

THE PHOTOGRAPHER VISITS

EBY
GRANITE
WORKS

HEREIN LIES THE PROOF THAT OUR PRICES
ARE THE LOWEST—OUR QUALITY THE BEST . . . OUR
REASONS ARE PROVED BY ACTUAL PHOTOGRAPHS.

PROOF

of

Our Low Overhead Expenses

and

Some Interesting Facts
About Monuments

1888

Eby Granite Works was founded by C. B. Eby, March 27, 1888, and from that day on, Mr. Eby's interest and heart has stayed with this growing and progressive firm.

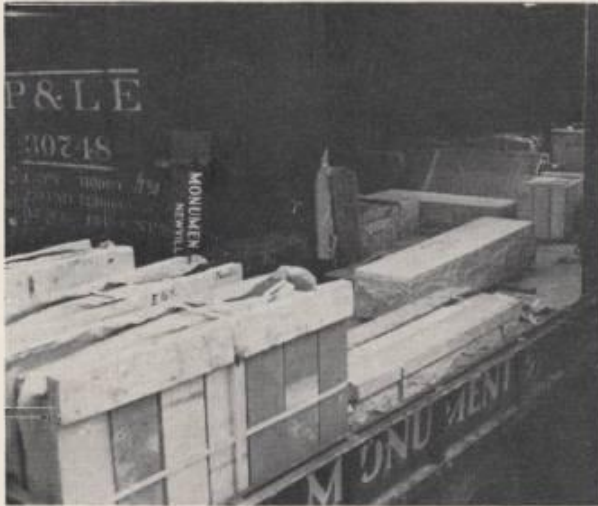
1928

Mr. Eby's son-in-law, J. E. Miller, joined the firm as an apprentice memorial craftsman.

1930

June 1, 1930, Mr. Miller, having served his apprenticeship, became owner and manager, as he remains today.

FIRST BIG SAVING — We Buy Most of Our Monuments in Carload Lots.



Carload of monuments being unloaded

We are one of the few Retail Firms who buy most of their monuments in carload lots. This saves over one-third of the total freight cost.

By taking our cash discount on all purchases we make further legitimate savings.

Buying in carload lots enables us to buy cheaper than the dealer who buys one or two monuments at a time.



Inside view of carload of monuments

A modern overhead hoist in shop, saves over three-fourths of handling time.



Top piece of monument lifted from our truck and lowered on to a hand truck which will move it to another part of the shop to be lettered.

Through the installation of the newly developed Presto-Cut System for sand-blast stencil cutting, we can cut a better letter in less than one half the average time — Every letter perfect.

In background letter moulds are shown being heated to proper temperature on electric grill. Foreground—A properly heated mould being used to stamp a letter out of the thin sheet of rubber which covers the granite.





A Presto numeral being used to stamp out the figure 8.

Every letter must be perfect, since a perfectly formed mould is used to stamp each letter or figure out of the rubber, just as oddly shaped cookies are stamped out of dough.

We are the only retail firm in this vicinity that owns or uses the Presto-Cut System.

The old way of cutting the letters out of the rubber is by hand, with a stencil knife—a small straight-edge being used for the straight lines, while letters like C, O, S, etc., along with most numerals had to be cut free hand. You see, exactly where the rubber is cut out, is what is cut into the stone.





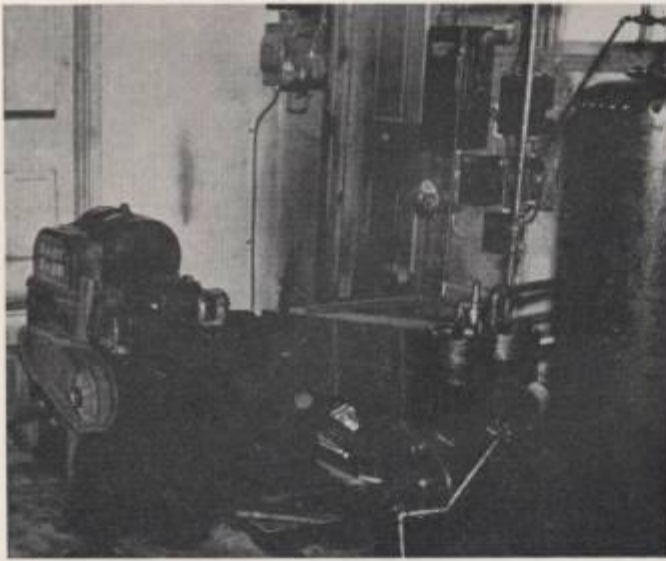
Monument ready to go into sand-blast room. Petals and leaves in carving have already been rolled and shaped. Note closer view of Presto letters used in cutting the inscription, directly above.

We have our own sand-blast equipment and a Quarry instructed operator, which enables us to do any and all types of lettering and carving at an extremely lower cost.

We are one of the very few firms in Pennsylvania capable of doing shaped carving on floral designs. Carvings costing from \$18.00 to \$45.00 at the quarry can be duplicated in our shop from \$7.00 to \$15.00 with the same, and in many cases better design and workmanship.



A close-up of the floral design after it is finished.



Engine at left drives the compressor. Air is stored in tank at right and constantly maintained at over 100 pounds pressure, for use in sand-blasting.

The gasoline engine at left was installed in 1937 to replace an electric motor. The maximum cost of operating this engine in any one year, was \$100.28, whereas our electric bill ran between \$300 and \$400 per year.

By a change in power machinery, we have been able to cut the cost of our power by over two-thirds.



Air storage tank at left with air line going into sand-blast generator. Operator is shown directing blast against marker. Note suction fan used for exhausting dust. Door is closed while in operation, leaving operator on outside.



Our Display as it looked shortly after it was founded in 1888

OUR DISPLAY

is
THE PAST

and

TODAY

A scientifically arranged display, shows how we have kept pace with our other economies. Further explanation of this statement will be found on pages 8 and 9.



Our Display in 1928



Our Main Display and Plant Located one-half mile east of Newville on the Newville-Carlisle road, on Route 641. (Plant not shown)

Before placing your order we earnestly invite you to visit our display (the largest in Central Pennsylvania) where you will be courteously treated whether you see fit to make a purchase or not. Here you receive the actual stone selected, eliminating any chance of substitution of inferior material. There is no deposit required and you pay nothing until the monument is erected and inspected.



Shop, display, equipment and supplies all at same location
—out of town where tax rates are considerably lower.

Shop and display at same place—No costly transportation in order to have the lettering done. Also, an elevated display plus a pneumatic tired hand truck make loading and unloading of monuments easier.

Piece being moved off base located in center of display onto truck which will move it to one of the three sides of our scientifically arranged display where it will be loaded on truck.





Same piece being moved from hand truck to large truck for trip to cemetery. Unlettered monuments are moved into shop the same way. Note runway is almost level.



Pushing a 500-pound piece of crated granite up an incline from ground level to truck bed. If our display were not elevated, it would be a long, tedious job to move a piece weighing a ton, either up or down such a heavy incline.

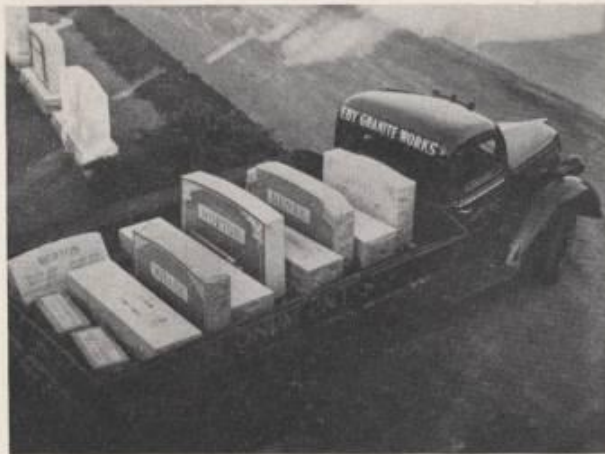


Foundation supplies are kept together. Crushed stone, sand and limestone can be loaded on rear of truck. Water, digging tools and cement, which are kept just inside the door, can be loaded on the side at the same time. Another well-planned economy.

Top piece of monument lifted from hand truck. Large truck will back under it and it will be lowered into place ready for the trip to the cemetery.



We have a large dual wheel truck modernly equipped. Each trip is planned with a maximum load of three or four monuments, eliminating wasted hours of dead-head time on the road by our men and cutting the erecting expense by one-third to one-fourth.



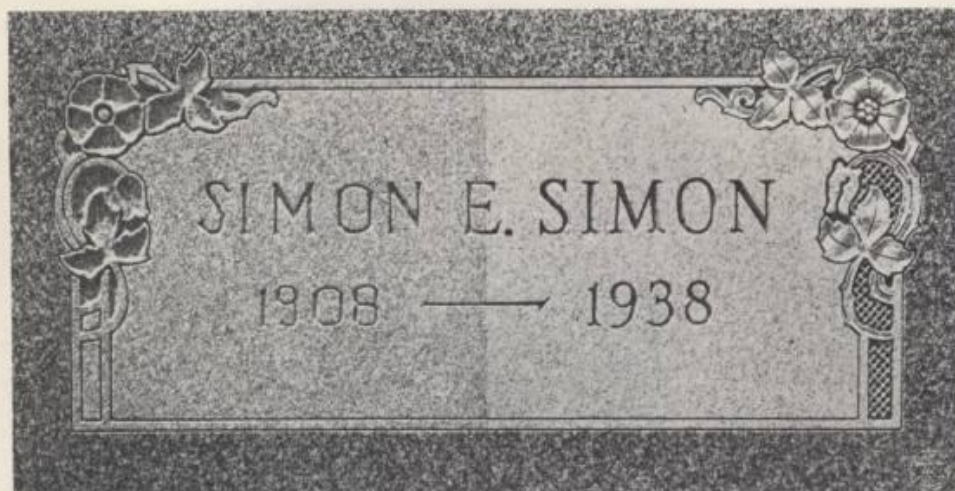
Showing truck load ready for 100-mile round trip to three different cemeteries in same vicinity. Monuments may be unloaded from both sides as well as the rear of truck.

A new pneumatic tired hand truck enables us to move monuments from driveways to the center of cemeteries in less than five minutes—replacing planks and rollers which took two men over an hour in many instances to move each piece.

Top piece of monument brought down skids onto the pneumatic tired hand truck which will move it to its location in a part of the cemetery where a truck cannot drive. Another exclusive money-saving feature.



All these added facilities enable us to do a larger volume of business and figure a lower margin of profit.



The above is not a trick but shows how poor workmanship can spoil good material. It is the Rock of Ages Demonstration Panel showing very clearly how a piece of good material looks when the one half is done the cheapest and fastest way, while the other half is done the very best way.

In other words the left side has a dull, dark panel with fuzzy border lines, oldtime scooped-out carving, unevenly spaced and poorly shaped letters.—The carving is all the same depth and the whole side is cut too shallow. The right side has a natural colored light panel with sharp lines and letters, both deeply cut and then honed. Letters are well formed and evenly spaced. The petals and leaves in the carving are rolled and shaped to look more natural and the background around the flowers is cut deeper and honed to match the lines and letters.

We don't say that all work not done by us looks like the left side, but we do claim that all our work is done and looks like that on the right side regardless of size or price. We would like to take you to the cemetery for a similar comparison and actually use monuments which we have erected.

We are sorry we have no way of showing you the difference between good and inferior material, as they look alike to the layman and camera.

LOGIC

"There never was anything made but what some could make it worse and sell it for less" --- RUSKIN.

Some memorial dealers claim that they can sell you a monument cheaper than another dealer, but can give you few or no legitimate reasons for this statement. In cases of this kind the dealer takes the "easiest way" to make a sale, by substituting inferior materials—not doing the best possible workmanship and skimping in many other ways on the last tribute of respect to your loved ones, for which you will not be grateful.

This kind of reduction in price is not saving a person money, but rather, is taking advantage of his lack of knowledge, in a purchase made but once in a lifetime, that is sacred and close to the heart.

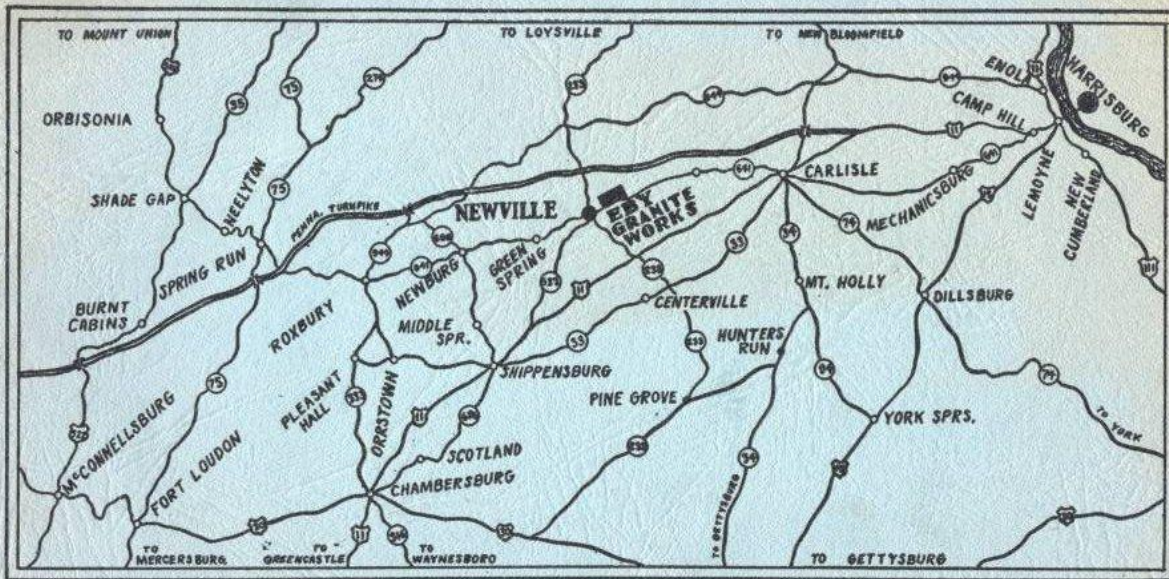
To prove the quality of our work, inspect the monuments we have erected in your cemetery and compare them with others in their immediate surroundings. See or ask for a list of our monuments in your cemetery.

If this book has been helpful and you desire added information, ask for the "Do's" and "Dont's."

OUR POLICY and OUR GUARANTEE

Our policy is to build a memorial of the best material, with the very best workmanship throughout, and then as we have shown you in this book, institute every possible economy so that it can be produced at the lowest possible price.

Our guarantee is complete We guarantee to replace free of all expenses to the purchaser, any part or parts of a memorial which might prove defective in material, finish or workmanship.



EBY GRANITE WORKS

J. E. MILLER, OWNER AND MANAGER

PHONE 9-W

OFFICE DAY -- SATURDAY

NEWVILLE, PA.