

# ***Design Hints For Memorial Craftsmen***

**January 1927, Vol. III, No. 7**

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Dan B. Haslam, Editor and Publisher

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December 2012

# DESIGN HINTS


FOR MEMORIAL CRAFTSMEN



January, 1927

Volume III

Number 7

HE dealer that ties up with North Star this year will receive the benefits of a type of service never before found in the St. Cloud field.

Over half a years' supply of rough stock is being constantly maintained to insure the fulfilling of this promise.

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**The North Star Granite Corp.**

St. Cloud, Minnesota





*Grace and Beauty May Be Emphasized  
Only With the Best*

The grace and beauty of any design may be emphasized to posterity only with the very best and most attractive materials. We believe that in Superior Red and Superior Gray we have two of the outstanding colors in memorial materials that will help in a large measure the enduring appearance and lasting beauty of the above design. A trial of the Ahlgren line will convince you of the truth of this statement.

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*Granite City Granite Co.*

*The Ahlgrens*

*St. Cloud, Minn.*

Say you saw it in DESIGN HINTS



## Three Pyramid Granites Without A Superior

When selecting for spring stock do not overlook the Pyramid line of granites:

*Pyramid Red      Pyramid Gray*  
*St. Cloud Gray*

Any one of these will stand out distinctively in your display room and give added prestige to your display.

Give Pyramid an opportunity to figure with you on your spring needs. Our trio is made up in salable, attractive designs.

## Pyramid Granite Works

Incorporated  
St. Cloud, Minnesota

Say you saw it in DESIGN HINTS





## Of Course There Will Come a Time When It Is Hard To Get

That is true of finished memorials the same as any other commodity. And there is a reason why it should be true of memorials—they are made up to order.

In the spring there will be a growing demand for memorials. You will have to take your chance with the others if you don't order early. We advise early buying to protect yourself and assure yourself of positive delivery on time.

United would be glad to give you an idea of the worth of the above design.

**United Granite Co.**  
St. Cloud, Minnesota

Say you saw it in DESIGN HINTS



*The King of Granites is Rex;  
It Means Strength and Character.*

Rex granites stand by themselves because of their evenness of texture and their freedom from defects. Rex has developed a fine new quarry in the past year that has been producing a high grade Red granite that is the same throughout.

Our workmanship on these granites is beyond question for finish and taste. We offer the services of design, granite and craftsmanship to bring about the most satisfactory results.

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*Rex Granite Company*  
ST. CLOUD, MINN.

Say you saw it in DESIGN HINTS





**YESTERDAY—** He bought a Swenson Gray memorial from a Swenson Exclusive Design.

**TODAY—** He sold it.

**TOMORROW—** He will buy more for he appreciates the ready sales value of this incomparable combination—

#### Swenson Exclusive Designs Swenson Gray Granite

You, too, will find it profitable if you will take advantage of our dependable service. Though you may be a thousand miles away, it will cost you only two cents to receive all the information you need regarding the beautiful Bradley memorial as shown on this page. We invite you now to introduce yourself to

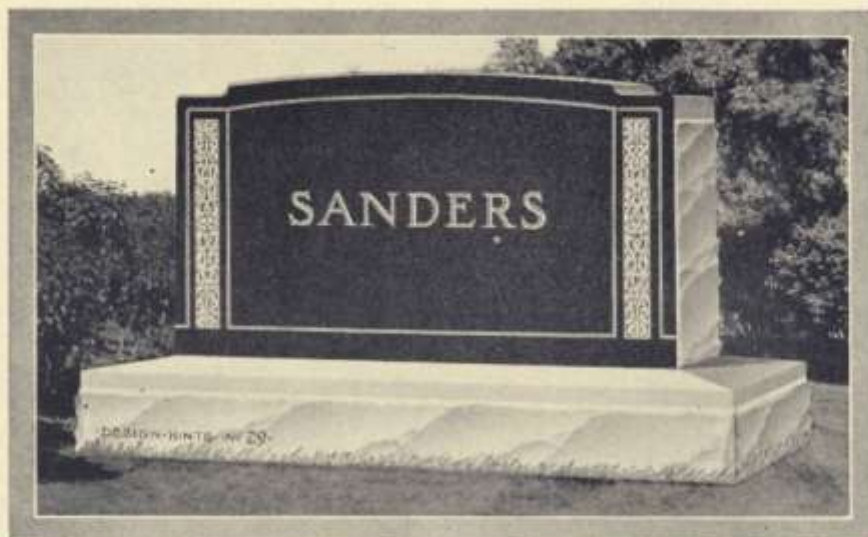
## The John Swenson Granite Co.

Concord, New Hampshire

I. N. Strock, Baltic, Ohio; W. G. Watt, 968 Decatur St., Decatur, Ill.;  
Fred Haslam, 4019 Kenwood Ave., Kansas City, Mo.  
U. G. Doran, P. O. Box 92, Dallas, Texas.

Say you saw it in DESIGN HINTS





*We Can't Sell You Until We Are  
Sold On A Piece Of Work Ourselves*

If we didn't believe we had a granite and a selling service that would be of great benefit to a selected list of retailers we would throw Hunter's mahogany on the open market and let it sell along with others.

But we believe we have something that will aid you in building up an exclusive business and that is why dealers all over the country get territorial guarantees and are able to sell granites backed by a certificate of warranty.

It may be that your territory is not now closed and if not we know it would be to the advantage of you, a reputable dealer, to investigate the Hunter system.

Hunter's  
Mahogany  
Memorials

**HUNTER'S**  
**MAHOGANY'S**  
**MILBANK, S.D.**

Quarriers  
and  
Manufacturers

**ROBERT HUNTER**  
Milbank, South Dakota

Say you saw it in DESIGN HINTS



## Beauty In Our Design Service Is Only Half The Story.

Beauty of design means only a part of the service of Universal. The House of Seven Brothers has many other features to complete its all-inclusive policies.

We are successful only because we have made it possible for you to be successful. And our success is hooked with a constant and ever-increasing service to our friends.

Let's get together this spring for the help of both of us.

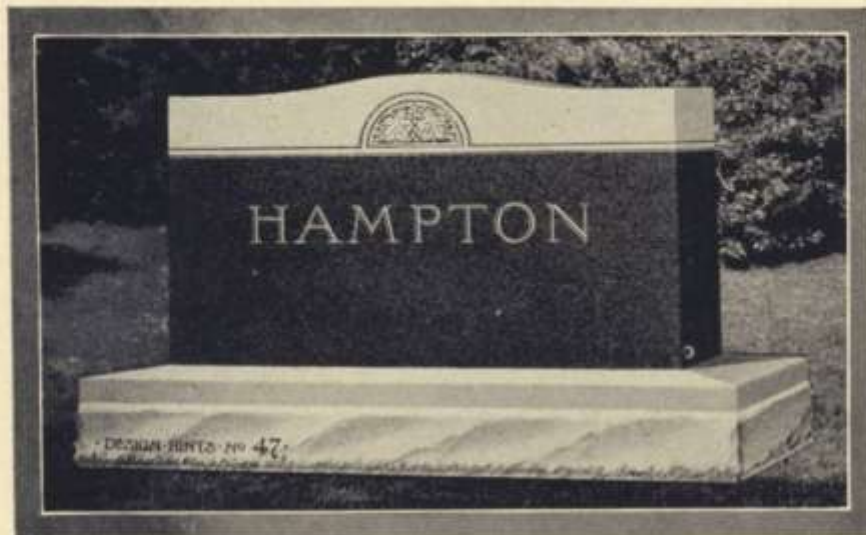
**7**

THE HOUSE OF SEVEN BROTHERS  
**Universal Granite Co.**  
St. Cloud, Minnesota

**7**

Say you saw it in DESIGN HINTS





## One Look At Red Pearl And They're Convinced

It doesn't take RED PEARL long to sell them the idea of class in memorials.

The prospect looks it over and immediately decides that he is going to *buy the very best*.

It took RED PEARL to convince him of this and RED PEARL is doing the same thing for countless others over the country every week.

Put RED PEARL on the floor during the spring and show your prospects the way to high grades in granites.

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### St. Cloud Granite Works

St. Cloud, Minnesota

Say you saw it in DESIGN HINTS





# DESIGN HINTS

FOR MEMORIAL CRAFTSMEN

Published Monthly at St. Cloud, Minnesota

DAN B. HASLAM, Editor and Publisher.

## THE MAN FOR THE JOB.

The true executive is the man who has a program and who is able to inspire confidence in those working under him without creating an attitude of fear or trepidation in their minds.

Business becomes great or successful only to the extent of the vision of the man at its head and the careful planning of himself and trusted department heads.

We read recently a dissertation on business from the pen of a man who is pre-eminently successful in the World of Commerce. He is a remarkably young man, at that.

Observers had said that this young man had become such a remarkable success only because he had developed a good business system.

But on closer observation it is disclosed that his so-called system only carries out a high vision, a genuine business philosophy that can result in nothing but success. Optimism, of course, is a part of this philosophy. He is optimistic because he doesn't know any other frame of mind. He thinks only of success, therefore, can have no failure. This young

man believes in putting men in responsible positions and then giving them every opportunity to make good. They are not hampered in the least in the development of their own ideas in connection with their work.

Then if they fail it is only their own fault—They have nobody but themselves to blame. If they succeed they are recognized with promotion.

We believe this policy can be applied to any business, even the retail granite business, because any business has a chance to grow.

We know of many retail granite concerns which have grown to the proportions of Big Business itself because of the fact that some individual behind it has had enthusiasm, faith and courage and a definite program of activity.

The growth of the business is the reward of the man or group of men who have the vision and courage to adopt definite policies and stick to them.

Vision and enthusiasm are twins of success. Put them into your business, along with a definite system and your business can do nothing but go forward.



# Monumental Drawing and Lettering

*By Dan B. Haslam*

## A REVIEW ON PERSPECTIVE

We have received many requests for back numbers of Design Hints showing our articles on drawing memorials in perspective. While we would like to comply with these requests, it is impossible, as our supply of back numbers is practically exhausted. However, to satisfy this demand we have decided to reprint two of our plates and as much data on the subject as space limitations will permit. We trust this will meet with the approval of our readers.

These lessons on perspective like all the other lessons shown through the pages of Design Hints are intended primarily for the struggling student who is endeavoring to better himself by home study. The lessons are in no way complete, but are enough to give the student a start so that he may be able to solve the ordinary problems of everyday practice in memorial design. While drawings in some of our plates may appear complicated, every line is necessary in explaining perspective and its phenomena.

In perspective we draw objects not as they really are, but as they appear to the eye. If we were asked to draw a square block of stone in perspective, we would know before we made a line that this block has six faces, each of them square and of equal length and breadth.

We cannot draw these six faces because we would not see them no matter at what angle the block is placed. We may see three faces, two, or only one. If only one face were observed the drawing would not be in perspective, but would be a front or side elevation, top view, or ground plan. Although we may see three faces of the block at one time and though we know these faces are equal in size they will be varied in shape and in measurements when reproduced on paper in the form of a drawing. Objects near at hand appear to be larger than the same objects farther away. Thus the face of the block of stone nearest the observer will appear larger than the face farther away. This matter of appearance is what we need to understand about perspective.

To reproduce accurately on paper the appearance of an object in perspective requires certain helps and the following suggestions should enable everyone to clearly understand what has heretofore been looked upon as a dry and most complex subject.

When an object in space is being viewed rays of light are reflected from all points of its visible surface and enter the eyes of the observer. These rays

(Continued on page 18)

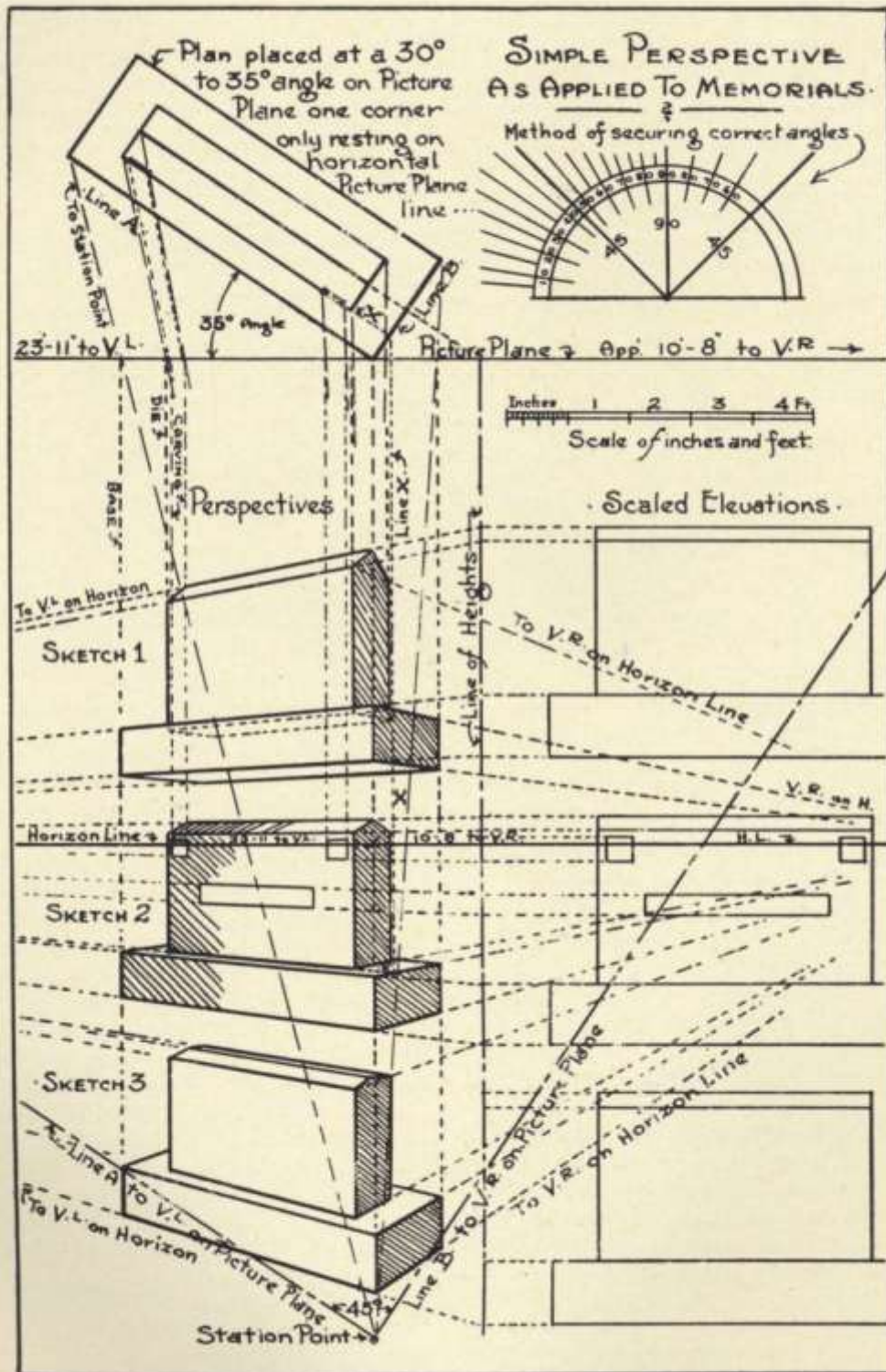
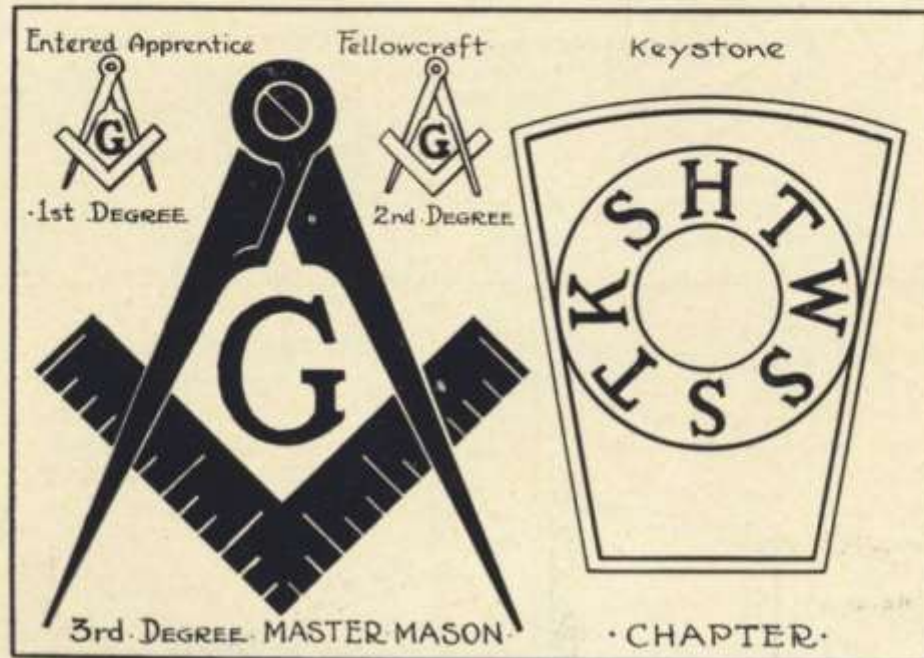


PLATE NUMBER ONE



## Emblems For Memorials



The accompanying plate illustrates two emblems of the Masonic Lodge which are used extensively in memorial work and for that reason should prove very popular as well as helpful to the Craft in this series of articles relative to Emblems for Memorials.

The square and compass as shown at the left of the plate is an emblem that is very well known. It is not an emblem that is difficult to draw, but is one that is often drawn incorrectly, and to those who do not understand it or who are not members of the Masonic Order it is suggested that the utmost precaution be exercised in reproducing this emblem on Memorials.

It is absolutely necessary that both points of the compass be shown over the square. It is

presumed that many of the members of the Craft know this, but from many examples the Author has seen of this emblem cut in granite, he knows that some dealers do not understand this most important feature, and it is for the benefit of these dealers that his explanation is given.

It will be noted from our plate that the First or Entered Apprentice Degree shows both points of the compass beneath the square. In the Second or Fellow Craft Degree one point is shown over and one point under the square. The larger rendering is of the Third or Master Mason Degree.

The Key-stone as shown at the right of our plate is the symbol of the Chapter, in Free Masonry. This is the next in the series of Degrees after the



Third. The letters as shown within the circles of the Key-stone are read as follows: H T W S S T K S. The words these letters represent are known only by members of the lodge. The Author is not a member of the Masons, and because of this fact is unable to furnish more information concerning the meaning of the emblems as used by the Order. It is, therefore, proper and only possible for him to explain the symbolic representation of the various emblems used. The square is symbolic of Skilled craftsmanship, Equality, Justice, and Truth, and the compass symbolic of Rectitude, and Restraint. The Key-stone in symbolism is representative of Firmness and Stability.

We are very fortunate in that we are able to furnish our reader's with more information regarding the Masonic Emblems through the courtesy of Mr. John H. Grindell who is a member of the Masonic Order, the senior member of the firm John H. Grindell & Son Memorials, Platteville, Wisconsin, and president of the Wisconsin Memorial Craftsmen Association. Mr. Grindell very kindly consented to write the following under the title "Significance in Memorial Art" information that will prove of great value in connection with this article. The other emblems mentioned in Mr. Grindell's article will be shown in a later issue of Design Hints.

#### **SIGNIFICANCE IN MEMORIAL ART**

During the past two decades there has been a complete swing of the pendulum from

the flowery, verbose overdone inscription with its names, birth and death spaces, marriage connections and epitaphs to the "modern severity of style" which permits the family name on the face of the die and the baptismal name with the years of birth and death on the marker. This is sufficient, for plainness and simplicity are considered the essentials of good taste in the modern conception of correct memorial design. The generally omitted details of the epitaph are well known to those near and dear and the facts uninteresting to those who are not.

"Keep your work plain and simple, etc.," a statement familiar to all, and a demand that must be strictly adhered to if we wish to be considered exponents of the best present day standards in correct design.

There is now a distinct change taking place, and with the modern use of that great invention, the sand blast, there is a real danger that the next swing may take us to such an extreme with carvings, inscriptions, and insignia of various kinds, we are apt to produce memorials which may appear as grotesque in another 40 or 50 years as those of earlier times appear to us.

The wonderful opportunity that exists should be taken advantage of. Every line incised in a stone that becomes a part of the memorial shall remain after every trace of its creator is lost, correct in every detail, and more, that no line or emblem be used unless it is truly

(Continued on page 25)



## MORLING

A distinctly modern note is struck in the Morling design in the sand blast treatment of the family name and ornament. There is a hint of severity in the flat surfaces of the die, but this pervading plainness is adequately relieved by the introduction of the graceful curves on the ends. The ornament is flat and conventionalized. Such treatment, however, does not make the design stiff or overly formal but tends to emphasize the straightforward lines of the monument.

Beautiful 11x14 photographs of the designs shown on these two pages, will be furnished by Design Hints for 75c each.



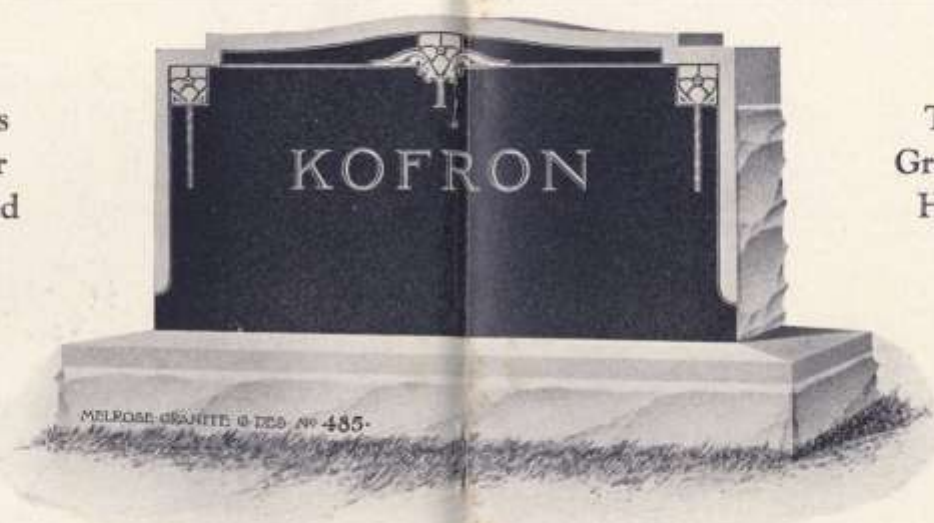


## ARLINGER

The Arlinger memorial is substantial in size, modern in design, economical in construction, and one that should readily appeal to Design Hints readers. The treatment accorded the family name is new and very interesting. The panel is sunk from the sides of the letters only, the top and bottom edges being flush with the polished surface of the die. A finished appearance to the name is accomplished in the use of the narrow hammered margin around the sunken panel and the polished letters.

Please write to the manufacturers listed in Design Hints for sizes and prices on the designs shown on these two pages.

It Has  
Never  
Stopped



This  
Growing  
Habit

### Looking Forward Instead of Backward Has MADE Melrose.

During all the years of its history Melrose never has looked backward. In its march toward supremacy it always has looked forward. This accounts for its continuous and substantial growth.

Melrose has been forward looking in its relations with its customers, the men who ultimately must sell Melrose products. It has tried to keep ahead of the times by constantly developing new ideas for the retailer.

Melrose will continue this march of progress because in doing so it knows that it is carrying out the idea and reason for

its existence—to serve well in the field of its choice.

With all the years of its service Melrose remains a young organization in spirit and development.

It will continue to look ahead because it knows that in doing so it will continue to render an interested, effective service to the people who have supported it during its years of existence—years made happy by accomplishment—and growth.

It is this thought that spurs Melrose on and we know that if we carry this policy out to the last detail Melrose will never need fear of relinquishing its place as the world's largest.

**MELROSE GRANITE COMPANY**  
ST. CLOUD, MINNESOTA



## **MONUMENTAL DRAW- ING AND LETTERING**

(Continued from page 16)

of light are called visual rays or lines of vision. All points of the object are reflected from the surface of the object by means of these visual rays and all converge to a single point coincident with the observer's eye. The position of the observer's eye is called the station point.

The point of sight is that point to which the eye of the observer is supposed to be directed when he looks straight before him, also called the center of vision. The optical or horizon line is an apparent line of conjunction between the observer and this point of sight. The Horizon line in a picture is determined by the raising or lowering of the point of sight and the point of sight is determined by the high or low position of the observer.

If a piece of glass were placed vertically between the observer and the object in such a position that it will intersect the lines of vision, the intersection will be a projection of the object upon this glass. The plane on which the Perspective projection is made is called the Picture Plane. If one were to draw the object on a Picture Plane he would find that all points and lines of the drawing appear to exactly cover the corresponding point in the object. Each point of the object is carried through this Picture Plane by the lines of vision with the result that the drawing on

the Picture Plane is an exact reproduction of the object in space.

Parallel lines are lines which are the same distance from each other throughout their length, either straight or curved. Two or more parallel lines form a system of lines. All lines of system converge to a point called the vanishing point. This is best illustrated in the parallel lines of a railroad track. The reader has no doubt often noticed upon looking down a railroad track that the rails appear to come closer and closer together until finally they meet in a single point, technically termed the vanishing point.

Each system of lines has its own vanishing point.

A plane is a perfectly level surface which may be either horizontal, vertical, or inclined in any direction. Two or more parallel planes form a system of planes, and all planes of a system vanish in a line called the Horizon. The vanishing line of all horizontal planes is always referred to as the Horizon. All lines of a plane vanish into the Horizon of that plane, and each system of planes has its own Horizon. The "Horizon" is not imaginary, but real. It is the height of the observer's eye. Proportionate distances are reckoned as being above or below the level of your eye. If you ascend, the Horizon line goes with you, and as you look out over the landscape your Horizon is still on a level with your eyes.

A first glance at the accompanying Plate No. 1 will give one the impression of looking at a Chinese puzzle. Careful

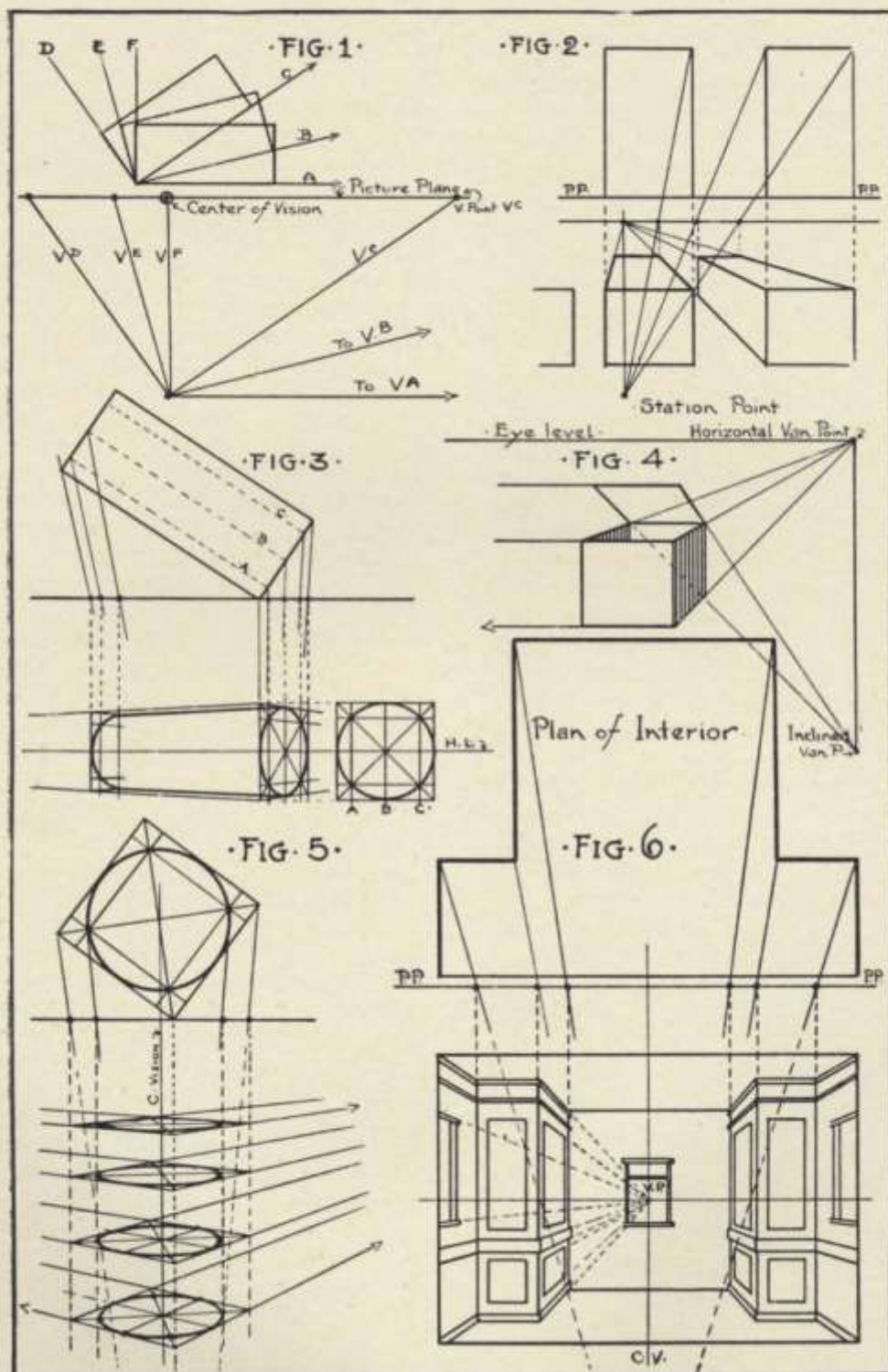


PLATE NUMBER TWO



study of the text, however, will alleviate matters to such an extent that the whole work will assume a much different appearance.

In order to make a drawing of a memorial in perspective, the student must first have in mind the shape and size of the memorial. Scaled sketches of the idea showing front and end elevations and ground plan are necessary. It is always advisable to make the plan on a separate piece of paper other than the paper the perspective drawing is to be made on. The scale to use whether 1 inch, or  $1\frac{1}{2}$  inches, or 2 inches or more to the foot is gauged according to the desired size for the finished drawing. In our example space would not permit using a larger scale than one-half inch to the foot, but this is much too small a scale for actual practice.

The vertical lines of the memorial in perspective are obtained from the scaled ground plan and the horizontal lines from the scaled elevation.

When the necessary plan is completed, draw a horizontal line straight across the drawing board at the top. This line represents the Picture Plane of the plan. Now place the plan on this line at about a 30 to 35 degree angle so that the nearest corner rests on the Picture Plane, and when correctly placed, fasten it to the board with thumb tacks.

The station point or position of observer is then obtained by drawing a vertical line from the corner of the base resting on the Picture Plane to a point 16 to 20 feet (to scale) below.

On our plan this point is 16 feet from the Picture Plane. The Perspective drawing will be made between this point and the Picture Plane.

The horizontal Horizon line may now be placed about half-way between these points (on our sketch 8-0.) The necessary heights and correct position of the memorial being established from the scaled elevation to the right of the Perspective drawing. The line of heights is obtained by drawing a line straight through the center of the plan and parallel with line A until it intersects the Picture Plane. A vertical line is dropped from this point down to any distance below the bottom of the base in the elevation drawing. Horizontal lines are made to the left from the elevation drawing by use of a T-square until they cross the established line of heights.

The vanishing points of the perspective are established from the points of intersection between the right angle lines from the station point and the horizontal line of the Picture Plane. The right angle lines from the station point are parallel to the lines of the plan on the Picture Plane. Where these lines intersect the Picture Plane vertical lines are dropped from these points to the Horizon line and necessary right and left vanishing points established. In our example in Plate 1, the right vanishing point is found at a point exactly 10-8 from the the Center of Vision and the left vanishing point 23-11 to the left. It was impossible to show these points in our plate.

The vertical lines of the me-



memorial drawing are obtained by first directing lines from the station point to the observed corners of the plan. Where these lines intersect the Picture Plane vertical lines are dropped through the Horizon and these lines represent the vertical sides of the memorial.

No matter how simple one may try to explain the phenomena of Perspective, it is doubtful whether the matter will appear simple to the student, unless he work out the problems as shown in the accompanying plates. Pictures are more easily understood than words, and if the student will draw the problems as shown on the plates he will experience but little difficulty with the subject.

Plate No. 1 shows examples of angular or two point Perspective. Sometimes, however, these rectangular objects appear with the near side parallel with the Horizon as shown in Fig. 2, Plate No. 2, and are then said to be in parallel or "One Point" Perspective.

In Angular Perspectives vanishing point is established on both sides of the center of vision and within limited distances of it. In parallel or "One Point" Perspective the lines of the plan which are parallel with the Picture Plane remain parallel in the drawing itself, the others converge to the center of vision point on the Picture Plane, and this is the vanishing point in the drawing of the object in Parallel Perspective.

Parallel Perspective is easier to draw, but does not give as good an impression of the sub-

ject as when drawn in Angular Perspective, except in the case of interior views of rooms as shown in Figure 6, Plate No. 2.

Figure 4, Plate No. 2 illustrates an example of Oblique Perspective. In this drawing the box proper is in Parallel Perspective. The end plane and the plane of the up-tilted lid converge toward a vertical vanishing line, and each plane has its own vanishing point on this line.

The author does not wish to convey the impression that professional designers take the time to lay out all the details as shown in our plates in the drawing of the average memorial design. Speed being most essential, the modern designer has devised methods that aid him in securing the same accurate results without all this preliminary work. Space will not permit our explaining these so-called "tricks of the trade" in this article but if enough of our readers are interested in the subject, we will be pleased to re-print this particular part of the series on perspective in a later issue of Design Hints.

An effort is made at all times to render helpful service to all who are really interested in the work.

### TRUTHFUL.

Perkins (at door, to installment man)—Sorry, but I can't pay you anything this week.

Installment Man—But that's what you said last week and the week before.

Perkins—Well, didn't I keep my word?



## IDEA EXCHANGE



The accompanying cut shows the operation of a lettering device that will prove of great interest and benefit to Memorial Craftsmen. Mount Brother's of Memphis, Missouri are the inventors and sole owners of this patented device. M. W. Mount one of the brothers has been in the memorial business in Memphis for many years.

This new Air-Take-Off device as it is termed, changes an auto engine into an air compressor by simply removing a spark plug and inserting the device in its place, no tanks being required. It is considered a big time saver and much more convenient for lettering work in the cemetery than any other machine used for such purposes. The Air-Take-Off device is made of steel with non-rust

bronze housing, weighs two pounds two ounces and operates hammers 1 inch,  $\frac{3}{4}$  inch, or  $\frac{5}{8}$  inch for light or heavy granite lettering. It is automatically cooled by air, there being no heating of motor or hammer.

Mount Brothers used the device successfully for three years before placing it on the market. Their advertisement on another page of this issue gives further information regarding the invention.

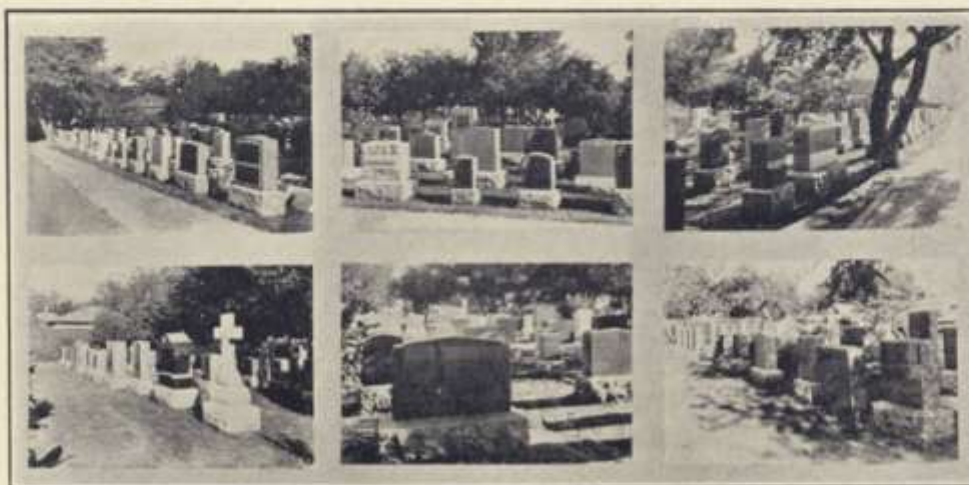
### "WE KNOW OUR ONIONS"

This modern use of the "Kings English" greeted us on a beautifully penned envelope upon arriving at our office a few days ago. Upon opening the letter we were again greeted with the same statement continuing with, "When it comes to putting on a state meeting." A small onion was enclosed in the letter along with a splendid appeal sent out by "Herb" Mason of Erie, Pennsylvania who is not only one of the most progressive dealers in the country but at the present time is secretary of the Pennsylvania State Association.

"Herb" is surely going after the dealers in order to get them to attend the joint meeting of the Pennsylvania, Maryland, Delaware, and District of Columbia dealers at York, Pennsylvania, Thursday and Friday, January 27th, and 28th. If the dealers do not attend this meeting it surely will not be the fault of the secretary. His let-

(Continued on page 27)

## GRANITE CHIPS



Fifty years doing business in the same location is the record of the Washington Monument Company, Washington, Kansas. This company was established in 1876 and today under the management of Mr. James G. Groody, its president is one of the leading memorial firms in Kansas.

The accompanying plates show the office and various views of the large and beautiful display yards with its huge stock.

Mr. Groody has always been an advocate of a large and varied stock display, and for years has advertised his firm as having the largest stock on hand of any firm in the state. Very few who have had the pleasure of seeing the Washington Monument Company's display yards will question this claim.

From the picture one might be unfavorably impressed with the too crowded appearance of the display. Such is not the case, however, for careful study





is given to the placing of every memorial on the well-kept lawn and scattered among them are beautiful rose bushes, cannas, and various kinds of vines and trees.

A building of tremendous proportions would be necessary to house this large display. Mr. Groody believes, however, that memorials appear best when placed in natural settings and the success he has achieved with his original ideas is surely worthy of our earnest consideration.

The Huron Granite & Marble Works is renovating and re-decorating its display rooms and office. Ivory color is being used for the ceilings, buff for the walls, while the woodwork is of pure gray tone, a pleasing combination and very practical for a Memorial Craftsman's office.

Mr. G. W. Karlson, a former member of the firm Westlund-Karlson Monument Company of Fergus Falls, Minnesota, has sold out his interest in that firm and has started a new business in Fergus Falls under the firm name Fergus Falls Monument Company.

Mr. Karlson has had several years experience in the business as a practical workman and salesman. He is well located in a splendid territory, and his many friends will wish him success in his new venture.

A new firm has been established at Waseca, Minnesota under the name Waseca Monument Company, Laudert and Hanson, proprietors. Mr. C. F.

Laudert has lived in that vicinity for years, and Mr. O. P. Hanson is from Albert Lea, Minnesota.

Mr. Hanson is to handle the the sales end of the partnership and Mr. Laudert being a first-class workman will look after the details of the shop. Both men are very well known in the Southern part of the State and this coupled with their recognized ability in this field should enable them to conduct the business very successfully.

They are putting in a nice stock of memorials and are looking forward to a good Spring business.

#### ***Well Known Craftsman Elected to Directorship of a Large Bank.***

On January 1st, Mr. George Carufel a most prominent memorial dealer of the central northwest territory, was elected a Director of the Fargo National Bank, succeeding Mr. A. B. Taylor, deceased. The Fargo National is one of the largest and strongest Banks in North Dakota.

The recognition accorded Mr. Carufel is a signal honor for any man as it requires ability to advise on the policies of a large Banking institution in a territory where Credit is so extensively used.

Mr. Carufel's keen business judgment along with a knowledge of true conditions gained by his twenty-five years experience in Fargo, will prove of much value and his innumerable friends will wish him success in this Directorship, an honor he is entitled to and one



that is in acknowledgment of the successful manner in which he has conducted his own private interests.

Mr. R. W. Hogge proprietor of the Miller Monumental Works, Miller, South Dakota is opening a new shop at Huron, South Dakota, and will establish his headquarters there by March 1st.

Mr. Hogge has purchased a good location on the northeast corner of Third and Wisconsin Streets, the route of the "Black and Yellow," and "Sunshine" Trails and only two blocks from the heart of town.

He has erected a brick building of one story with a full basement which contains the compressor, heating plant, and a rest-room. A traveling crane operates through the entire first floor.

The new firm will be known as the Huron Monument Works with a branch at Miller in charge of Mr. H. V. Killion. All lettering will be finished in the Huron shop. The distance between Huron and Miller is 49 miles of good gravelled roads which makes such an arrangement feasible and economical.

### **BALANCING IT**

A street car inspector was watching the work of the green Irish conductor. "Here Foley, how is this?" he said. "You have 10 passengers and only nine fares are rung up."

"Is that so?" said Foley. Then turning to the passengers, he shouted: "There's wan too many ay yez on this car. Git out o' here, wan av yez!"

### **SIGNIFICANCE IN MEMORIAL ART.**

(Continued from page 13)

ornamental or to perpetuate a thought.

The most casual study of emblems, especially those in common use will illustrate this point. For instance, for a member of the Masonic fraternity the emblem should be used on the individual marker, never on the family monument. The square and compass with the enclosed "G" emblem of Masonry Universal, certainly, but each slight change has a distinct meaning for those who understand. The points of the compass covered by the square for the first or Entered Apprentice degree, one point above the square for the Fellowcraft degree, and both points above for the Master Mason or third degree.

In as much as all Masonry is founded on the allegorical cycle typified by the third degree of the Blue Lodge, capped by the degree of Master Mason, it is absolutely proper that this emblem be used for a Mason regardless of the height to which he may have risen in the order and yet puts on a plane of perfect equality the humblest member who has attained the same degree.

Other emblems of Masonry which may be used properly are the Key-stone for the Chapter, the Cross and Crown with its Latin phrase "In Hoc Signo Vincas" (In this sign we conquer.) for the Knight Templar or Commandery, the Double Eagle for the 32nd degree Scottish Rite Mason and the Scimitar for the Shriner.



### *Illinois, Indiana, and Wisconsin Memorial Craftsmen Meeting at Chicago.*

EDITOR'S NOTE:—The following was written for us by a very prominent Memorial Craftsman who attended this joint meeting and in presenting the copy to us requested that we do not use his name in connection with the article. We promised faithfully that we would not mention his name and in order to live up to this agreement we will have to leave our readers in suspense regarding this part of the matter. It may be enough to say that he is the handsomest member of the executive committee of the Memorial Craftsmen in America, White haired, rather corpulent, and his first name is Alex. We refuse to divulge any further information. The article is given exactly as presented to us, uncensored and unpeniciled.

When Illinois, Indiana, and Wisconsin Memorial Craftsmen met last week at the Edgewater Beach Hotel at Chicago believe me there was something doing every minute, for Mr. Frederickson, president of the Memorial Craftsmen of Illinois saw to it that there was not a minute lost, and he is to be praised for the way he had things arranged and the wonderful manner in which he put it over.

Each state had its own meeting on Tuesday and they were real meetings—thrashed everything over from stem to gudgeon.

In Wisconsin they believe in giving the officers two years service, the first year to get their pins set straight, and the second year for real service, so watch Wisconsin the coming year because they re-elected their old officers, namely, J. H. Grindell, President, Louie Schmit, Vice-president, A. W. Spindt, Secretary and Henry Scheele, treasurer. You will note from this they know a good secretary and treasurer when they find one for they have had these fellows on the job for sometime and intend to keep them there.

Wednesday being a joint meeting was truly a splendid one. When President Yunker presented the new Educational

Program conceived by the National Officers, he was the whole show, and the plan was endorsed by a 100% rising vote. This will be printed in full in the Memorial Craft News, next issue. Do not fail to read it for it is the real big issue and will be the new birth of the Memorial Craftsman.

The banquet, oh yes, was held in the Black Cat Room and you know Fred Irvine was toastmaster. He had the girls sing all of his latest song hits and it surely was good. Do you know the girls sang those songs so good one imagined Fred quite a little bit confused.

It was just a wonderful program, the singers and players were very much appreciated and were repeatedly encored.

You know business has been just a little slow in Wisconsin and some of the dealers got to selling monuments to the Indians.

Alex Archie discovered one who could sing and he brought him down with him to the convention. Say that fellow could sing. His closing number the Indian Love Song was so appealing to those present that Fred says he will report the number of marriages at the next meeting.

The last day was a real treat for Mr. Mills put one across that you will hear about later. The final two hours of

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this meeting was without a doubt the most like a family affair ever pulled off for everyone took part and got the real benefit of everything.

## **"WE KNOW OUR ONIONS"**

(Continued from page 22)

ters are the most original and cleverly written that have come to our attention for sometime. He is making such a strong appeal to get the dealers to attend this meeting, that if we had the price we are positive we would be on hand along with thousands of others who have been inspired the same as we have by reading these cleverly written letters

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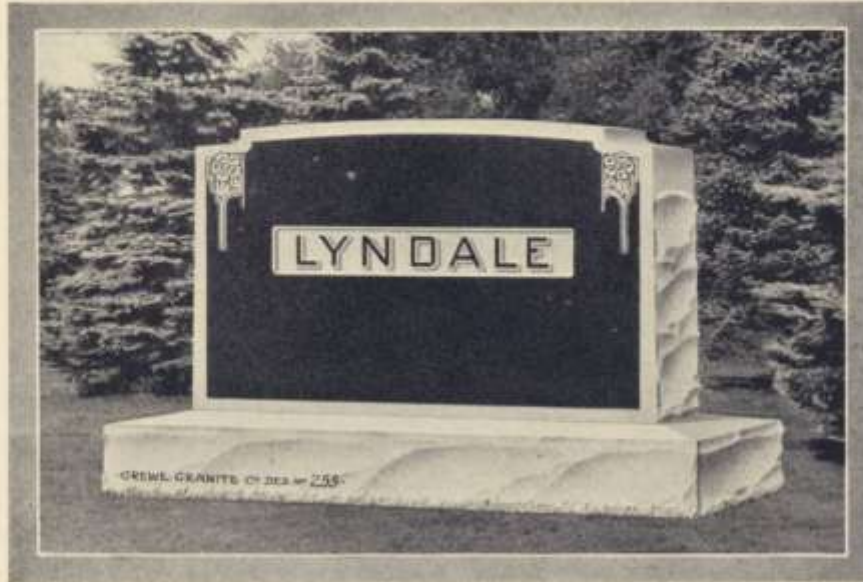
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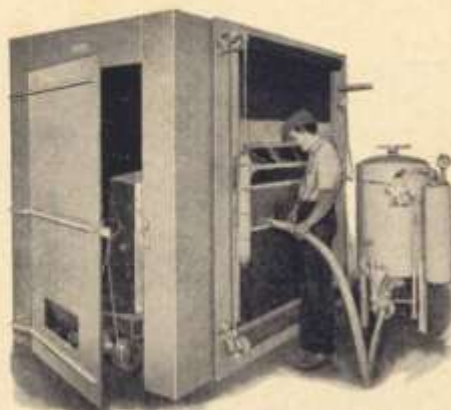
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