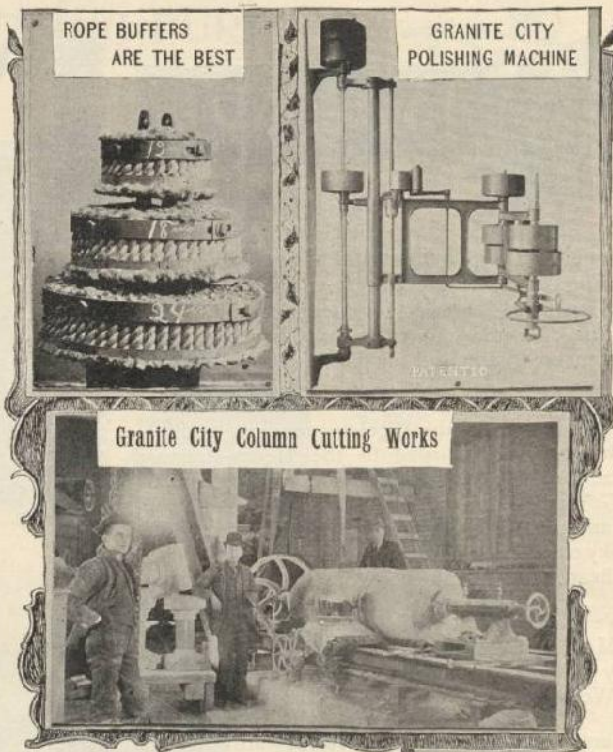
**COST OF GRANITE WORK.**

If you want to get a full explanation of the highly recommended system and rules which have been adopted almost universally by the granite dealers in this country in figuring the cost of work, send \$1.00 to **J. F. BRANNAN, Peterborough, N. H.** for his very valuable little book, which will enable any person to get the cost of any granite job.

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 1921 Opera House Building, CHICAGO, ILL.

BUILDING COLUMNS, SCROLL RUBBING WHEELS.



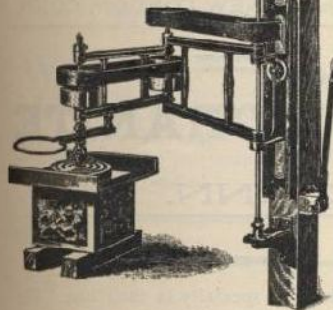
MACHINERY, SAMPLES, ROUND MONUMENTS.

**W. A. LANE, Proprietor, Barre, Vt.**

**THE CONCORD POLISHING MACHINE**  
 (BENNY LIND)

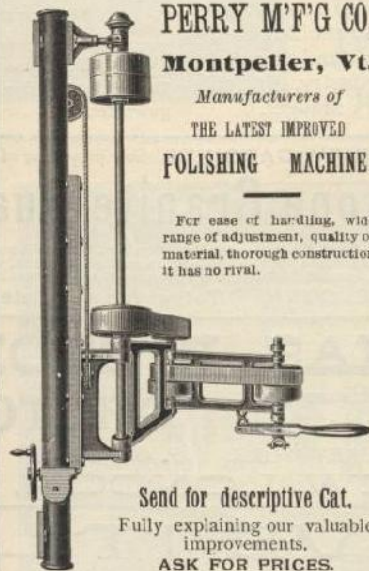
Manufactured only by  
**CONCORD AXLE CO.**  
 PENACOOK, N. H.

Send for Circulars and Price List.

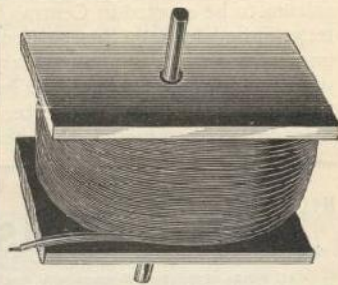


**PERRY M'FG CO.**  
 Montpelier, Vt.  
 Manufacturers of  
 THE LATEST IMPROVED  
 POLISHING MACHINE.

For ease of handling, wide range of adjustment, quality or material, thorough construction it has no rival.



Send for descriptive Cat. Fully explaining our valuable improvements.  
**ASK FOR PRICES.**



**Wedge Lead.**

**J. M. WOOLDRIDGE,**  
 Manufacturer for the Granite Trade Only,  
**ELYRIA, Lorain County, OHIO.**

**PRICE LIST FOR 1894**  
 100 lb. crate \$7.00; 50 lb. crate, \$3.56; 25 lb. crate \$1.80; 10 lb. crate, .90. Cash on receipt of goods. For 10 lb. and 25 lb. lots, cash in advance.

**WHEN CASH ACCOMPANIES THE ORDER**  
 100 lb. crates.....\$6.70  
 50 lb. crates..... 3.45  
 All goods delivered F. O. B. Cleveland, O.  
 I manufacture three sizes:  
 No. 1, 100 lb. crate, 630 Lineal feet.  
 No. 2, 100 lb. crate, 500 Lineal feet.  
 No. 3, 100 lb. crate, 400 Lineal feet.

Always Mention the Monumental News.





Superintendent J. Berchem, of the American Bronze Co's foundry, Chicago, has again remembered the MONUMENTAL NEWS with handsome specimens of his handiwork in bronze. Mr. Berchem is a Parisian founder, and his work has been complimented very highly by leading American sculptors.

The contract for the Bigelow monument at Pittsburgh, Pa., was awarded to the Henry-Bonnard Bronze Co., New York. The statue, modeled by Mr. G. Moretti, is to surmount a simple granite pedestal and represents the distinguished citizen of the "smoky city" in an easy standing position with uncovered head. The monument will cost about \$12,000.

We have received from M. H. Mosman, Chicopee, Mass., a photograph of the memorial tablet recently cast by him to be erected in memory of Horace Wells, the discoverer of anesthesia.

Bureau Brothers, of Philadelphia, are engaged upon a pair of massive bronze doors and other work of a similar nature for the George W. Childs' mausoleum to be erected in Central Laurel Hill Cemetery, Philadelphia. Bureau Brothers are also casting an important group of statuary for the Betz building in their city. The group is heroic and represents Columbia defending Commerce, Industry, Art and Science. It was modeled by Henry Mauger.

Contents of the

## Monumental News,

... INTERNATIONAL EDITION ...

for 1894

VOLUME IV, contains the following choice collection of Monumental Illustrations:

- 8 **Mausoleums and Vaults**, viz: Leland Stanford, Palo Alto, Cal.—Flood, San Francisco.—Archer, Dayton, O.—Sargent, Wichita, Kas.—Stone Monumental Vault, Cleveland, O.—Johnston Monumental Vault, Chicago.—Caldwell, Philadelphia.
- 8 **Statues and Statue Monuments**, viz: Marble Statues of Prayer and Faith, Paris.—Granite Statue Entrance to Vault, Graceland Cemetery, Chicago.—"Peace" by Ruckstuhl.—Two Marble Statues in the Campo Santo, Genoa, Italy.—McGowan Statue Monument, Chicago.—Cinerary Urn by Canova.
- 16 **Private Monuments** illustrated from views taken in cemeteries. These include Canopies, Shafts, Sarcophagi, Cross and Cap monuments, etc.
- 6 **Public Monuments**: Columbia Fountain, World's Fair, MacMonnies, Sc.—Daniel Stern, Paris, Chapu, Sc.—Shakespeare, Chicago, Partridge, Sc.—Proposed Soldiers' and Sailors' Monument, Peoria, Triebel, Sc.—Rubens, Antwerp. Pecher, Sc.—Dr. Chasuer, Montreal, Can.
- 33 **Original Designs of Sarcophagi, Caps, Crosses, Tablets, Markers, etc.** The work of practical monumental draftsmen. Making in all
- 71 **Illustrations** in Photo-gravure, Half-tone and Etchings, on a good quality of paper, uniform in size. A valuable collection for any one engaged in or identified with the monumental business.

The designs are mailed monthly with the **MONUMENTAL NEWS** at \$2.50 a Year.

A LIMITED NUMBER OF BACK ISSUES CAN BE SUPPLIED.

☛ Subscribe now to insure getting all the designs for 1895.

To make a prosperous New Year, always get prices of J. F. TOWNSEND. You will always save money. First class work guaranteed.

<p>The Only Genuine <b>MILLSTONE, CONN., GRANITE.</b> Quarries Opened in 1830.</p>	<p>HENRY GARDINER, Sole proprietor of the <b>Millstone Granite Quarries</b></p>	<p>Successors to the <b>MILLSTONE GRANITE CO.</b> Firm of Booth Bros., Etc., at Millstone.</p>
<p>All kinds of finished Monumental work. Rough Stock a specialty. The certificate of award at the Centennial Exhibition of 1876 on the Millstone Blue Granite, for the good color of the stone, its fine, close grain, and good polish, and the marked contrast between the polished and dressed surfaces; a character which gives unusual distinctness in ornamentation, makes it especially adapted to fine cemetery work.</p>		
<p>P. O. Address,—MILLSTONE, CONN. Telegraph and Telephone, NEW LONDON, CONN.</p>		

**—CHAS. F. STOLL—**

SOLE PRODUCER OF THE CELEBRATED **GROTON GRANITE**

For the trade in the Rough, adapted for fine  
MONUMENTAL AND STATUARY WORK. P. O. Address,  
**NEW LONDON, CONN.**

**WE HAVE IT.**

**What Marble Dealers are Looking for**—A firm making a specialty in their line. We furnish rough and sawed bases, cemetery curb and all other work connected with the marble and granite trade. Prices cheerfully furnished and work shipped promptly.

**MATTHEWS BROS.,** Quarriers and Dealers in **Ellettsville, Ind.**  
Oolitic Limestone.



CUTS FOR ADVERTISING PURPOSES.

Order by Number.



No. 120. \$1.50.



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Portrait Engravings on Copper, \$ 2.50



WORKS OF JOSEPH F. HOCHWALT, EATON, OHIO.

A Good Way to Advertise is to use an Engraving of your Place of Business On your printed matter . . .

These

Half-Tone Engravings

WERE reproduced from photographs, and are used on circulars, letter-heads, envelopes, business cards, etc. . . . The cost is from \$2.50, upwards, according to size. . . . Send photograph and state size of engraving wanted to . . . . .



G. A. CUNLEY'S MARBLE WORKS, TARRYTOWN, N. Y.

THE MONUMENTAL NEWS, 334 Dearborn Street, CHICAGO.



**Some Business Donts.**

*From Circular issued by Chas. Clements, Boston.*

Don't lose sight of the fact that you rarely have an opportunity to supply two monuments for the same person; the moral of which is to get a fair margin on said sale, if you can make it.

Don't try to see how cheaply you can sell work. You are entitled to a fair margin and should get it.

Don't neglect to put, on designs you receive, the prices your manager, clerks, or agents are to sell at, and do not permit them to know cost.

Don't you know that this is the reason you have so much competition? Men (not good business men) will form an idea that if a monument costs \$100 and sells for \$200, there is \$100 profit in the transaction. They do not take into consideration the freight, cost of setting, money invested, and risk, but plunge into the trade without capital or knowledge, cut prices, create strife, and ruin the trade and themselves.

Don't sell from the same design continually. Change as often as it is in your power to do so.

Don't form the idea that a lithograph should not be guarded as closely as a special hand-made design. You make a serious mistake when you permit your customer to take the design to show other members of the family. The cure for this is to arrange a

—+C.+—  
**Bizzozero**  
& CO.

Manufacturers of all kinds of Monumental Work from Light and Dark Barre Granite  
BARRE, VT.

**Jas. K. Milne & Co.**

Manufacturers of Barre Granite Monuments and Cemetery Work.  
BARRE, VT.

**FULLER, FOLEY & CO.**

GRANITE WORK OF EVERY DESCRIPTION.

Artistic Memorials

WEST QUINCY, MASS.

**STEPHENS & REID,**

Manufacturers of and Dealers in **BARRE GRANITE**

Monuments, Tablets, and Cemetery Work. Polishing and Heavy Work a Specialty.

BARRE, VT.

**A. BERNASCONI & CO.,** Plainfield, Vt.

Manufacturers of and Dealers in

**Dark Barre Granite Monuments.**

Headstones, etc. Statuary, Drapery and Carving a Specialty. Best of Stock and Workmanship Guaranteed. Write and get our Prices. All Orders Filled as Quick as is consistent with Good Workmanship.

**COLUMBIA GRANITE Co.**

Manufacturers and dealers in High Grade Fine Monumental Granite

From Souhegan, Milford and New Westerly Granite. For estimates address,

**COLUMBIA GRANITE CO., MILFORD, N. H.**

**La Rochelle & Fanny,** Manufacturers of . . .

Concord, Sunapee and Barre Granite for Monumental Purposes.

Carving and Drapery.

**Concord, N. H.**

J. W. McDONALD,

J. W. McDONALD,

**J. W. McDONALD & CO.,**

Quarriers and Manufacturers of

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Best of Stock and Workmanship Guaranteed.

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**CLARHEW & GRAY,**

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**Light and Dark Barre Granite Monuments**

STATUARY and CEMETERY WORK.

BARRE, VT.

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Manufacturer of

**Barre Granite Monumental Work**

OF EVERY DESCRIPTION.

**DRAPERY AND CARVING A SPECIALTY.**

Correspondence with Dealers Solicited.

BARRE, VT.

**Fine Brown Grit.**

Warranted to be free from flint or iron spots. But very little pumice is needed after this grit before honing, as it takes out all the scratches quickly. If a gloss is not required it leaves a brighter surface than pumice. Send for samples.

**A. L. SIMMONS,**

Dealer in Marble and Granite.

Geneseo, Liv. Co., N. Y.

Fine and Coarse Grit  
Hone for Marble,  
Whetstone  
Scythe Stones,  
Gridstones,  
Rubbing Stones,  
Bench Stones  
and  
Polishing Powder  
For Cleaning Metals.



time for meeting, and call with your design.

Don't omit stating the finish in your letter when asking for estimate, the same as your tracing shows. Do not have your letter read "4 faces polished and traced," and your tracing show four faces polished. Would not know which was correct.

Don't neglect to have your tracings or sketches show shoulders on 4 faces of cap when same is to be cut so, and to show pediments on bases, or such other pieces as are to have pediments.

Don't write in, "I have this monument sold, and ask for price in Quincy, Barre, Scotch and Concord." If you have the work sold, you certainly know which stock is to be used. Estimating in so many different granites requires considerable time.

Don't, if you should happen to get a piece of work not to your entire satisfaction, write your letter until you have returned from the swearing room. Then get yourself in the right form of mind, and keep in view the fact that perfection in this line of trade has not yet been reached.

There is a great deal in the writing and typographical arrangement of an advertisement. Swingle & Falconer, the popular Quincy, Mass., firm of granite manufacturers have an attractive and readable announcement this month to which we invite attention. The growth of this concern's business is the best evidence of the trade's appreciation of their untiring efforts to please their patrons. We are informed that they contemplate making still further improvements in their well appointed plant early in the new year.



**Wm. COLE,**  
 Successor to  
 COLE & MARCIASSI,  
 Fine Granite  
 Monumental Work  
**STATUARY..**  
**...DRAPERY**  
 A SPECIALTY.  
 BARRE VT.

**ROBINS BROS.,**

Manufacturers of Barre Granite Monuments and General Cemetery Work from the Best Light and Dark Stock. Barre, Vermont.

**ERNEST LeBLOND,**

Manufacturer and Dealer in **BARRE MONUMENTS** and GENERAL CEMETERY WORK. **Best** POLISHING A SPECIALTY. Good Work Guaranteed. Works run by Water Power. Write for Prices. **EAST BARRE, VT.**

**GEORGE STRAITON,**

MANUFACTURER AND DEALER IN

Barre Granite Monuments, Tablets and Cemetery Work. **BARRE, VT.**

**BURLEY & CALDER,**

.....MANUFACTURERS OF.....  
**BARRE GRANITE MONUMENTS**  
 AND **GENERAL CEMETERY WORK.**  
**BARRE, VT.** GIVE US A CHANCE TO FIGURE ON YOUR WORK.

**NIXON BROTHERS,**

Manufacturers and Dealers in Granite Monuments and General Cemetery Work. ....SITUATED AT....

Our works run by water power which enables us to quote low figures to all who may favor us by writing for prices. **WILLIAMSTOWN, VT.** CLOSE TO THE BARRE QUARRIES. *Best of Stock and Workmanship Guaranteed in Every Case.*

**CABLE & EDWARDS**

.....MANUFACTURERS AND DEALERS IN BEST.....  
**BARRE GRANITE MONUMENTS**  
 AND OTHER CEMETERY WORK.  
 WRITE FOR PRICES. **BARRE, VT.**

**T. J. Kelleher & Co.**

**MANUFACTURERS AND QUARRIERS.**  
 Best Light and Dark Barre a Specialty. We do our own polishing, etc. **Montpelier, Vt.**

**JAMES FRASER & SON**

**MANUFACTURERS**  
 .....OF.....  
 Barre Granite Monuments and General Cemetery Work. Correspondence Solicited. Give us a trial. **BARRE, VERMONT.**

**F. B. MARTIN,**

Manufacturer of all kinds of Monumental and Cemetery work from . . . . .

**Light and Dark Barre Granite**  
 Barre, Vermont.

Always Mention The Monumental News.





W. D. KIDDER. J. W. KIDDER

**WE DO NOT BEAT ANY DRUMS**  
 But We Do  
**CUT FIRST-CLASS WORK,**  
 And Guarantee it to be  
 Just as Represented And  
 Prices Very Low.

**J. W. KIDDER & CO.,** Manufacturers of  
**MONUMENTS AND CEMETERY WORK.**  
 Light and Dark Barre Granite. **BARRE, VT.**



**Hoffer & Corti,**  
 SCULPTORS.  
**Artistic Carving**  
 and General Cemetery Work.  
**BEST GRANITES**  
 in the market.  
**BARRE, - VERMONT.**

**Miss Lucy J. Daniel.**

The accompanying portrait of Miss Lucy J. Daniel, of Exeter, Mo., Missouri's lady marble letterer as she describes herself, represents a woman of clear American grit. Born in Carter Co.,



Ky., in 1865, she afterward removed with the family in 1871 to Charleston, Ark., a wild country at that time. Until 1880 she had had only three months schooling, but on moving to Fort Smith, she had a chance of three terms. Her father was in the tomb-

stone business there but moved again to Springdale, Ark., where in 1885, her 20th birthday, she took the shop in charge, undertaking the lettering. She amusingly describes how, in cutting her first "Mary" on a stone, she put the M upside down and walked two and a half miles to find a correct letter. With patience and perseverance she has forged ahead and reports having a good business in Exeter, Mo., where she does all the lettering,

some of the cutting and rubbing, but modestly says she is "not stout enough to make bases." In drawing attention to her photograph she says "I am 5 feet, 3½ inches, weigh 105 pounds," but like a steamboat, she can do more than appearances indicate. "I don't wear bangs, have not time to fool with such things as I have a real good trade here." She hopes Santa Claus will bring us all a good New Year, in which the MONUMENTAL NEWS joins, with especial good wishes for herself. This wish will undoubtedly be endorsed by all.

**STONE CUTTERS**

SAVE LABOR.

Use Nash's' Expeditious Measurer.

A book containing 200 pages of indexed tables, which show at a glance the cubic contents of any stone according to its length, breadth and depth, used by stone workers all over the world. Order of your book seller or address the publisher,

**D. A. NASH,**  
 24 State Street, NEW YORK.

**AVOID ERRORS.**

SAVE TIME.



**SMITH & WALES,** Manufacturers of  
**MONUMENTS** And General Cemetery Work  
 From Best LIGHT and DARK BARRE GRANITE.

Correspondence Solicited.

**BARRE, VT.**

**MORTIMER &** Manufacturers of Barre  
 Granite Monuments, Tablets and Cemetery Work.

Correspondence with Trade Solicited.

**Barre, Vt.**

**CAMPBELL.**

**FOR SALE OR LEASE**

THE PLANT OF THE SUNAPEE GRANITE COMPANY.  
 Including Quarries fitted with Steam Derricks Drills, etc. Producing one of the finest Light Granites in New England. First-class Sheds. Polishing Mill run by Water Power. It will pay you to look this up. Address,

**SUNAPEE GRANITE CO., - - - SUNAPEE, N. H.**

**F. D. SARTELLE,**

Manufacturer of General

**MONUMENTAL**

Work from Best Light and Dark Barre Granite. Pneumatic Tools.

**BARRE, VT.**

Do not fail to get my prices.

**COBURN & JONES,**

Manufacturers of

**MONUMENTS**

and General Cemetery Work.

Best Barre Granite. Give us Your Orders.

**BARRE, VT.**



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## HOW THEY APPRECIATE IT.

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IT HAS been said that "he who bloweth not his own horn the same shall not be blown," but in giving space to what is to follow we do so, not so much with the desire to sound our own praises as to show to our many non-subscribing readers for this month just how our regular subscribers appreciate the MONUMENTAL NEWS. These are but a few of the many gratifying expressions that we have received within a comparatively few days and voice the sentiments of hundreds of dealers throughout the United States and Canada.

I esteem the MONUMENTAL NEWS very highly. J. W. GOODELL, President Retail and Wholesale Dealer's Association of New England.

### AWAY AHEAD OF OTHERS.

We are highly pleased with the MONUMENTAL NEWS and think it away ahead of all other publications in the same line. Wish you every success. F. B. GULLETT, Toronto, Ont.

### A MONEY SAVER.

Enclosed find one dollar for subscription, I find the NEWS saves me money every year. H. U. COBLE, Elizabethtown, Pa.

### A MERITORIOUS JOURNAL.

I appreciate the MONUMENTAL NEWS very much. It is a meritorious journal. FRANK KNIGHT, Crown Point, Ind.

### OF HIGH CHARACTER.

I wish to compliment you, but more particularly the trade, upon the continued high character of your publication. WILLIAM F. COOK, Springfield, Mass.

### ALWAYS A BENEFIT.

I enclose two dollars for subscription. Through these times of drouth and hard times, slow sales and slower payments I look to the MONUMENTAL NEWS for a few moments of inspiration and encouragement, where I always find something of benefit to the craft. L. W. TENNEY, Sioux Falls, S. D.

### A GOOD WORK.

The MONUMENTAL NEWS is a good work for the trade. J. J. MOORE, Oshkosh, Wis.

### ALL DEALERS SHOULD HAVE IT.

I think that the MONUMENTAL NEWS is first class, all retail dealers should have it. B. E. VANCE, Hartsville, Tenn.

### COULD NOT DO BUSINESS WITHOUT IT.

Enclosed please find money order for subscription. Could not do business successfully without the NEWS. WM. BATSON, Big Rapids, Mich.

### GIVES EXCELLENT IDEAS.

Enclosed please find payment for subscription. I like the NEWS very much, it gives one excellent ideas of what is going on in our line of business and tends to get one out of the old rut. JOHN C. WATSON, Potsdam, N. Y.

### WOULD NOT LIKE TO BE WITHOUT IT.

We feel very friendly towards the MONUMENTAL NEWS, in fact would not like to do without it. \* \* Should we conclude to resort to printer's ink, you can rest assured that you will have our patronage. THE WETMORE & MORSE GRANITE Co., Montpelier Vt.

### THE INSIDE TRACK.

You will find enclosed one dollar for which send the NEWS

during 1895. No one can keep on the inside track without it. THEO. F. GAEBLER, Rockville, Ind.

### THE MONUMENTAL NEWS AS A TEXT BOOK.

Said a well known traveling salesman the other day. "When I engaged in the granite business my employer gave me a file of the MONUMENTAL NEWS to read as a help in familiarizing myself with the details of the business."

The MONUMENTAL NEWS is well printed and well illustrated and indicates painstaking and conscientious work. The Trade Press, Chicago.

### Books for the Trade.

*Clark's Epitaph Book.*—A pocket size containing 500 one, two, three and four-line verses and ten alphabets, including the Hebrew with English equivalents. The best work of the kind ever published. Price 25 cents.

*Foster's English and German Epitaph Book.*—Pocket size, contains 229 English, 78 German epitaphs and a number of alphabets. Price 20 cents.

*Vago's Modeling in Clay.*—Instructions in the art of modeling in clay, by A. L. Vago, with an appendix on modeling in foliage, etc., for architectural decoration, by Ben Pittman, of Cincinnati School of Design; illustrated. 12mo., cloth. Price \$1.00; with the MONUMENTAL NEWS, International Edition, \$3.15; Regular Edition, \$1.70.

*Archibald's Quick Method of Estimating Granite Monuments Square.*—Giving the cubic feet of stock, superficial feet of cutting, also superficial feet of polishing of each stone, separate. Hundreds in use. Recommended by quarry workers and monument dealers. 254 pages, bound in leather; pocket size, \$5.50, with the MONUMENTAL NEWS International Edition, \$6.50.

*Perspective.*—By A. L. Cone. A series of practical lessons beginning with Elementary Principles and carrying the student through a thorough course in perspective. 33 illustrations. One 12mo volume, cloth, \$1.00; with MONUMENTAL NEWS International Edition, \$3.25.

*Anatomy In Art.*—A practical text book for the art student in the study of the Human Form. To which is appended a description and analysis of the Art of Modeling, and a chapter on the laws of proportion as applied to the human figure, by Jonathan Scott Hartley. Fully illustrated. 135 pages, including illustrative plates. Cloth bound, Price \$3.00; with the MONUMENTAL NEWS, International Edition, \$4.50.

*Pocket Book of Alphabets for Draftsmen and Stone-Cutters.*—Contains Church Text, Egyptian, French, Old English, German Text, Old Roman, Tuscan, Italic, Henry VII (Westminster Abbey), Rustic, Ornamental and other alphabets; 32 pages, 4 x 7 inches, sent by mail postpaid for 20 cents.

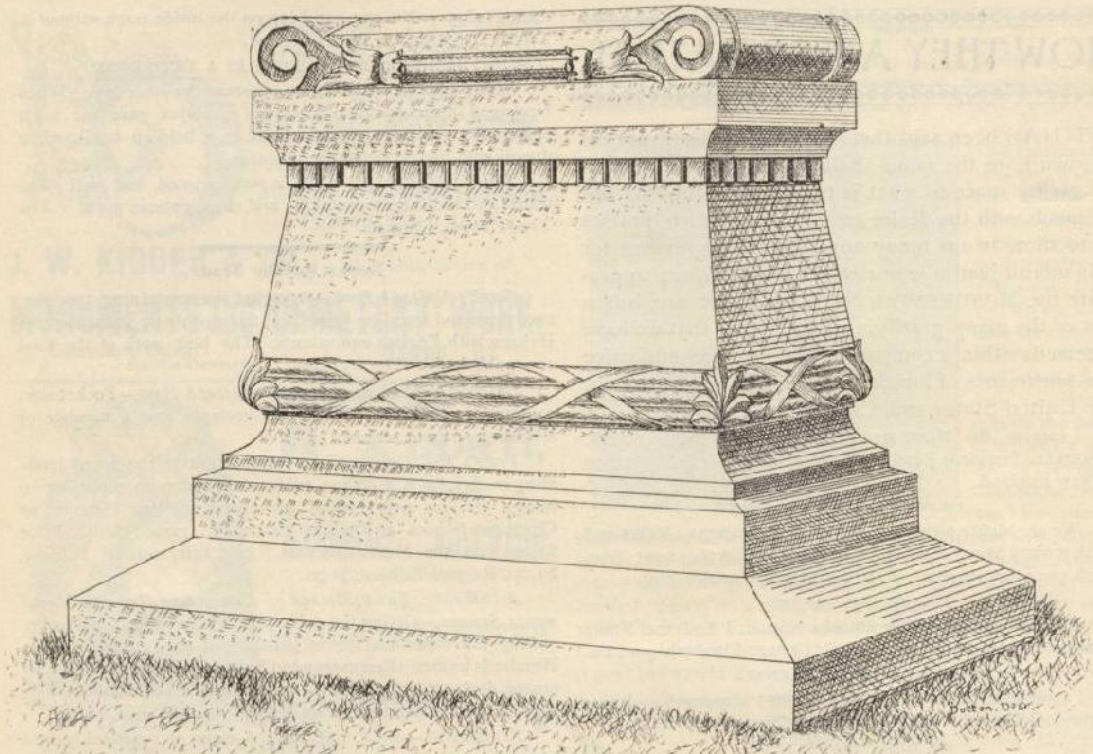
*Ames' Book of Alphabets.*—Fourth Revised Edition. The best book of the kind ever issued. Thirty-three 7 x 11 well-filled plate pages, handsomely bound in cloth. Price, \$1.25; with MONUMENTAL NEWS, International Edition, \$3.25.

*Archibald's New Book of Estimates on Sarcophagus Monuments,* arranged similar to his square book. Price \$10.00; with MONUMENTAL NEWS International Edition, \$12.00.

*How to Estimate Cost of Granite Work.*—A valuable little volume for granite dealers, by J. F. Brennan. Cloth cover, \$1.00.

**Business Law**, a monthly journal, published in Chicago by J. L. Rosenberger, L.L. B., is a serial which aims to elucidate the innumerable questions of legal bearing constantly coming up in business life. It presents its matter in a plain and practical way, and is undoubtedly reliable, the publisher being well known in legal and journalistic circles, and having had a large experience in the work he undertakes. This journal takes up a new field, one in which it should find a pronounced success, as being a useful and needful addition to business literature. Further information will be found in our advertising columns.





DESIGN FOR MONUMENT.—W. W. DUTTON, DESIGNER.

The subscription price of **THE MONUMENTAL NEWS**, Regular edition, is \$1.00 per year, International Edition \$2.50. For this price you will get 5 plates of Monumental designs with each number, or 60 a year. Subscribe now.

For photographs of fine monumental work, mausoleums, etc., write to Chas. H. Gall, Chicago.

I do not approve of dealers selling so low, but if you get stuck just try me and see if I can help you out. I do not want to get rich on one order. No one can quote you lower prices than I can.  
J. F. TOWNSEND, Columbus, Ohio.

## SCENE:

## MARBLE DEALERS' OFFICE.

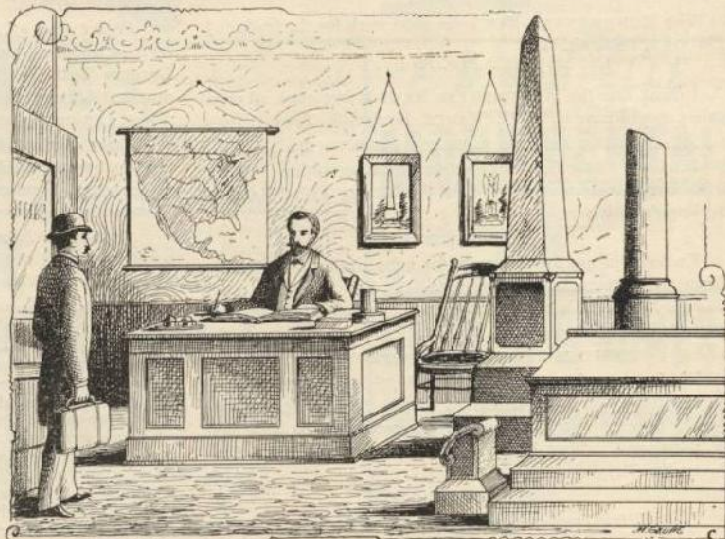
Traveling Salesman just entering when this conversation takes place.

TRAVELING SALESMAN. "What reading during business hours?"

DEALER. "Yes sir, this is the last issue of the **MONUMENTAL NEWS** and I always take time to look it through as soon as it comes in."

TRAVELING MAN. "Oh! its the **MONUMENTAL NEWS** is it, well you are not losing any time that you give to it. I find that all up-to-date dealers regard it just as you do."

DEALER. "Why I wouldn't want to do business without such a valuable paper."





**Virginia Granite.**

Elsewhere in this issue will be found a page of illustrations which displays graphically some of the more important works executed from Virginia granite by the Petersburg Granite Quarrying Co., Petersburg, Va. The quarry view shows the possibilities for producing large blocks. The detached block shown contains nearly 7000 square feet of good merchantable granite. Petersburg granite is of a bluish tone, admirably adapted for rock-face work, while it polishes well and shows a pleasing contrast with cut surfaces. The plant is well equipped for handling and manufacturing all classes of work, but the Company is at present giving especial attention to monumental stock in large sizes. Some of the platforms now ready for shipment are 23' X 7' 0" X 0' 8", 17' 0" X 17' 0" X 0' 8", 22' 0" X 4' 0" X 4' 0" etc. The quarries have direct connection with two railroad systems and water connection with all points on the Atlantic coast. It was incorrectly stated last month that the Company had been reorganized under the name of the Petersburg Granite Co., the facts are the old firm still continues and the new company was incorporated to more conveniently extend operations in the future. The Company owns and controls in all some 175 acres of quarry property. The tracts lie in a valley having slightly undulating ground, the soil is very thin on the rocks which when removed exposes the granite in great sheets with not over an inch of hard sap in any portion. It is divided by vertical seams, free and straight from 100 to 400 feet in length, and the seams are as perfect as though cut by a gigantic saw. These seams meet at a depth of about sixteen feet equally smooth beds, the ledges being divided by two inches of blue clay. The crushing strength of the granite is 25,000 to the square inch and analyzes in a superior degree. The price of this granite has been reduced to meet the close times.

J. F. T's. Number 576 sent free to any address. Apply to J. F. TOWNSEND.

**J. R. THOMSON,** Man'r of  
SOUHEGAN OR NEW WESTERLY  
GRANITE  
**MONUMENTAL WORK.**  
Estimates Furnished.  
MILFORD, N. H.

**E. C. FRENCH**  
Manufacturer of and Dealer in  
**MONUMENTAL WORK**  
of all kinds from the best  
Light and Dark Barre Granite.  
Lock Box 60. BARRE, VT.

**BASHAW BROTHERS,**  
Manufacturers of  
**HARDWICK GRANITE**  
Estimates on all classes of  
Monumental Work.  
HARDWICK, VT.

**T. A. GREEN,**  
Light and Dark Hardwick and Woodbury  
Granite Monuments, Tablets and Gen-  
eral Cemetery Work.  
Box 65. HARDWICK, VT.  
You will get my estimates by return of mail.

**New Westerly GRANITE**  
MONUMENTS  
...AND...  
**Cemetery Work**  
In Dark Blue  
and Pink  
Granite.  
**Statuary**  
...AND...  
**Carving.**  
F. A. DREW, Milford, N. H.



**P. B. Fraser & Co.**  
Manufacturers of Light and Dark  
Barre Granite Monuments and Gen-  
eral Cemetery Work.  
BARRE, VT.



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When Writing to Advertisers Please Mention **Monumental News.**



**Quincy Notes.**

The big cutting machine at the Granite Railway Co. yards has been doing good work since it was put up. It was at first located near the quarry at the head of the incline where exhibitions were given. Later it was moved down in the cutting sheds, but the condenser was left in the engine house on the hill. The air is now run to the machine a distance of 1000 feet and it works perfectly. Among the work cut by the firm was the Newton soldier's monument, the memorial tablet "Sons of the Revolution," at East Concord, N. H., and the "Indian Equestrian Statue" for Chicago.

H. W. Beattie, of Quincy, has been doing considerable work the past year. Notable among this work was the Dr Acomb portrait figure and the four medallions for his wife and three children; Judge Grant S. Wiley medallion in bronze; the portrait medallion of Mr. Riberyle, of Chicago and the Cavalry panels for the 69th and 105th Ohio regiments.

**The Rockford Air Brush.**

Competition in the monumental business has brought about a wonderful improvement in the character of designs used by

dealers, and the everlasting gratitude of the trade is due to the Air Brush Manufacturing Co., of Rockford, Ill., for their useful device which has aided so largely in this improvement. Every dealer appreciates the attractiveness of a handsomely shaded monumental design and some of the finest work of this kind has been executed with the Rockford Air Brush. It is now in very general use among monumental designers and dealers, who are loud in their praises of its fine work. Full particulars regarding the brush with explicit instructions for using may be had by addressing the manufacturers.

For ten years the desk calendar issued by the Pope Manufacturing Company has held a unique place among business helpers. The calendar for 1895, which is just issued, is even brighter than its predecessors in appearance, as clever artists have added dainty silhouette and sketch to the usual wise and witty contributions that have heretofore given this popular calendar its charm. It can be had for five 2 cent stamps from the Pope Manufacturing Company, Hartford, Conn., or from any Columbia bicycle agency.

Designs made by J. F. TOWNSEND at reasonable prices.

**Business Chances, For Sale, Etc.**

Advertisements inserted in this column to cents a line each insertion; six words to a line. Copy should be received not later than the 15th.

**FOR SALE**—Marble business in town of 1,800 to 2,000. Stock and tools in first class condition. Trade averages \$3,000 a year. Good territory, good prices. Satisfactory reasons for selling. Care of the MONUMENTAL NEWS.

**FOR SALE**—or trade good farm of 480 acres under cultivation, near markets, schools and churches, with 21 horses and colts and 4 head cattle. All utensils needed to run extensive farming. Will sell cheap for cash or trade for well established marble and granite business in large town. Address R. C. Dulin, McKeesport, Penn.

**WANTED**—The services of a practical marble man with some capital in a flourishing wholesale business. Large capital not necessary if a good business man. Chance of a life time. Address Gen. Manager Box 1203 Gouverneur, N. Y.

**Wanted—Situations or Help.**

There will be a charge of 25c. for every advertisement in this department when replies are addressed in care of the MONUMENTAL NEWS. Advertisements will be inserted FREE only when replies are addressed direct to the advertiser.

**CARVER** and cutter wanted in granite and marble with \$500 to \$500 interest in business manufacturing especially for wholesale trade. Must be sober, \$3.00 a day to right man by the year. Box 297, Montgomery, New York.

**WANTED**—A good retail salesman for marble and granite. Must have experience in designing and estimating, must be sober and reliable. One who understands Southern trade preferred, reference required. Steady job to the right man. Address E. J. Miller, Americus, Ga.

**SITUATION WANTED**—By an all round workman, cutter, carver and letterer. A number 1 at granite, sober and steady, wages moderate. Can manage shop and sell work. Address Marion Reed 705 Chicago Ave., Evanston, Ill.

**WANTED**—A permanent situation by a first-class granite and marble letterer and general workman. 30 years experience. Am a German and married. Would prefer small town. Address E. G. N., care of the MONUMENTAL NEWS.

**SITUATION WANTED**—By a marble cutter and letterer. Can also cut stone bases of any kind and do general work. Willing to go to any part of the country. Address Wm. J. Nolden, No. 20 Rees St., Chicago.

**SITUATION WANTED**—At marble cutting and lettering. can also cut bases and polish. Am single. Strictly sober and steady. Address Practical, care of the MONUMENTAL NEWS.

**WANTED**—Good reliable and experienced marble and granite salesmen. Must give reference. Address The New Dunning Marble and granite Co., room 2, Downing block, Erie, Pa.

**WANTED SITUATION**—By general workman, good letterer, and drawer, strictly sober. Address Wirt Cooper Jr., Locust St., Des Moines, Iowa.

**WANTED**—Steam granite polisher. Must be experienced and have good references. Address Petersburg Granite Quarrying Co., Petersburg, Va.

**SITUATION WANTED**—By a general workman, can cut letter and trace marble also letter granite. Steady work preferred and wages no object. Address E. A., care of the MONUMENTAL NEWS.

**WANTED**—Situation by a general workman, of sober habits. Would prefer a job in Eastern Illinois, or Western Indiana. Address J. C. S. 29th St., Terre Haute, Indiana.

**SITUATION WANTED**—By a general marble worker and granite letterer. Can manage a shop, and sell A No. 1. References given. Address M. C. Box 59, Piedmont, West Va.

**SITUATION WANTED**—By a first class general workman, 24 years experience, strictly sober and industrious. Can take entire charge of shop, or would accept a situation on the road for a good responsible wholesale house. Well acquainted in the West. Best of references, both in and outside of the trade, can also give security. Address J. S. Magle, Higginsville, Mo.

**WANTED**—Agents. Capable men at different points in the country to sell monumental work at retail. Address V., care of the MONUMENTAL NEWS.

**WANTED**—Two salesmen to sell on percentage, one for the Albany Territory, and the other for Pittsburg and vicinity. Men that have a knowledge of setting work preferred. Will be backed up with quarry prices and a good house. Address 808-850 Main Street Buffalo, N. Y.

**WANTED**—A first class salesman for the retail trade. Address with references, C. S. Wood, Monumental Works, Worcester, N. Y.

**SITUATION WANTED**—By a granite and marble letterer, cutter and tracer, 15 years experience. Address E. Melton, 515 Grace St., Chicago, Ill.

**ADVERTISER**—Desires to represent Quarry Owner, Building and Monumental work. Experienced in plans, estimates, drawing, etc. Address A. B., 245 Ogden Ave, Chicago, Ill.

**WANTED**—A practical and experienced traveling salesman for retail marble business. Must be a sober responsible party and come well recommended. State salary or commission expected. Permanent position to the right man. Address L. B. Office of the MONUMENTAL NEWS.

**WANTED**—A good reliable granite cutter and letterer. One who is capable of taking charge of a retail yard, must speak German. None but those having very best reference need apply. Address John Murphy, Conway St., Entrance to Evergreen Cemetery, Brooklyn, N. Y.

**WANTED**—Traveling man for the wholesale granite trade in Western territory state experience, salary expected etc. Wholesale dealer, care MONUMENTAL NEWS.

**DRAUGHTSMAN WANTED**—By Chicago Wholesale firm, one who has worked on air brush designs. Address No. 15 care of the MONUMENTAL NEWS.

**SITUATION WANTED**—By a first class polisher and base cutter, can cut marble, also strictly temperate man. Address H. U., care of the MONUMENTAL NEWS.

**A GENERAL** man on marble and first class on granite lettering and tracing desires to exchange letters in regard to a position with an active firm in a granite district, north or west or where granite is retailed largely. Address Wm. H. Brown, Marietta, Ga.

**WANTED**—Salesman, No. 1. man to sell monumental work in New York city and vicinity, at retail. Address L., care of the MONUMENTAL NEWS.

**WANTED SITUATION**—By a general workman. Address H. A. Lowe, 35 Claremont Ave., Chicago, Ill.

**WANTED**—A young man who understands the granite business thoroughly and is going to California to reside desires to correspond with some responsible wholesale house, with view of representing them on the Pacific Coast. Best of references. Address California, care of the MONUMENTAL NEWS.