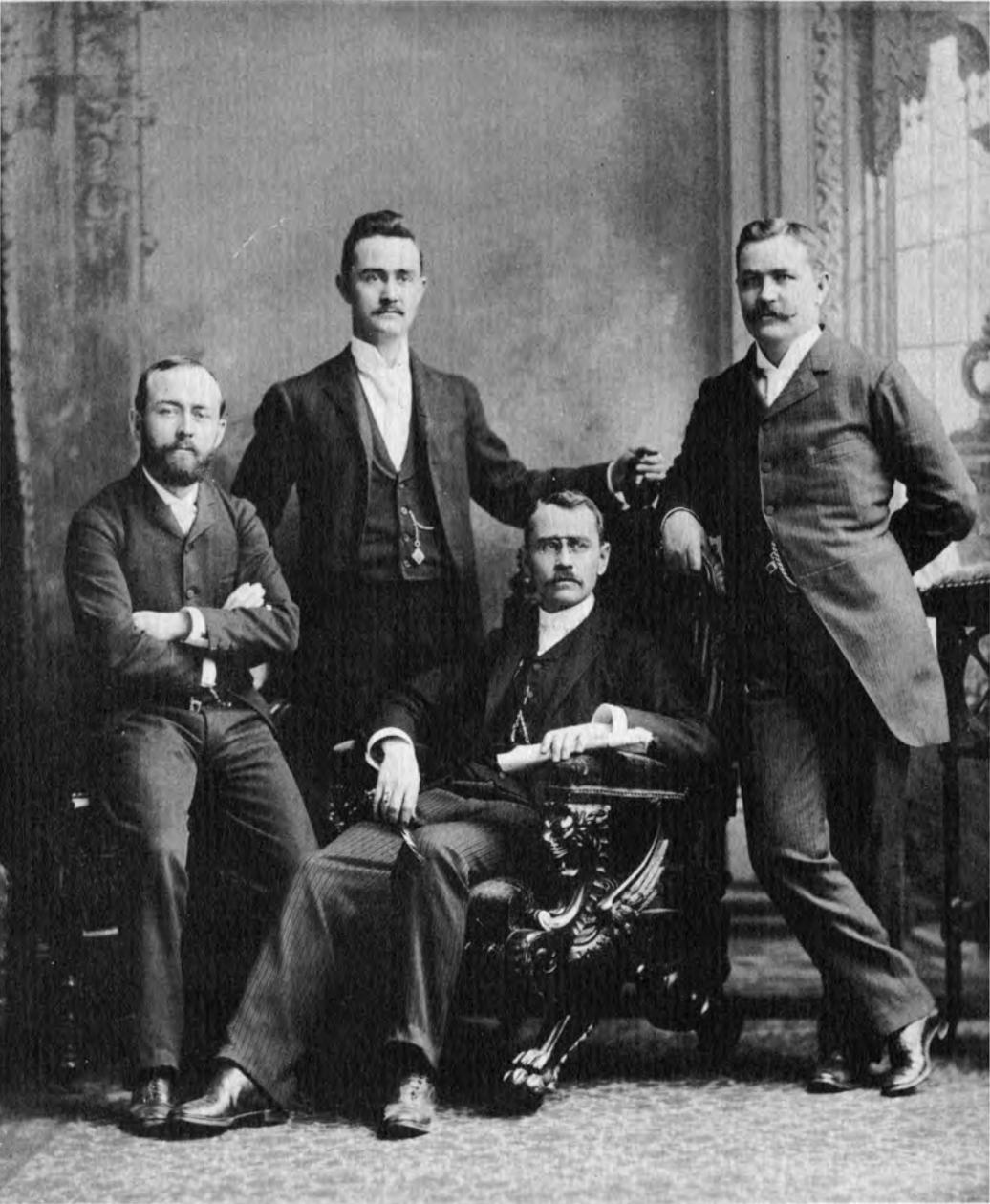


*Four
Brothers*



Four Brothers

*Their Contribution to the
Memorial Industry of the United States*

Privately Published in 1942 by

JONES BROTHERS COMPANY

BOSTON, MASSACHUSETTS - BARRE, VERMONT

Foreword

It is a story of plain people — it is the story of a typical American family. We offer it to our friends, not as a record of achievement gained through special genius but rather as exemplifying the truth of the statement that America was and is truly a land of opportunity for those who live and work in conscientious accord with plain, substantial American principles.

It brings home to us, who are of the family, the value of family unity, of maintaining family continuity, and of adherence to family ideals. We of this generation are humbly conscious of our responsibility.

In its legal form this business, Jones Brothers Co., Inc., is an institution. In spirit it is just what it was 60 years ago — Four Brothers imbued with faith in an industry, in themselves, in their friends, and in a Nation. So may it always be.

FRIENDSHIP

A certain amount of pride in a family record is understandable, but pride does not prompt the publication of this book. To the one thing which, in our estimation, is greater and more important than a family record — this book is dedicated. That one thing is FRIENDSHIP — the friendship of those we do business with and whose respect and confidence we strive to earn and hold. As friends we want to know each other better and to that end we feel this book is justified.

FOUR BROTHERS

I. Early Years

"I do not know that there is anything further to be said. Could I remove the bitterness of the cup of which you are compelled to drink, right quickly and gladly would I so do. But God alone can do that."

So ended a message to a mother in the small town of Ebensburg, Pennsylvania, on March 27, 1865, from a Company Comrade in the Union Army. Lieutenant Hugh Jones, serving his second enlistment in Company C, 209th Regiment Pennsylvania Volunteers, Army of the Potomac, had been killed two days before at the Battle of Fort Stedman in front of Petersburg, Virginia, only two weeks before the surrender of General Lee at Appomattox.

Six children, four boys and two girls, were left fatherless — the oldest, Marshall Watkins, 12, down to the youngest, Hugh John Morris, a baby of six weeks whom the father had never seen. The mother had been tending the toll gate while the father was away. Now that his army pay was to cease, it was necessary for Marshall — then in the sixth grade — to leave school and go to work.

For the next three years Marshall worked first in a tannery and then in a brick yard. At 15 years of age he took up telegraphy and became telegraph operator at Ebensburg, later

FOUR BROTHERS

going to Lima, Ohio, as operator on the Pittsburgh, Fort Wayne and Chicago Railroad. While at Lima he went to Zanesville, Ohio, to visit a Mr. Thomas E. Richards and his wife, formerly of Ebensburg. Mr. Richards had been much interested in Marshall and the family back in Ebensburg, and it happened that he was acquainted with Mr. William C. Townsend, who was then operating a strictly retail monumental business in Zanesville, under the name of William C. Townsend & Company. Feeling that Marshall could get ahead in the world much further here than he could as a telegraph operator, Mr. Richards prevailed upon Mr. Townsend to take him on as bookkeeper. Here, in 1872, began his business career for the remainder of his life, until his death October 15, 1922.

Shortly after the close of the Civil War, the State of Pennsylvania opened schools for soldiers' orphans, and in 1868 three of the children — Annie, then 13; Seward William, 11; and Dayton Evans, 9—entered the school at Cassville, Pa., each one remaining until 16 years of age. The other two younger children — Margaret, later Mrs. S. Heber England, and Hugh John Morris — remained at home with their mother.

At the end of his course, Seward was offered the opportunity to go to another school at the expense of the state, and then after that was to go to Gettysburg College at the expense of the principal of the Cassville School. It was the spring of 1873 and, as he could not enter the other school until fall, he returned home to assist his mother in the planting of her vegetable garden. Almost immediately he was stricken with a hip

FOUR BROTHERS

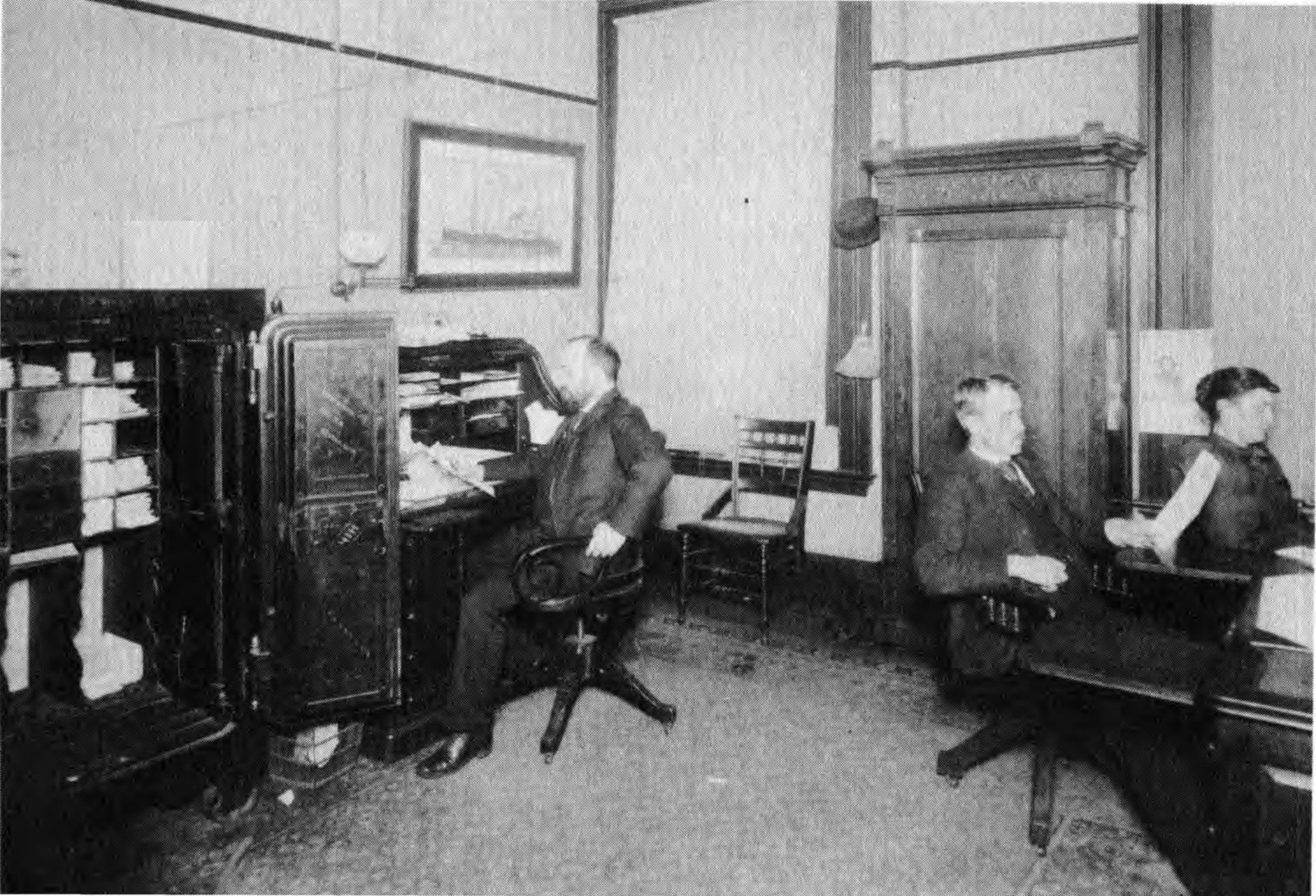
affliction which confined him to bed for four months and resulted in a lameness which he has carried through life.

Upon recovery from his sickness and feeling that his mother needed his help, he decided to give up the education planned for him by the school principal and go to work. Therefore, in the fall of 1873, he secured a position in the jewelry store of Chalmers T. Roberts, Ebensburg, in the rear of which was the telegraph office.

Following his older brother's footsteps, Seward became interested in telegraphy, studied it and was put in charge of the office. Early in 1875 he entered the employ of the Pennsylvania Railroad and became telegraph operator at Gallitzin and Altoona.

Two years later, after a visit to his brother Marshall in Zanesville, Ohio, and seeing no chance for much further advancement in the vocation he was following, Seward accepted a position offered him by Mr. Townsend to join his brother in the monument business of William C. Townsend & Co. His salary was to be four dollars per week while learning the business. After that, he was to travel on the road selling at a salary of one dollar per day plus expenses.

Later, however, it was decided that Marshall should go on the road and Seward do the bookkeeping, although he had had no previous experience. The business of William C. Townsend & Company progressed, a marble mill was leased in New York City, and Marshall was sent on there to take charge of that end, while Seward was put in charge of the Zanesville office.



FOUR BROTHERS

II. Jones Brothers

The two brothers remained with Mr. Townsend until 1882, when they decided to go into the wholesale monumental granite business themselves. At that time, granite was coming more and more into use for monumental purposes, marble having been the principal material used. New England granites, chiefly Quincy, Mass. granite, were the best known, so the two brothers decided to locate near these granite centers.

One morning toward the latter part of September 1882 the two brothers — Marshall, then 29 and Seward, 25 — arrived in Boston with \$2,700. between them, their life's savings. They took a room at the old Crawford House and set out immediately to find an office. At 55 Kilby Street they found a room ten feet by twelve feet, purchased a roll top desk, a couple of chairs, an \$8.50 coal stove, and here hung up their shingle September 22, 1882, as Jones Brothers, Wholesalers of American and Foreign Granite Monuments.

As soon as they were established, Seward started on the road to sell, covering Ohio, Indiana, Illinois, Iowa, Nebraska, Kansas and Missouri, leaving Marshall to run the office and do the buying. Orders began to come in rapidly, and soon Marshall found himself swamped with the details of buying, bookkeeping, letter-writing, stamping, and keeping the coal

FOUR BROTHERS

stove going. At that time, all letters were written longhand, and office copies made by a gelatine copying machine.

So it was decided they would have to have a boy to help, and Albert W. Poor was hired December 1, 1882. A youngster of 16, he was very conscientious and soon found that scaled tracings and other drawings were needed in the monument business. Having a natural bent for drawing he studied, took lessons at night, and later became one of the best monumental designers in the industry. He became so adept at making sketches that in time Jones Brothers decided to introduce the granite stock monument to the trade. Up to that time, the only monuments stocked by the retail dealers were of marble, and what granite monuments were sold were from sketches, or duplicates of monuments previously erected. Albert Poor remained with the Company until his death in 1937, a period of 54 years, in charge of designing, estimating, routine of orders and general office detail.

By the end of 1884, the second full year, the business had more than doubled and it was felt necessary to engage a bookkeeper. John Mardon, another youngster, was hired. A beautiful penman, a hard and conscientious worker, his invoices and statements all written out by hand came to be known throughout the trade. Remaining with the Company until 1934 shortly before his death, his service covered a span of 50 years. Finally, Frederick E. Schneider, hired as a draftsman in 1886, served for 46 years. These three, Poor, Mardon and Schneider, gave a total combined service to the Company of 150 years and were the first three office employees.

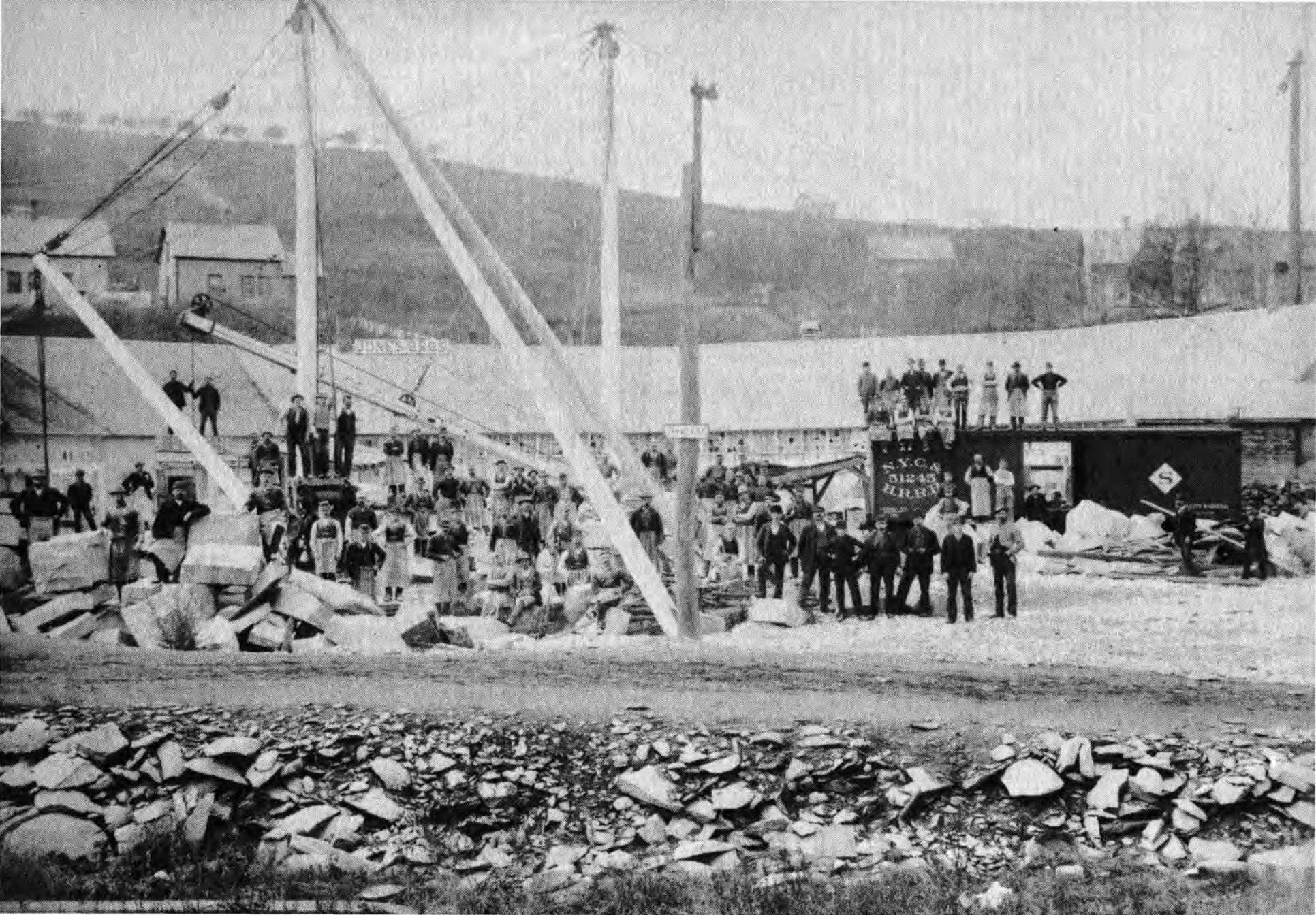
FOUR BROTHERS

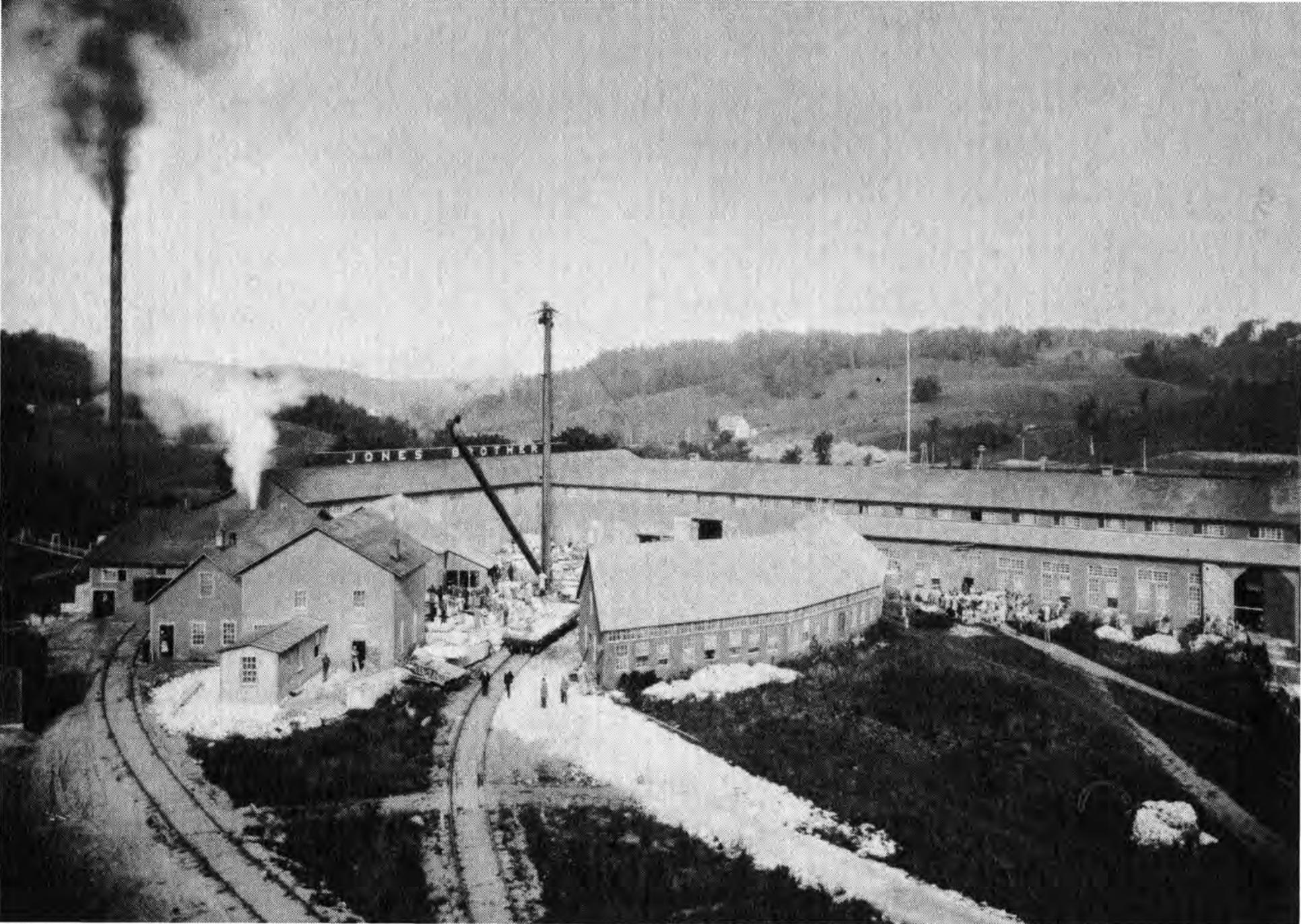
III. Expansion Years

In the Fall of 1884, after becoming firmly established in dealing in American granite, Jones Brothers engaged a young Scotchman, George Rose, not long in this country, to return to his native city of Aberdeen, Scotland, to open a branch office there. At that time, the principal importations were two light pinkish colored granites known as Peterhead and Hill-O-Fare, both quarried not far from Aberdeen. Later, other deeper colored granites from Sweden, Norway and Finland were brought to Aberdeen, manufactured there into finished monuments, and shipped to the United States.

George Rose remained in charge of the Aberdeen office until, by studying and attending medical school nights and other leisure time, he received a doctor's degree in medicine, later becoming one of the foremost doctors in Aberdeen and the school physician for the city schools. His place in Jones Brothers was taken by Henry Duncan, who carried on until his death only a few years ago, and who was succeeded by his son who still maintains the Aberdeen office. In addition, a large import business has been carried on through the years directly with Finland, only to be interrupted by the present World War II.

In 1884 also the next younger brother, Dayton, was hired





FOUR BROTHERS

as a travelling salesman, admitted to partnership in the firm on January 1, 1887, and became manager of a Chicago office, later discontinued. Finally, January 1, 1886, the fourth brother — Hugh J. M. — entered the employ of Jones Brothers as a salesman and in 1891 he, too, was taken into the partnership — and the Four Brothers remained together until Dayton passed away in 1902. During all the years of association together in business, whether the four or later three or later two, there was never one iota of friction between them. Their example rang true to the famous phrase immortalized by Alexandre Dumas: "All for one, one for all" —

In 1886, after four years of strict wholesaling, Jones Brothers purchased a Dark quarry, and the stock and equipment of a granite cutting plant at Barre, Vermont, renting the land and building. This plant, known as the Mackie & Simpson Plant, was located on Granite Street, Barre, and consisted of the old style circular unheated shed with an outside derrick operated by a horse, and known as a "horse sweep." At that time, there was no granite cutting machinery to speak of, everything being manual labor with the use of points, chisels and bush hammers. The quarry was situated on Millstone Hill, nearly three miles from Barre and about a thousand feet above the city. The only means of transporting the huge blocks of granite down the steep winding country road was by horse-drawn wagons or sleds. It required utmost care to see that the heavy loads did not go too fast or roll over the steep embankments, but it is said there never was a serious accident to any horse or driver.

FOUR BROTHERS

Three years later, in 1889, the Barre & Chelsea Railroad, then called the "Sky Route," was built from the quarries down to the city. It was then the steepest broad gauge line east of the Rockies.

In 1891 Jones Brothers, along with another concern, were pioneers in the introduction of the pneumatic tool to the granite cutting trade in Barre. This tool revolutionized the manufacture of granite and marked the real beginning of the introduction of modern machinery into the granite industry. Previous to this, about the only machinery used were small polishing wheels and a few other small machines brought over from Aberdeen.

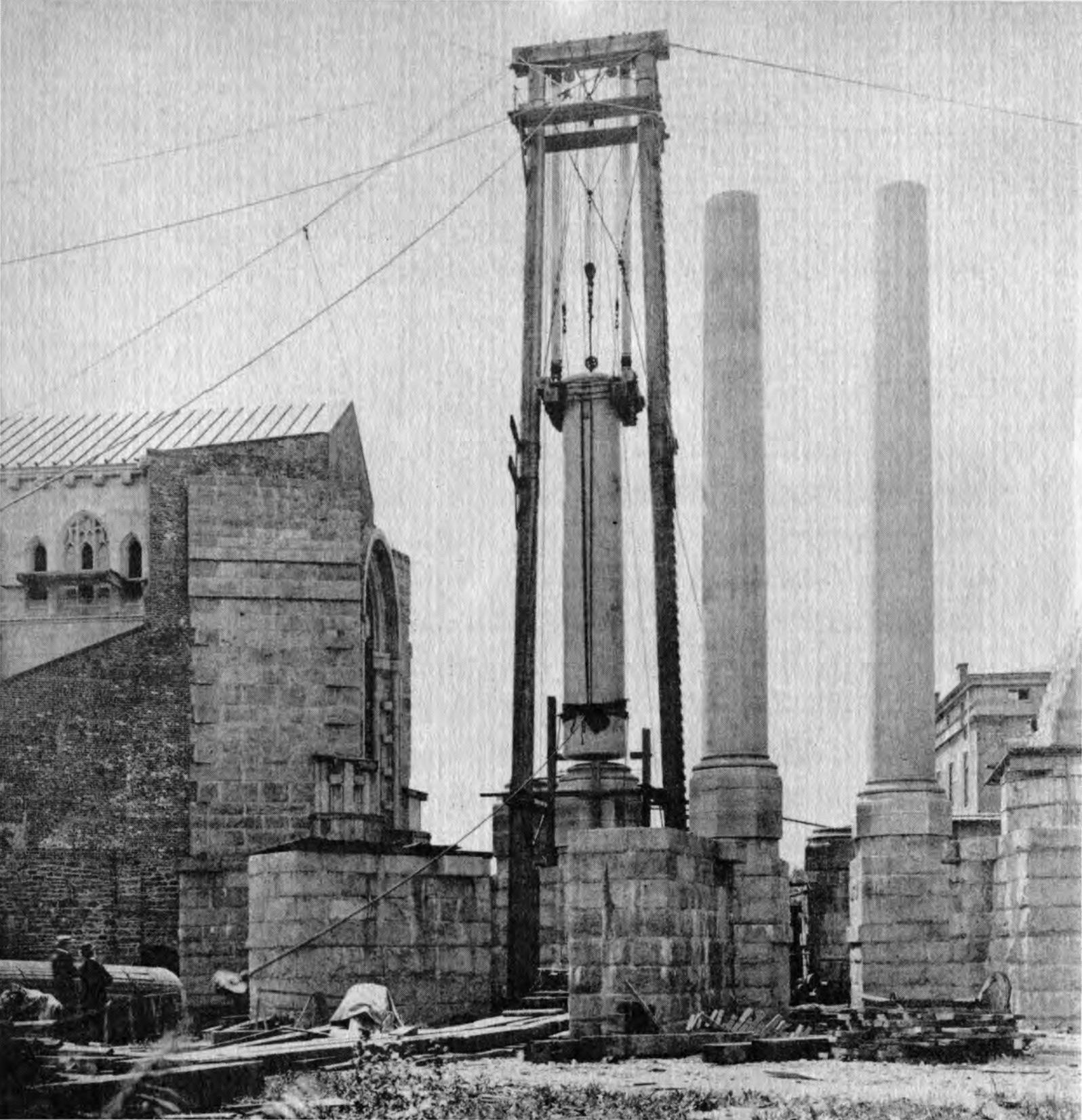
In 1894 Jones Brothers' business had increased six fold, and need was felt for larger facilities. In November of that year the property of the present location was purchased from Mackie & Sons. At that time on the property there was only a circular unheated shed for regular cutting, with a yard-boom derrick and another building housing a machine known as the McDonald Machine used for cutting the flat surfaces of large stones, such as spires, roofs, side-walls, etc. The purchase of the property carried with it the exclusive use and sale of these machines in Barre, later covering all of Washington and Orange Counties, Vermont.

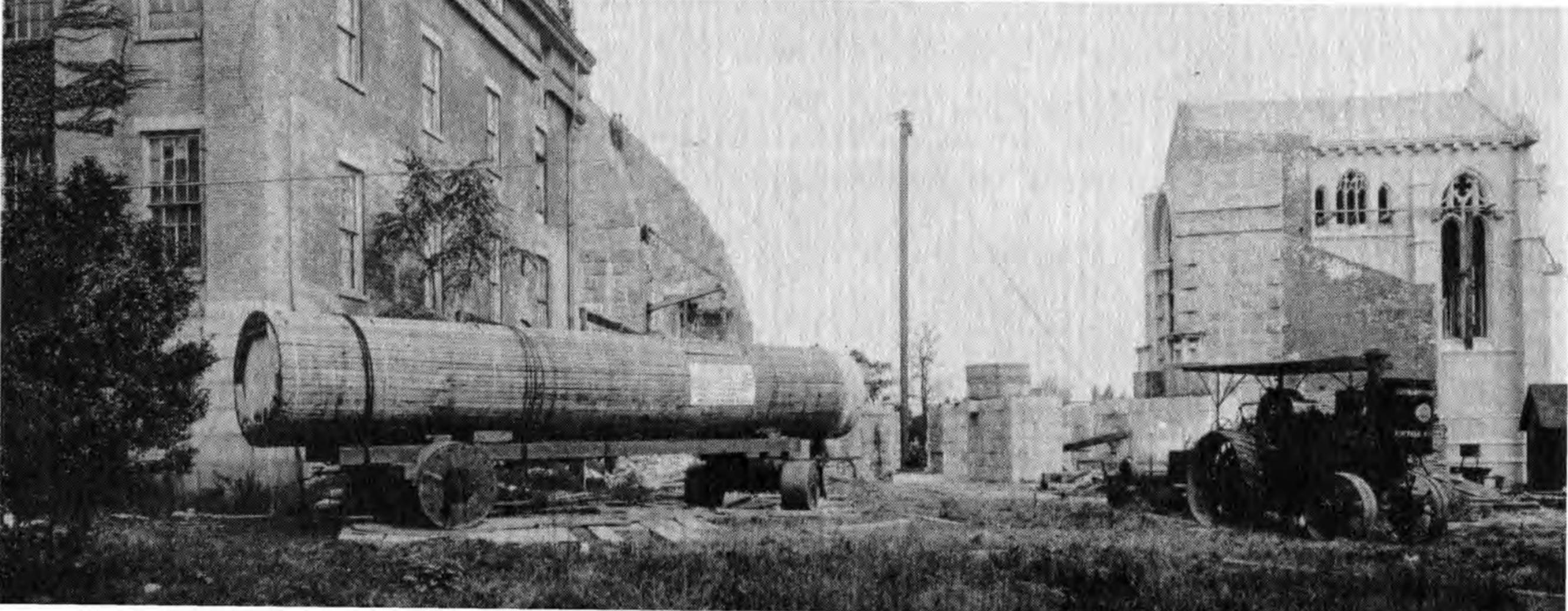
The following year 1895 the first unit of the present manufacturing plant was built. This unit consisted of two straight sheds at right angles to each other, one of them joining the round shed then on the property. These were among the first straight sheds in the granite industry in Barre, all

FOUR BROTHERS

others being of the round type. One of the two sheds, now known as the Mill, contains the gang saws, polishing machines and lathes, while the other shed, now known as No. 1, was for regular stone cutting. During the process of building these two sheds a Corlis steam engine was installed, as well as a twenty ton inside travelling crane, a second McDonald Machine, polishing wheels and smaller machinery; the gang saws not being installed until 1914. On completion of these two buildings in 1896, Hugh, the fourth brother who had been travelling on the road, was sent to Barre to manage the new plant, remaining there until his death in 1931. Later in 1920, No. 2 plant was built providing more cutting and storage space. Shortly after this a big addition was made to the Mill, and a new boiler room and office building constructed, thus completing the plant substantially as it is constituted today.

In 1898 a Light quarry was purchased from the C. E. Tayntor Granite Co., and Dayton Jones was sent to Barre to manage this quarry as well as the Dark quarry purchased in 1886 from Mackie & Simpson. Both quarries developed greatly and produced some of the finest granite ever to come out of Barre. The Light quarry, being a deposit between two slate headers which came to a "V" at the bottom, ran out and was abandoned in 1915. The stone in this quarry lay in large sheets rather than being the boulder type and was, therefore, particularly well suited to mausoleum roofs and side-wall stones, as well as to the regular monumental line.





FOUR BROTHERS

IV. A Notable Achievement

In 1900 one of the most unusual and difficult commissions ever undertaken by Jones Brothers was begun. They took the contract for hauling and setting the massive granite columns located in the Nave of the Cathedral of St. John the Divine in New York City. These columns, 8 in all and standing 56 feet in height, were to be taken from a boat at the foot of West 135th Street, New York City, hauled to the site at 110th Street and set in place. One rather interesting incident in connection with this contract is copied from a New York paper of that day and reads as follows:

"The first two big columns for the Cathedral of St. John the Divine, which arrived at the pier last week, were safely landed yesterday. The first was rolled off the big barge, Benjamin Franklin, at ten o'clock, when the tide had risen just enough to bring the deck of the barge on a level with the skids which had been laid from the boat to terra firma. By the time the first great stone was on solid ground, the deck of the Benjamin Franklin had risen above the wharf and the huge skids lay at an angle rendering the unloading of the second impossible. The workmen settled down to a long wait for the tide to fall to the requisite level, which it did about 4 o'clock, when the second column was rolled ashore."

FOUR BROTHERS

There were 16 pieces in all, each one surrounded by a three inch sheathing of pine. Eight of the pieces were 38 feet in length and 6 feet in diameter, each weighing about 100 tons. The other 8 were 18 feet long, each weighing about 40 tons. It was necessary to build a special wagon and engage a traction engine and three steam hoists. The axles of the wagon were solid steel, 8 inches in diameter, the wheels made of oak 20 inches thick and capped with one inch steel tires. All kinds of permits had to be secured for hauling over the streets and there were times when long lines of street cars were held up, much to the disgust and ill feeling of the passengers. The erecting superintendent was hauled over the coals many times, even including the courts, but always managed to work out of his difficulties.

On arrival at the site the columns were placed in position by a two-pole Oregon pine derrick, 105 feet long and 30 inches in diameter at the base, and with the use of a huge oak clamp and Lewis iron, they were hoisted by three winches. The eight 38-foot columns were set in place and then the 18-foot columns lifted and put on top. The whole job took more than a year to complete, but when finished not a nick of any kind was found in any of the columns—an outstanding feat even in these days with all the equipment available, but doubly so 42 years ago before the advent of modern hauling and hoisting machinery.

FOUR BROTHERS

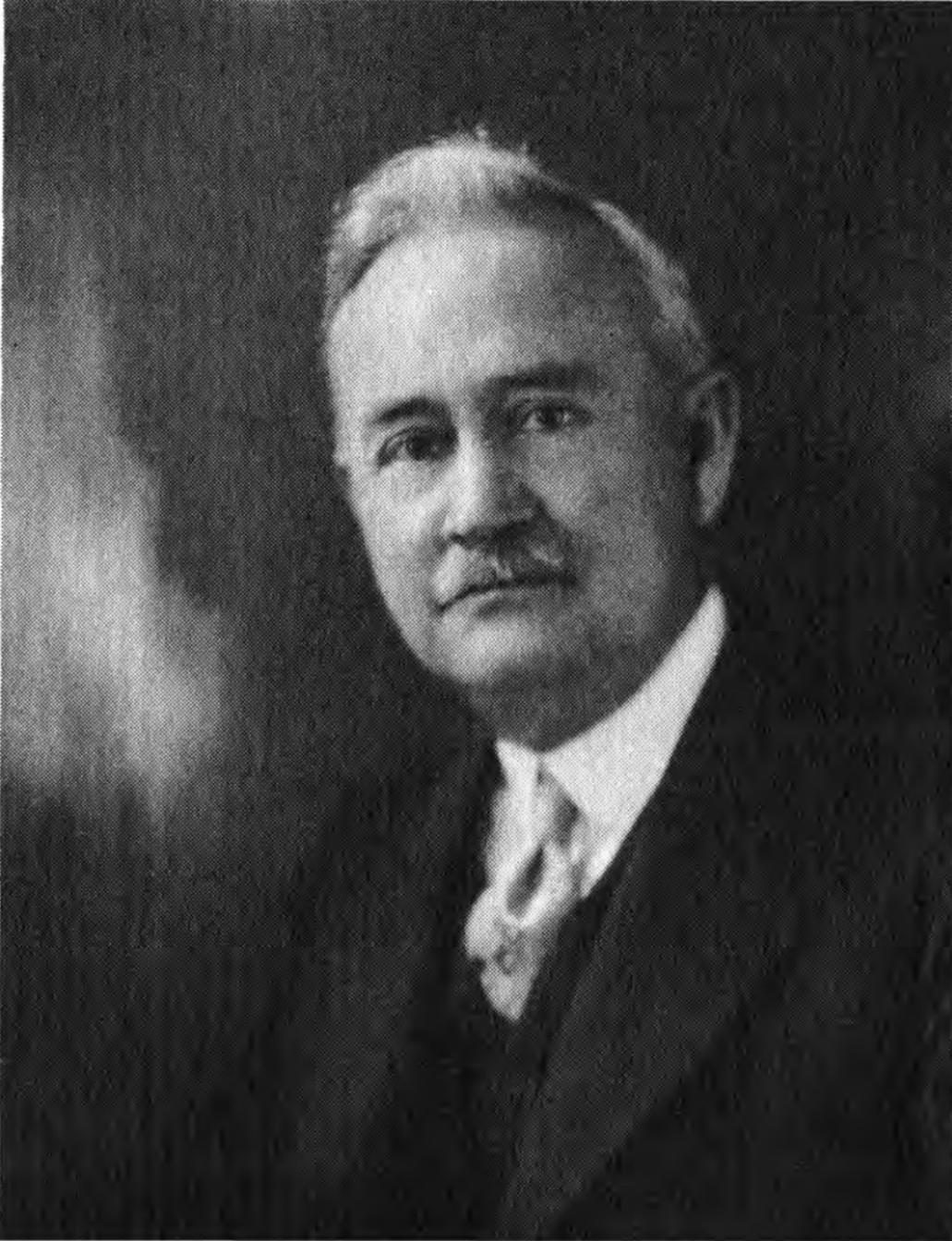
V. Jones Brothers Company

In 1902 Dayton Jones passed away, and the following year the concern incorporated under the name of Jones Brothers Company, with a paid in capital of \$250,000, later increased to \$500,000. Marshall W. Jones was elected President; Hugh J. M. Jones, Vice President; and Seward W. Jones, Treasurer (*which position he still holds today*). In 1907 an interest was purchased in the Wells-Lamson Quarry Co. operating another Light quarry in Barre. Later, substantially all the stock of this quarry company was acquired and today it is one of the leading quarries in Barre, producing a fine grain light and also bluish cast granite, and is under the personal supervision of Hugh Brandom Jones, son of the late Hugh J. M. Jones.







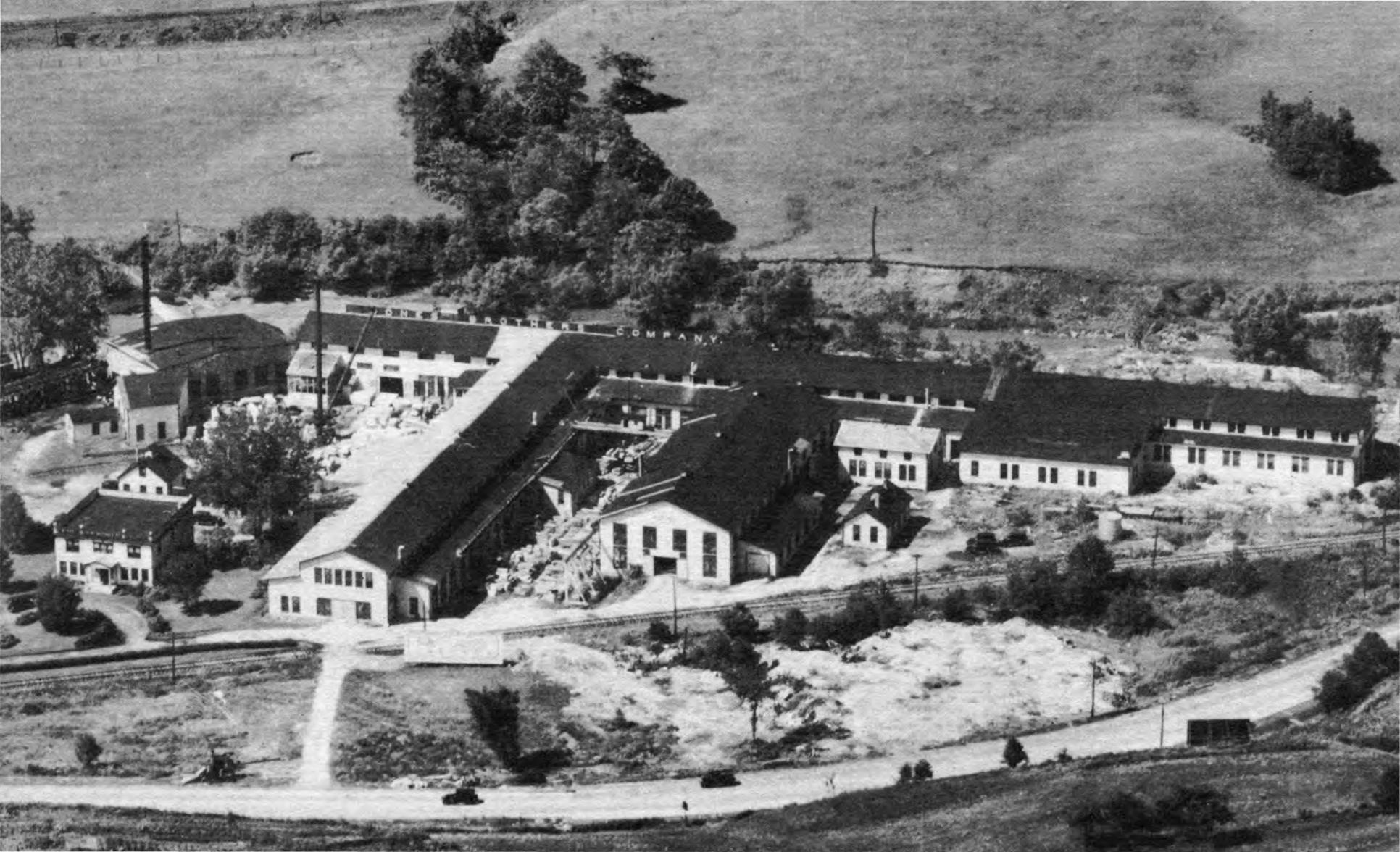


FOUR BROTHERS

VI. Guardian Memorials

After its incorporation, the company continued the progressive forward policies of the original partnership, and in 1925 began merchandising its monuments under the trade marked name of GUARDIAN MEMORIALS, which today occupy an enviable position throughout the trade. The manufacturing plant at Barre, increased from time to time, is today recognized as one of the largest and best equipped in the United States, capable of producing stones up to the limit of transportation, employing a personnel of highly trained and skillful artisans, and is under the direct management of Heber G. England, Vice President, son of one of the sisters of the original Jones family.

The present plant covers a floor space of over 45,000 square feet, is fully electrified, contains a modern heating plant and dust removal system for the comfort and health of the employees. Its equipment is all modernized and, outside of almost endless small tools and machines, comprises a 60-ton yard derrick, 6 overhead travelling cranes of from 10 to 40 tons capacity, three mechanically fed gang saws, ample high speed efficiency polishing and grinding equipment for flat work, three cutting and polishing lathes for columns, vases and turned work of all kinds, huge vertical and horizontal



FOUR BROTHERS

grinding machines for contour work, fully equipped machine and forge shops, and a most modern sand blast studio for lettering and carving.

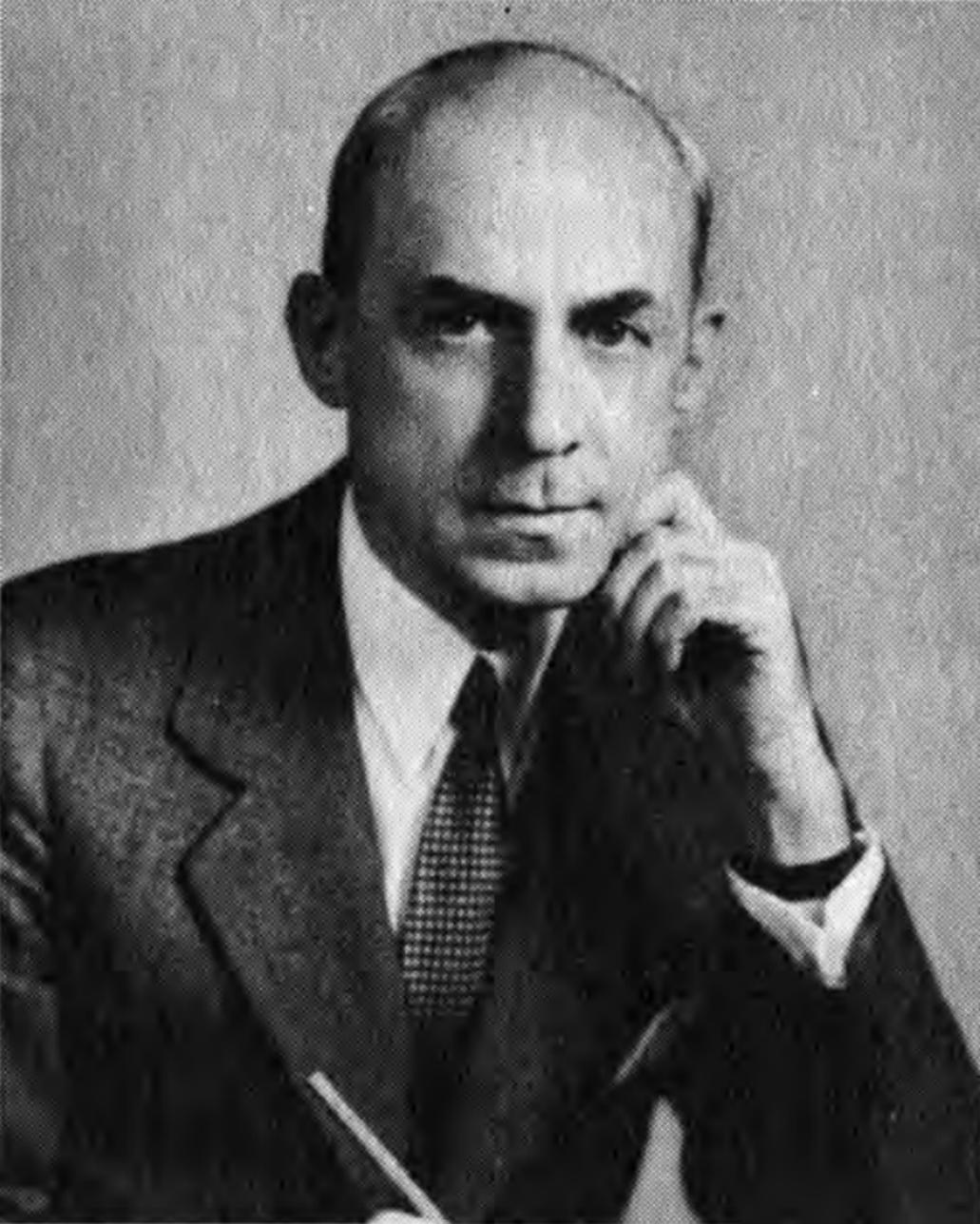
The entire production is under the supervision of Mr. J. A. Healy, a man fully versed in all the intricacies of granite quarrying and manufacturing through a lifetime association with the granite industry of Barre. Mr. Robert B. Knox, an employee for over thirty years, is in charge of the Drafting Department and construction detail, and has direct supervision over the sand blast department, continually carrying on experiments in that most important and newest field connected with monumental production. Introduced only about 25 years ago, the sand blast process of lettering and ornamentation has gone forward by leaps and bounds, but by many is considered still in its infancy and containing almost limitless possibilities.

The original main office in Boston at 55 Kilby Street was moved to larger quarters at 161 Summer Street in 1900, and in 1915 to its present location at 10 High Street. In addition to its executive, financial and administrative functions, the Boston office serves as the chief sales and designing department for the entire organization. Seward W. Jones, one of the original founders, now 85 years of age, is Treasurer and Credit Manager. Marshall J. England, son of one of the original sisters, is Vice President and General Sales Manager; and M. Walker Jones, son of one of the original founders and first President of the Company, is President, succeeding Hugh J. M. Jones, the second President, upon his death in 1931.













FOUR BROTHERS

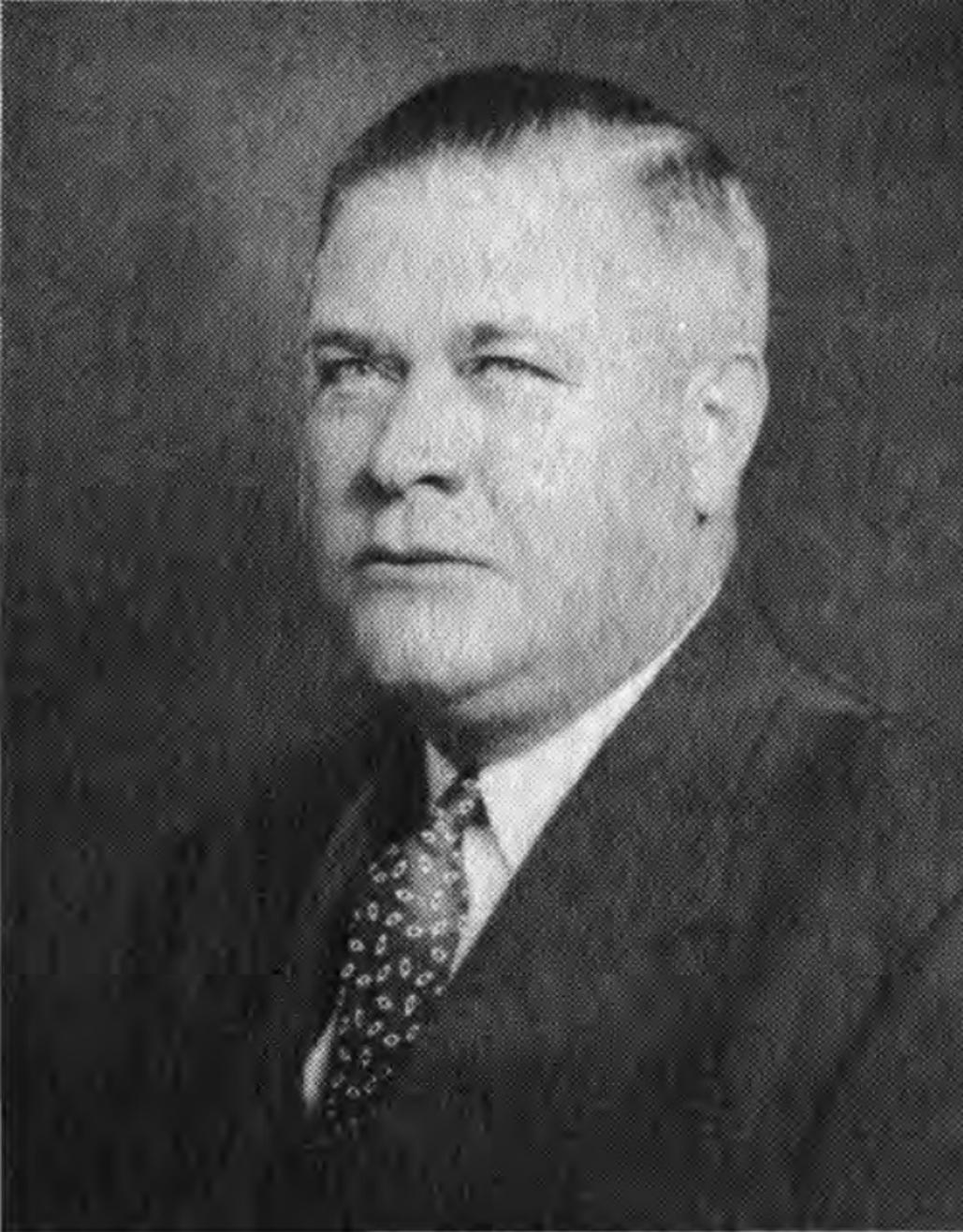
At the Boston office is maintained the chief designing department, in charge of Malcolm G. Miller and Roy A. Elwell, both thorough students of and highly trained in architecture, and fully conversant with all forms of monumental and mausoleum design and construction. Associated with the Company as design consultant is Carl Conrad Braun, whose family has been associated with the monument business since 1860. Holder of a degree in Architecture from the University of Illinois, student of Old and Modern architecture in Europe, and Registered Architect in several states, he is a man of broad experience and training in all phases of architecture and design.

The third generation of the Jones family is also connected with the Company. Hugh John Morris Jones, 2nd, grandson of Hugh J. M. Jones, and son of the late Robert B. Jones, who for many years was superintendent of the Barre plant, is in the army for the duration but will return at the expiration of hostilities.

In conjunction with its regular monumental products known as GUARDIAN MEMORIALS, Jones Brothers Company has specialized over the years in the sale and complete construction of private family mausoleums. In addition to the original creative designing by the Design Department and the fabrication of material, a highly trained and efficient erecting crew is employed steadily for the construction of these mausoleums any place in the United States.

The product of the Company is sold exclusively at wholesale to duly authorized reliable retail memorial dealers

















FOUR BROTHERS

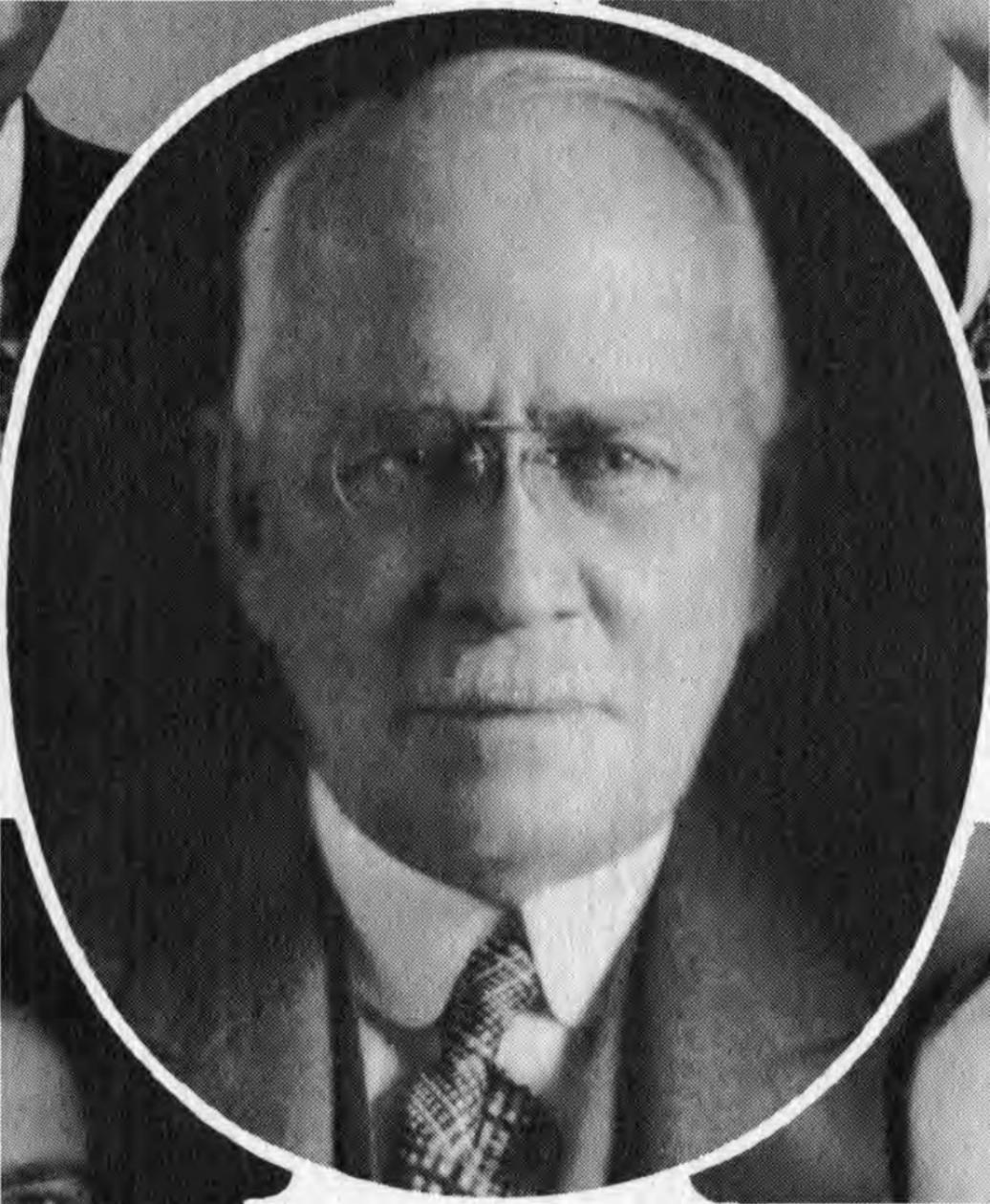
throughout the country. Contacts are being made continually by a sales force of eight men, thoroughly trained and all imbued with the spirit of the product itself and with the high ideals and business policy of the Company. These representatives are: Arthur K. Soule, *Western and North Western section*; H. Crocker Soule, *South Western section*; Philip C. Palmer, *Michigan, Indiana, Kentucky and Western Ohio*; John R. Kohler, *Ohio, West Virginia and Western Pennsylvania*; C. Douglass Cushman, *Southern Pennsylvania and New Jersey, Delaware, Maryland, and the South Eastern States*; George M. Field, *New York City and Long Island*; Charles W. Dunshee, *New York State and Northern Pennsylvania*; W. Franklin Fullerton, *New England*.

No history of this kind would be complete without acknowledgment of the faithful and efficient services of many employees involved in the everyday routine detail work. Perhaps not of a colorful nature, and oftentimes laborious and tedious, nevertheless their part is a definite and absolutely essential one. Their names are too many to mention, but we wish to go on record in acknowledgment of their valuable contributions to the efficiency of the organization.

They are, each one, regardless of duties and responsibilities, a part of this business family—keenly conscious of their share in its successful conduct. We are proud of our working staff and gratified by its loyalty to the Company and to the ideals we strive for. That is true now, as it has always been true throughout these sixty years.

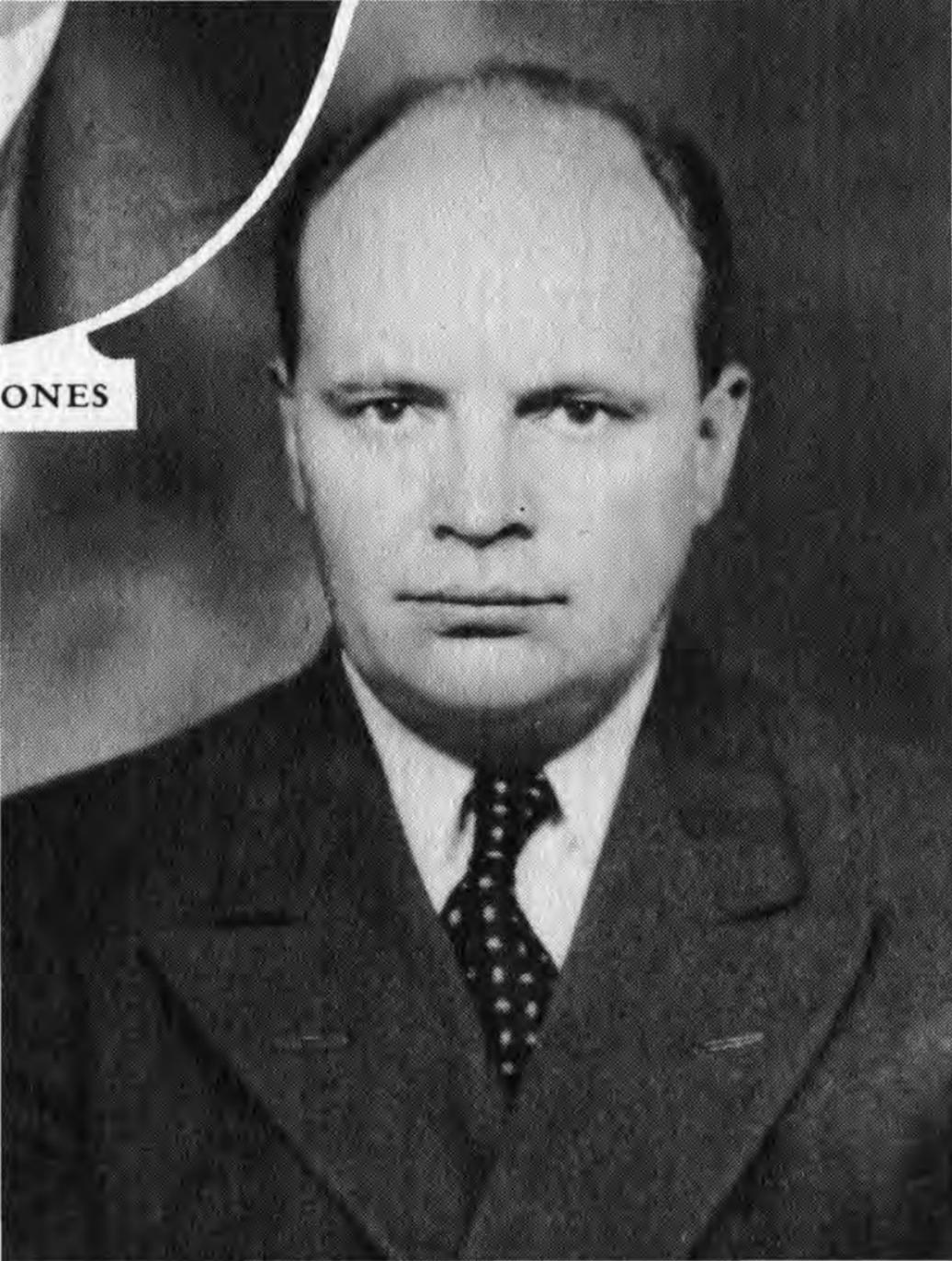








SEWA

A black and white portrait of a middle-aged man with a receding hairline, wearing a dark suit jacket, a white dress shirt, and a dark tie with a light-colored polka-dot pattern. He has a serious expression and is looking directly at the camera. The background is dark and out of focus. In the upper left corner, there is a white, curved graphic element that partially obscures the man's head and shoulder.

ONES

FOUR BROTHERS

VII. Carry On

Much more could be written as to many important commissions performed over the period of sixty years; of Civil War, Spanish War and World War Memorials; of thousands of public and private Memorials and Mausoleums, among them names well known throughout the United States. However, this little book is intended primarily to cover the earlier years—years of foundation building, careful and wise planning, establishment of financial responsibility—all resulting in the present enviable position and facilities for continued progress and service to our customers. This progress over the years could not have been possible had it not been for their loyal and cooperative support. The Company prides itself on the fact that so many have been customers of many years' standing, some on the books today whose names or their predecessors appeared on the books in 1883, the first full year of business. To our customers, therefore, who have been our friends in the past, we owe a debt of gratitude and many thanks. The present management of the younger generation holds unqualified belief in the sound general policies and business ethics of the founders, and is pledged to faithful continuation of those policies in the future.



GUARDIAN MEMORIALS

of Everlasting Beauty

REG. U. S. PAT. OFF.