

BARRE

Life

SPRING 1976

PUBLISHED BY
THE BARRE GRANITE
ASSOCIATION
BARRE, VT 05641



The cover of this issue of BARRE LIFE is a photograph of Bruno Sarzanini, a Barre sculptor of outstanding merit who died in Barre, Vermont in February 1976.

The cover photo, taken several years ago, shows Bruno creating a clay model for one of the many feature memorials he carved during his lifetime. He was employed by the Rock of Ages Corporation.

Barre, Vermont, the Memorial Art Center of the World, has many artisans who are acknowledged leaders in granite sculpture and carving. Their work may be seen throughout the United States in thousands of cemeteries and public places. BARRE LIFE salutes these artisans for their contribution to the field of memorial art.



SPRING 1976

BARRE LIFE is published quarterly at no charge by the Barre Granite Association, Barre, VT 05641.

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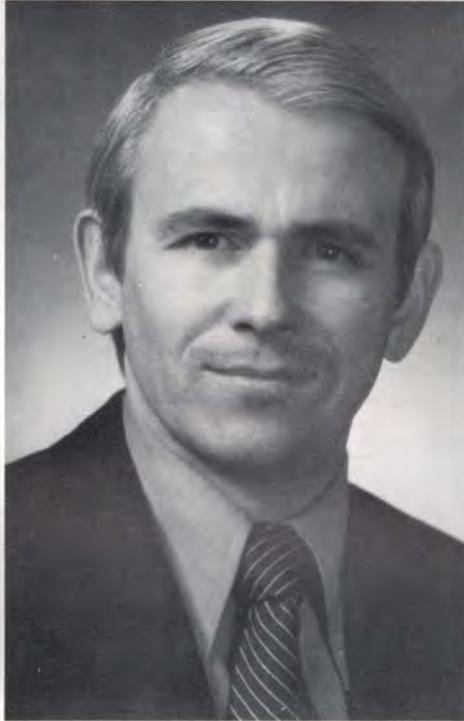
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News about BGA members

Karnedy Named Assistant Sales and Advertising Manager



Beck & Beck, Inc. of Barre, Vermont, a leading manufacturer of granite memorials, has named George M. Karnedy, Assistant Sales and Advertising Manager.

The announcement was made by Norman Beck, Company President. Karnedy, who is 40 years old and a native of Barre, will serve as Assistant to Richard T. McBride, who is Sales and Advertising Manager.

George Karnedy has a solid background in the sales field. A graduate of the University of Maine, he served in the U.S. Army as a Second Lieutenant. For 10 years he was District Sales Manager for the Rock of Ages Corporation, followed by an executive position in the largest bank in Iowa. After serving as Corporate Services officer of that bank, he left to become a partner in the DeWitt Memorial Co. in DeWitt, Iowa where he has successfully operated for the past several years.

He is married to the former Patricia Friberg, daughter of Frank Friberg. They have four children.

THEODORE ROSSI, President of the Theodore Rossi Trucking Co., Inc., a BGA sustaining member, is one of the leading transporters of granite memorials in the Barre area. This photo was taken at the BGA Christmas Party.



GORDON LAMBERT, Office Manager at Desilets Granite Co., has recently completed his requirements and was awarded an Associate Degree in Business Administration at Vermont Community College. He is shown here with his wife Barbara.

All in the Family...

Starting from the bottom is the best way to learn the granite business — even when you're the boss' son (or son-in law).

A number of bright young people whose families operate granite businesses in the Montpelier-Barre area are proving that the younger generation can do much for a business long on traditions.

The granite manufacturing business in the Barre-Montpelier area has many young faces. The average age of both management and workers seems to be younger each year — a sure sign of a growing business.



Gary Mureta, handsome son of Joseph Mureta, has been working with his father at the Montpelier Granite Works. He makes the third generation to be connected with this well-known Montpelier manufacturer.

GARAND PRODUCES 250,000



When Dick Gealy of Gealy Memorials in Sharon, Pa., recently took delivery of another Western slant marker of Barre granite, this was a significant event at the S. L. Garand Company in Montpelier, Vt. It happened to be the two hundred fifty thousandth produced by the Garand Plant which is well known for specializing in this popular design.

Gealy Memorials has had a long and pleasant business relationship with S. L. Garand & Co., so it

Manufacturing slant markers is a specialized process. John and Ray Garand are shown checking the inventory of Western slant strips. These strips are then cut into various lengths and finished according to customer specification.



Beebe LaCroix and his sons, David and Gary, of LaCross Memorials, which is operated by Beebe and his brother, Louis, is noted for its full line of carved monumental work.



Bob Hilferty, son-in-law of Norman Beck, works in both the office and manufacturing plant of this progressive firm.



Gary Hill, son-in-law of Elgio and Lola Zorzi of the Adams Granite Company, is working in the drafting and sandblast departments of that firm. The Adams reputation for quality is being admirably upheld by Gary.



Evelyn and Vic Roselli, who own and manage one of the area's largest manufacturing plants, are pleased that their son Danny is entering the family business. Having attended Vermont Technical College, Danny has an excellent academic background.

TH WESTERN STYLE MARKER

was not coincidental for Dick Gealy to be accorded this attention. Richard Gealy is well-known to the Garand Plant including George Kreis, foreman, Leo Garand, President, brother Ray Garand, and Leo's sons, John and Richard.

S. L. Garand & Co., a BGA member-firm, has a modern manufacturing plant in Montpelier. Recently they completed the redesigning and refurbishing of their office building, which is adjacent to the plant.

Part of the Garand production team include (from left) George Kreis, Foreman, Leo Garand, President Ray Garand, 1st Vice-President, John Garand, 2nd Vice-President, and Richard Garand, Treasurer.



(BGA Member News - continued page 16)



Good access and plenty of parking make it easy for Gealy customers to do business.

Richard Gealy got started in the monument business in 1942 when he was only 17 years old. It was really almost a coincidence.

Don Groft, a journeyman granite cutter, rented rooms in Richard Gealy's home and thus Richard became interested in Don Groft's work as he travelled to different monument dealers in the area with a portable sandblast room mounted on a trailer.

After serving three years in the Navy, Richard worked for Shelly Memorials until 1957, when he went into business for himself in Sharon, PA.

Gealy Memorials is indeed a fine looking business in every respect. In its present location since 1968, it has the image of an attractive, and successful business. The location is excellent and the tastefully designed outdoor sign is set in a carefully landscaped area.

Together with his wife Ethel, son Larry and Mary Matthews, secretary, Richard has helped his business grow through hard work, imagination and a good business sense.



Ethel, Richard and Larry Gealy at the front entrance of their neat and attractive office.



Richard Gealy and his secretary, Mrs. Mary Matthews, believe that a neat and friendly office are important in creating customer confidence.



A fork-lift truck using a boom and sling attachment does all of their loading and unloading. The display area is all black-topped.



The Gealy shop area features a jib crane which can be swung 360 degrees. Well lighted and neat, the shop is an efficient part of the Gealy operation.

Glenn Sulham,
BGA Manager
Member Services



BGA Research Program On Industrial Noise

The member-companies of the Barre Granite Association have begun an extensive research program designed to reduce noise levels within manufacturing plants. The program is expected to take two years and will be directed toward meeting noise standards set by the Vermont Occupational Safety and Health laws.

The research program will be costly to the industry and cooperative effort is necessary in order for the program to be accomplished. It is being conducted by Harold B. Mull, Bell & Associates, a nationally-known acoustical research company located in Wilton, Conn. The project engineer will be Mr. Lewis Bell, Vice President.

Specifically, the research program will identify sources producing excessive noise levels and determine whether practical methods can be found for meeting the standards set by the federal and state government covering noise exposure for employees. It is expected that this study will include the ways to reduce the noise in various manufacturing operations, administrative controls, and personal hearing protection. The study will also establish practical time-tables for various steps in the noise-reducing program.

Since nearly all companies in the local granite industry share many of these noise problems, it was determined by the BGA that a cooperative study would eliminate duplication of necessary research efforts. By pooling the technical knowledge of the local granite industry with a qualified noise consultant, the full-range of possible solutions for noise control will be thoroughly explored.

The Research Committee of the Barre Granite Association will serve in an advisory capacity as the program progresses.

The high cost of meeting federal and state regulations are requiring a considerable budgetary change for the Association, but it is vital to proceed with such a study in order to insure that the Barre granite industry be able to continue operations.

John Froines, Director, Division of Occupational Health, at left, and Paul Sturtevant, Director, Division of Occupational Safety, were briefed by Lewis Bell, Acoustical Engineer and Glenn Sulham, BGA Manager of Member Services on the extensive Research Program planned by the Association to reduce plant noise in the Barre granite industry.



Highlights from Meetings and Conventions

Monument Builders of North America

ATLANTA, GEORGIA
FEBRUARY 1976

Outstanding Design, Granite Quality Displayed by Barre in Atlanta

Barre granite manufacturers displayed an outstanding selection of Barre granite memorials at the recent annual convention of the Monument Builders of North America held at Atlanta, Georgia.

Considered by many as one of the most attractive monument exhibits ever, the Atlanta Convention had more display booths than any previous convention in memory.

Member companies of the Barre Granite

Association showed a wide variety of memorials, many designed especially for the MBNA convention. The Barre Granite Assn. had its own special display booth showing the latest sales and merchandising aids available to retail monument dealers. New materials being shown included the BARRE-PAK epoxy kits and the new four-color illustration of a quarry scene. Tom Riley and Milton Lyndes of the BGA staff were in attendance at that booth.



Stuart Abbiati (checked jacket) and his wife, Georgianne, cut the ribbon opening the exhibit area. Stuart is President of the American Monument Association. Assisting Stuart is Phil Longstreth, President of MBNA.



Melvin Friberg, (right) owner of Anderson-Friberg and salesman, Jim Walls, displayed a commemorative plaque created especially for the convention.

Barre Granite Association
 General Manager, Milton
 Lyndes, with
 Richard Rennie of
 Anderson Trucking, a
 Sustaining member
 of the BGA.



John, Dorothy and Archie
 Buttura of Buttura & Sons
 with photographs of some of
 the imposing features
 created by their company.



Dick McBride of Beck & Beck, Inc., (right) shows a special design created by Beck & Beck designers. Charles Lindwall, sales representative, is at far left.

MBNA CONVENTION *(continued)*

David Reid (left) and Ray Stroutsos of Cook, Watkins & Patch Co. featured a Bicentennial theme in their display memorials.

Nativi and Son, Inc. was represented by Jim Welch (left) and Silvio Nativi (right). Here they show one of their many designs to an interested retailer.



Elmo Peduzzi, memorial designer is an Associate member of the Barre Granite Association. He demonstrates the new stencil press design system he has developed.

Mr. & Mrs. Clyde Davidson of C. R. Davidson displayed an attractive rendering of one of their memorials.



Marcy Rouleau and Bud Cain (left) of the Rouleau Granite Company explain the significance of one of their new pictorial designs to visiting retailers.

Hank Corra and Larry Lumbr with an interested visitor to the Rock of Ages display. To their left, are Werner Strassacker and Ross Winters.

ONE MILLION GREEN STAMPS GIVEN AWAY AT BARRE GUILD LUCKY DAY DRAWING

It took three days to do it, and by the last day of the MBNA convention in Atlanta, one million S & H Green Stamps had been given away as prizes by the Barre Granite Association and its member companies.

The Barre Guild Lucky Day Drawing has been a regular feature of the annual convention of the Monument Builders of North America. Giving green stamps as prizes proved to be an exciting event for the more than 900 persons at the convention which was held in Atlanta, Georgia.

The drawings were held at the Barre Granite Association display area. Each day at 2:30 a drawing was held for 50,000 green stamps. Then, on the final day, Phil Longstreth, President of the Monument Builders of North America, drew three tickets worth 100,000, 250,000 and finally the grand prize of one-half million green stamps.

The lucky winners are shown on these pages.

Traffic jams occurred each day at 2:30 P.M. when daily drawings of 50,000 green stamps were made at the BGA display.



(continued next page) 77



Jimmie Carter (left), Tupelo Marble Works, Tupelo, Miss., won 50,000 Green Stamps on the first day of the convention. Tom Riley of the BGA did the honors.



Charles Gramke of the Gramke Monument Works, Janesville, Wisconsin, won 50,000 green stamps on the second day. Shown here are Mr. and Mrs. Gramke, Stuart Abbiati of the South Barre Granite Co., and President of the American Monument Association, who drew the winning ticket for Mr. Gramke, and to the far right, Tom Riley, Manager of Retailer Services of the BGA.



Mr. M. K. Hallman, Hallman Memorials of Wills Pointe, TX, won 100,000 green stamps, presented by Tom Riley, BGA.



Mr. and Mrs. John A. Conway, Greenville Marble & Granite Works, Greenville, were the happy recipients of 50,000 green stamps on the third drawing. They are shown here with Tom Riley, BGA.



William Taratino of F. L. Taratino & Sons, Quakertown, PA, is presented with 250,000 green stamps by Tom Riley, BGA.



Grand prize winners were Mr. and Mrs. Bob Ruff, who walked away with a half-million green stamps. The Ruffs represent Sudbury Memorial Works of Sudbury, Ontario, Canada.

Retailer Services



Tom Riley,
BGA Manager Retailer Services

Improve your monument sales through the **BARRE DEALER BUSINESS CONFERENCE**

Have you attended the LATEST Barre Granite Association Dealer Business Conference? These one-day seminars on "Pricing and Selling for Profit" are exciting "nuts and bolts" sessions about pricing and selling of monuments and the day to day management of a retail monument business.

Here's how it goes:

Tom Riley, Barre Granite Association Manager of Retail Services moderates the meeting and presents some all new sure-fire selling tips on selling pre-need.

Pete Carr, a successful Retailer from Massachusetts conducts the sales portion of the seminar. His new presentation includes:

1. **Proven techniques for making the sale.**
2. **Developing your prospects.**
3. **How to use the telephone in selling.**
4. **Using your display to sell.**
5. **Successful selling in the prospect's home.**

One of the highlights of Pete's portion of the program is a fascinating slide presentation which illustrates the actual sales situations he talks about.

Joe Garceau from Auburn, Indiana is the Conference leader on retail financial management. As a past President of Indiana Monument Builders of America and a director of Monument Builders of North America, Joe can give insight into determining a fair retail price. He has worked out many new

cost ratios to analyze your business. You can use them to spot problem areas in the management of your own firm.

How to Attend the Conference

If you or your area retailer group want to benefit from a Barre Granite Association Dealer Business Conference, contact Tom Riley, Barre Granite Association, Box 481, Barre, VT 05641.

Retailers say this is the best one-day conference ever developed to improve a retailer's business.

"Remembered For All Time" folder revised

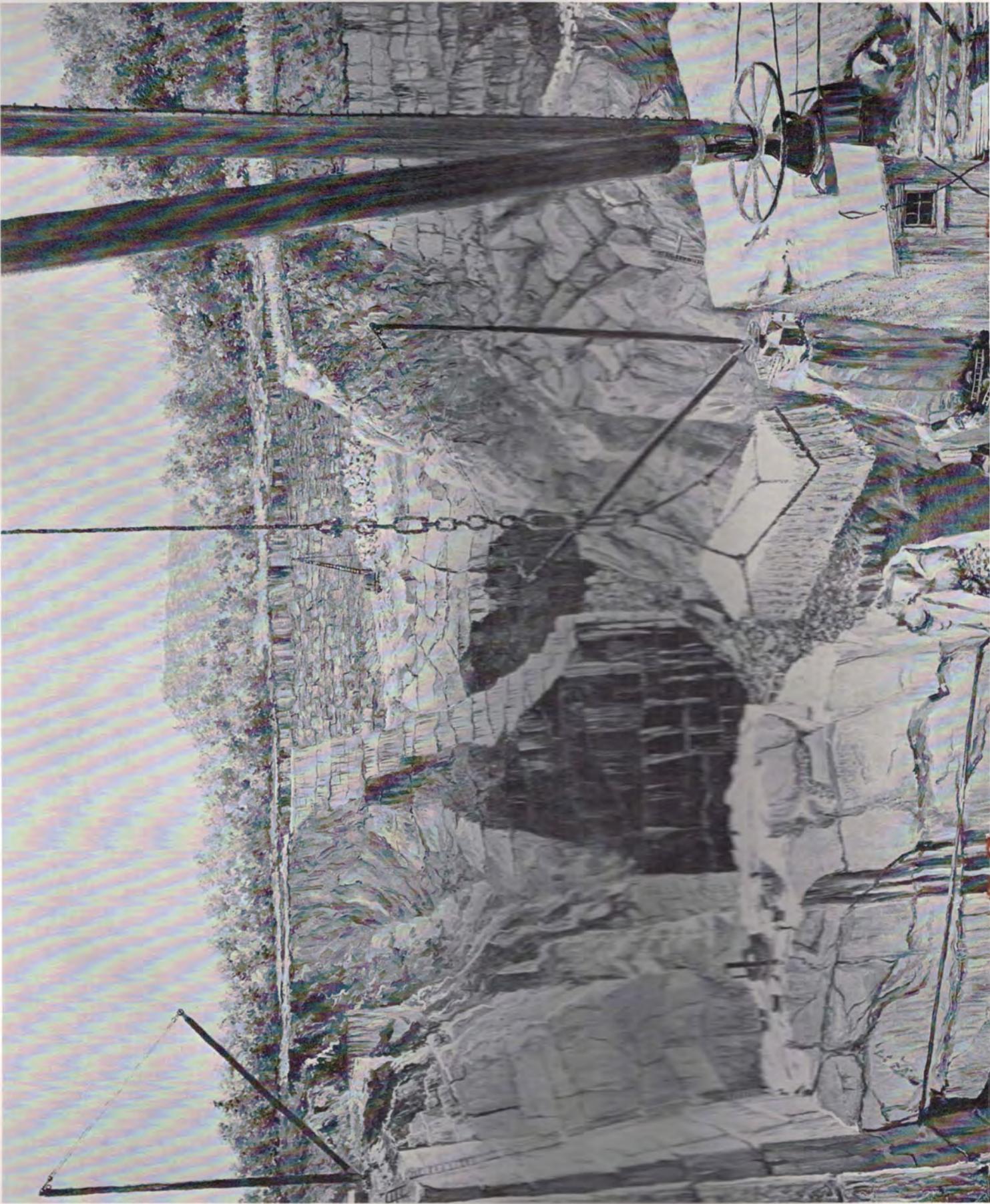
"Remembered For All Time", the most popular sales folder distributed by the BGA, has been revised. If you would like a copy of this folder, write to the Barre Granite Association, Box 481, Barre, Vermont.

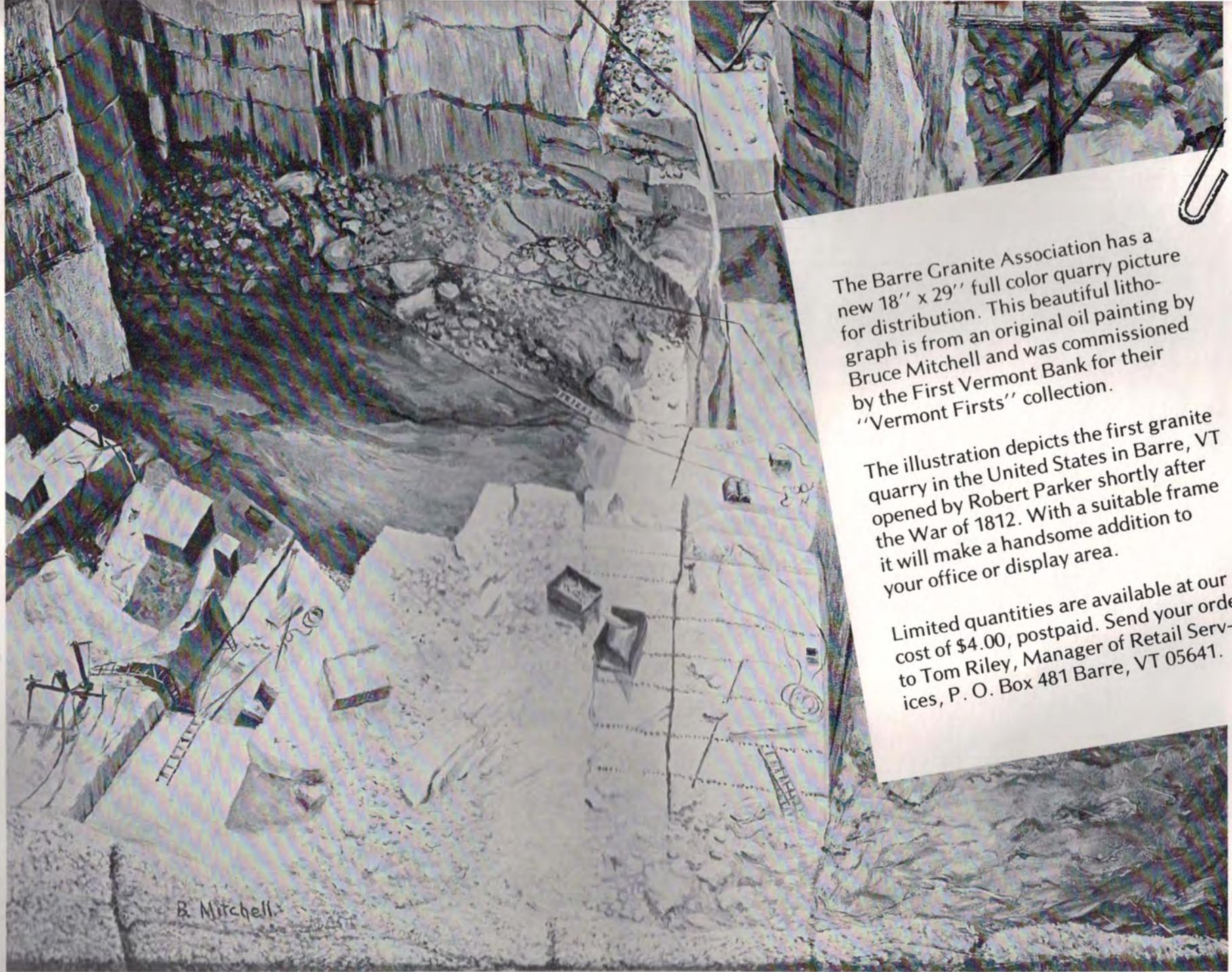
The folder sells for 10 cents each, including four lines of free imprinting with any order of 100 or more. It is a self-mailer. It contains a number of excellent Barre Guild Memorial Designs, both upright and marker.

Any retailers who have been using "Remembered For All Time" should obtain a copy of our new revision.

New Full Color Poster Available to Industry

(see overleaf)





The Barre Granite Association has a new 18" x 29" full color quarry picture for distribution. This beautiful lithograph is from an original oil painting by Bruce Mitchell and was commissioned by the First Vermont Bank for their "Vermont Firsts" collection.

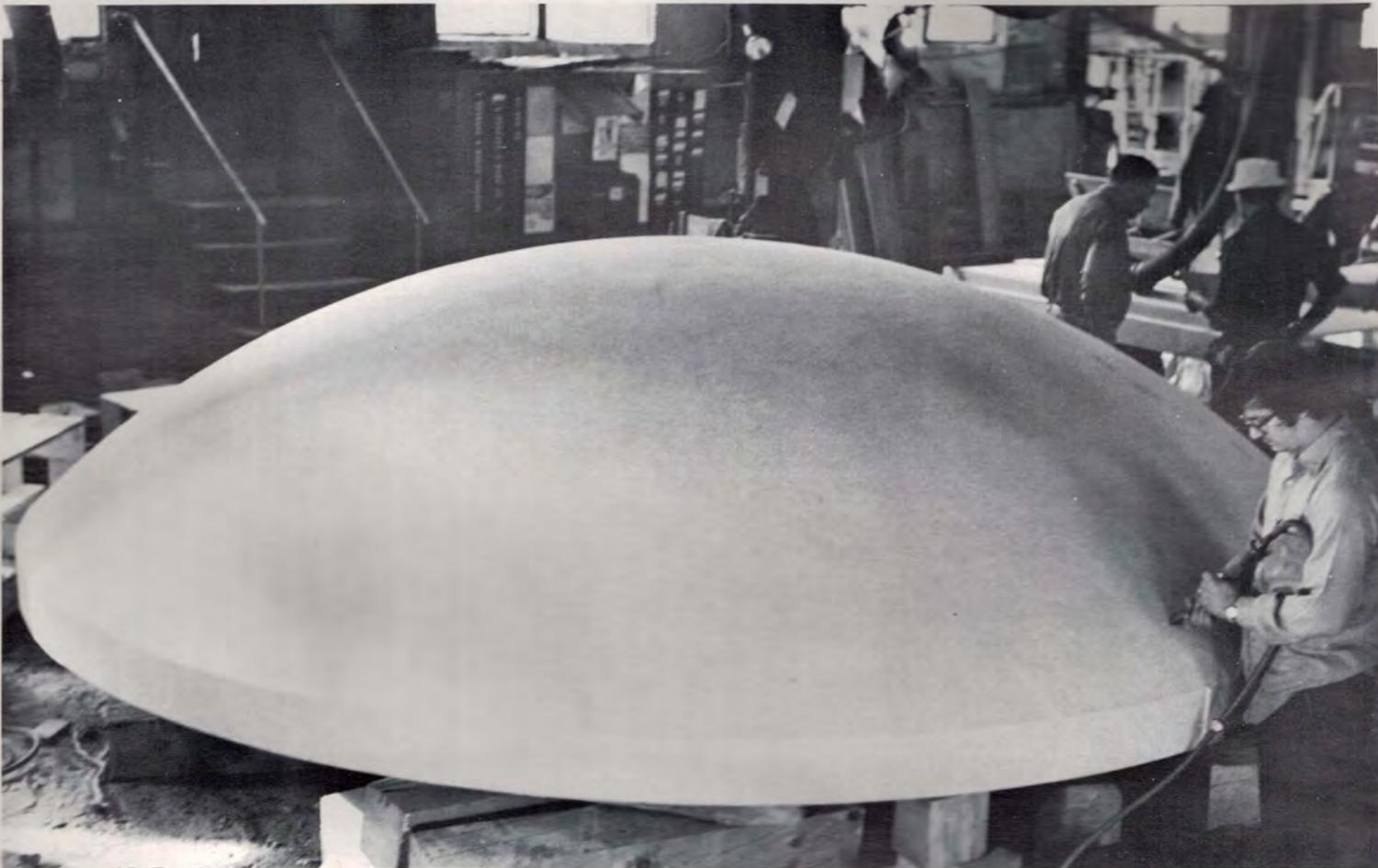
The illustration depicts the first granite quarry in the United States in Barre, VT opened by Robert Parker shortly after the War of 1812. With a suitable frame it will make a handsome addition to your office or display area.

Limited quantities are available at our cost of \$4.00, postpaid. Send your order to Tom Riley, Manager of Retail Services, P. O. Box 481 Barre, VT 05641.

THE FIRST GRANITE QUARRY IN AMERICA
Opened by Robert Parker
In Barre, Vermont
Shortly After the War of 1812



Original Painting by Bruce Mitchell
From the First Vermont Bank Collection



HUGE BARRE GRANITE DOME is part of the magnificent Barre granite mausoleum recently completed by the Valz Granite Co. in Barre. This is the roof stone. It was quarried by the Rock of Ages Corp. and partially completed by jet torch by Rock of Ages craftsmen.

BUTTURA & SONS, INC. has completed an all-polished oval top ledger featuring raised hand cut letters that are all polished. The extensive hand polishing required to complete this memorial is evident in the photograph.



News from the Cemetery Field



Edward Comolli,
BGA Manager Cemetery Services

New Concepts In Monument Cemetery Design



A large percentage of the public needs and wants individual upright memorials. New design techniques make it possible for cemeteries to provide upright memorial sections that are very attractive and inexpensive to maintain.

Design information on these new techniques were provided at the American Monument Association booth at the recent American Cemetery Association convention.

A special folder containing these ideas has been developed by the Barre Granite Association in cooperation with Don Ward, cemetery architect. If you would like a copy, write to Edward Comolli, Manager of Cemetery Services, Barre Granite Association, Box 481, Barre, VT

Vermont Cemeterians Have Organizational Meeting

On February 17, representatives from 12 Vermont cemeteries met in Barre to discuss the organization of a Vermont Cemetery Association.

Hosted by Barre's Hope Cemetery and the Barre Granite Association, the group was enthusiastic about organizing an association to serve the cemeteries in the State of Vermont.

Ed Comolli, BGA Manager of Cemetery Services, chaired the meeting. He reported that additional meetings will be held sometime this year.



Those present at the meeting include:

Wendell S. Waldo
Green Mount Cemetery
Montpelier, VT

Hugo W. Melen, Supt.
Evergreen Cemetery
Rutland, VT

Edward S. Vail
Calvary Cemetery
Rutland, VT

Flora M. Putnam, Treas.
Essex Jct. Cemetery Assn.
Essex Jct., VT

R. V. Scott
Pine Grove Cemetery Assn.
Newport, VT

Ralph M. Knight, Jr.
Ascutney Cemetery Assn.
Windsor, VT

Ralph M. Knight III
Hartford Cemeteries
White River Jct., VT

Dale H. Barlett
Plainfield Cemeteries
Plainfield, VT

Howard Bruce
St. Joseph Cemetery
Winooski, VT

Leonard J. Kaigle
Lakeview Cemetery
Burlington, VT

Richard Fontana
Hope Cemetery
Barre, VT

BARRE-PAK

A New Epoxy for Bonding Granite

BARRE-PAK is a new formula of epoxy developed by the Barre Granite Association. It can be used for bonding the monument to its base and for the repairing and patching of natural stone.

All adhesives, including epoxy, have limitations as permanent bonding agents. Temperature, moisture, the presence of foreign material such as oil, can affect whether or not a permanent bond can be achieved. However, the BARRE-PAK, if properly used, will provide a bond that is stronger than the granite itself. It can be used successfully to bond a monument to its base, thus can be a preventative against vandalism which is a serious problem in some cemeteries.

BARRE-PAK is Available in Two Sizes

A unique two-part plastic envelope holding 70 grams of BARRE-PAK will bond one monument regardless of size. It is available in a weather-proof envelope containing four spacers and instruction sheet. It is priced at \$2.75, postpaid for the kit.

Also available is a 500 gram container of BARRE-PAK sufficient to bond about seven monuments to their bases. Spacers are provided with this size BARRE-PAK. The price is \$12.50, postpaid.

PHYSICAL Characteristics of BARRE-PAK

BARRE-PAK has a shelf life of two years. The colder the temperature, the longer it will take for the curing process. At 70 degrees it will take approximately eight hours for BARRE-PAK to completely cure and harden.

Although BARRE-PAK can be used in the presence of some amounts of moisture, it works best when no moisture is present.

If the surface of the stone contains foreign matter such as oil and grease, silicone or other waterproofing, this must be completely removed before BARRE-PAK (or any other kind of epoxy) will adhere to the surface.

Like other epoxies, BARRE-PAK contains two



substances which must be thoroughly mixed together. Unless this is thoroughly done, the epoxy will not be effective.

After BARRE-PAK has cured it will become resistant to changes in temperature and moisture.

It is recommended that BARRE-PAK not be used when the temperature is less than 40 degrees.

Where to Obtain BARRE-PAK

BARRE-PAK is only available from the Barre Granite Association, Box 481, Barre, VT 05641. It is provided as a service to the memorial industry. It carries with it no guarantee but it has been thoroughly tested and found to be an excellent bonding material that should find wide use in bonding dies to bases or in repairing natural stone that has been broken

Long Island Cemetery Has New Modern Monument Section

North Babylon Cemetery has received a modern monument section plan through the cooperative effort of Anthony Spadolini of Wellwood Memorials and Edward Comolli, Manager of Cemetery Services for the Barre Granite Association. Financial assistance was also provided by Mr. Spadolini and the BGA in having the plan drawn by Grever & Ward.

Mr. Charles Birs, Treasurer of the Babylon Cemetery Association, and Ted Zygarowicz, Grounds Superintendent, were most helpful in working with Grever & Ward and in providing the background necessary in order for an effective and efficient plan to be drawn.



PETERSBURG, OHIO CEMETERY RECEIVES MODERN MONUMENT SECTION PLAN

In a cooperative effort, Cecil Beight of O. T. Beight & Sons, E. Palestine, Ohio monument retailer, the American Monument Association and the Barre Granite Association provided a modern monument section plan to Petersburg Cemetery, Petersburg, Ohio. The plan was drawn by Grever & Ward, Cemetery Architects of East Aurora, N. Y.

In the plan with over 1400 grave spaces, most of the monument lots are two and four-grave. No monument rows are closer than 19 feet, allowing for large equipment to maneuver easily.

Roads are 18 feet wide with 3 feet reservations on each side for drainage and utilities. The entire plan was developed on a cooperative basis between the retailer, AMA and BGA.

20' ROAD



NORTH BABYLON CEMETERY
 BABYLON, NEW YORK

PLAN SUMMARY		
	NO. LOTS	%
2 GRAVE	376	60%
3 GRAVE	48	8%
4 GRAVE	142	23%
6 GRAVE	64	9%
TOTAL LOTS 620		
TOTAL GRAVES 1788		
SECTION AREA 1.68 ACRES		

Recent Memorial Designs

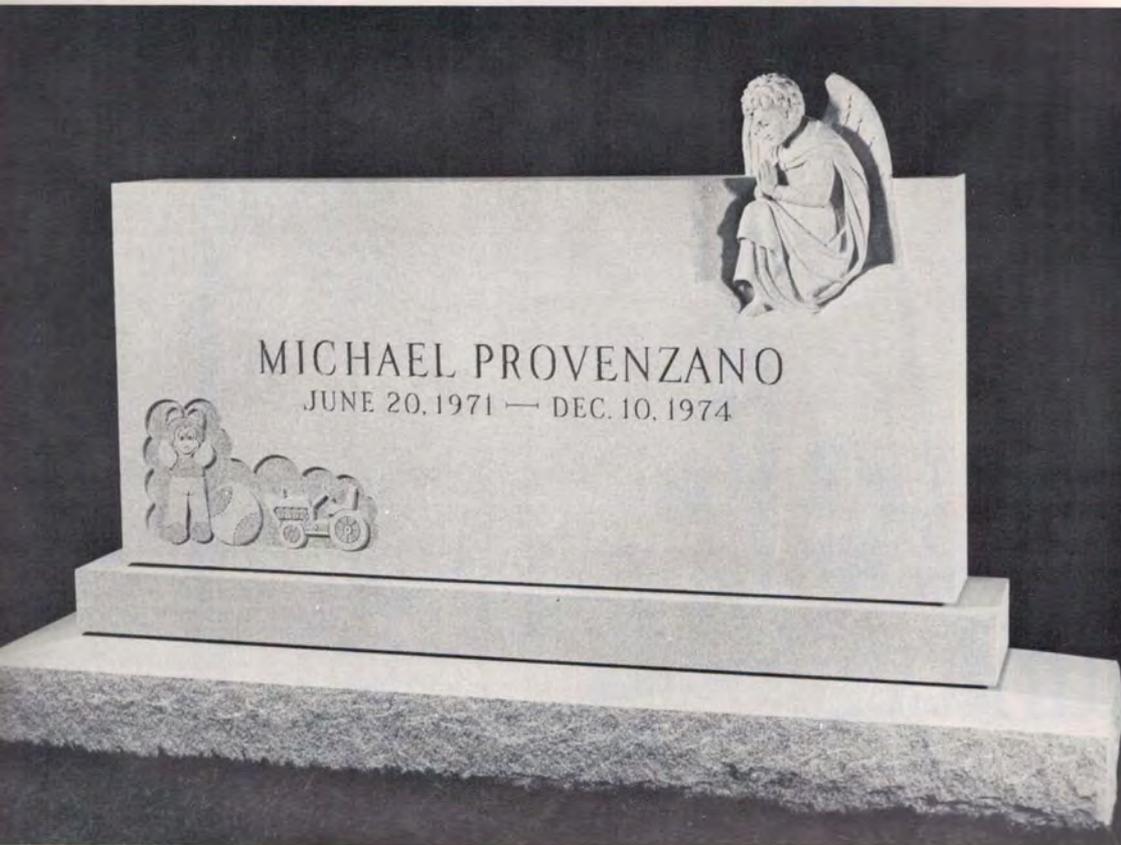
from the Memorial Art Center of the World



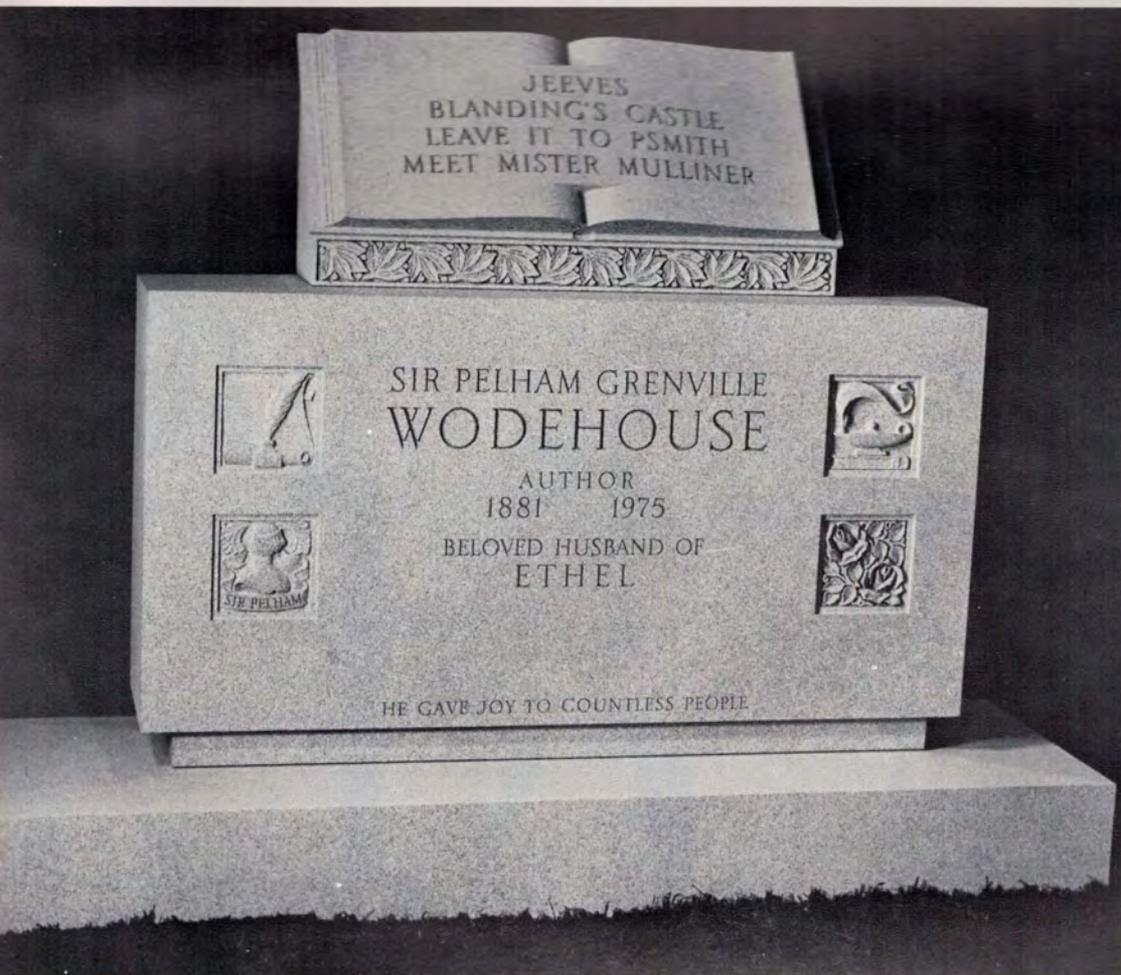
Our Lady of Guadalupe and St. Jude Shrines

These two Barre granite shrines created by Guardian sculptors are among twelve at Gate of Heaven Cemetery of the Washington, D. C. Diocese.

F. Tom Claxton, capable Manager of Gate of Heaven, reports that these statues are 14 feet high and 8 feet wide. This outstanding cemetery also has 14 Stations of the Cross. Barre granite was the specified material for all feature memorials.



A CHILD'S MEMORIAL produced by the Anderson-Friberg Co. for the Provenzano family in New Jersey evokes the warm and happy years of a brief childhood now Eternally protected.



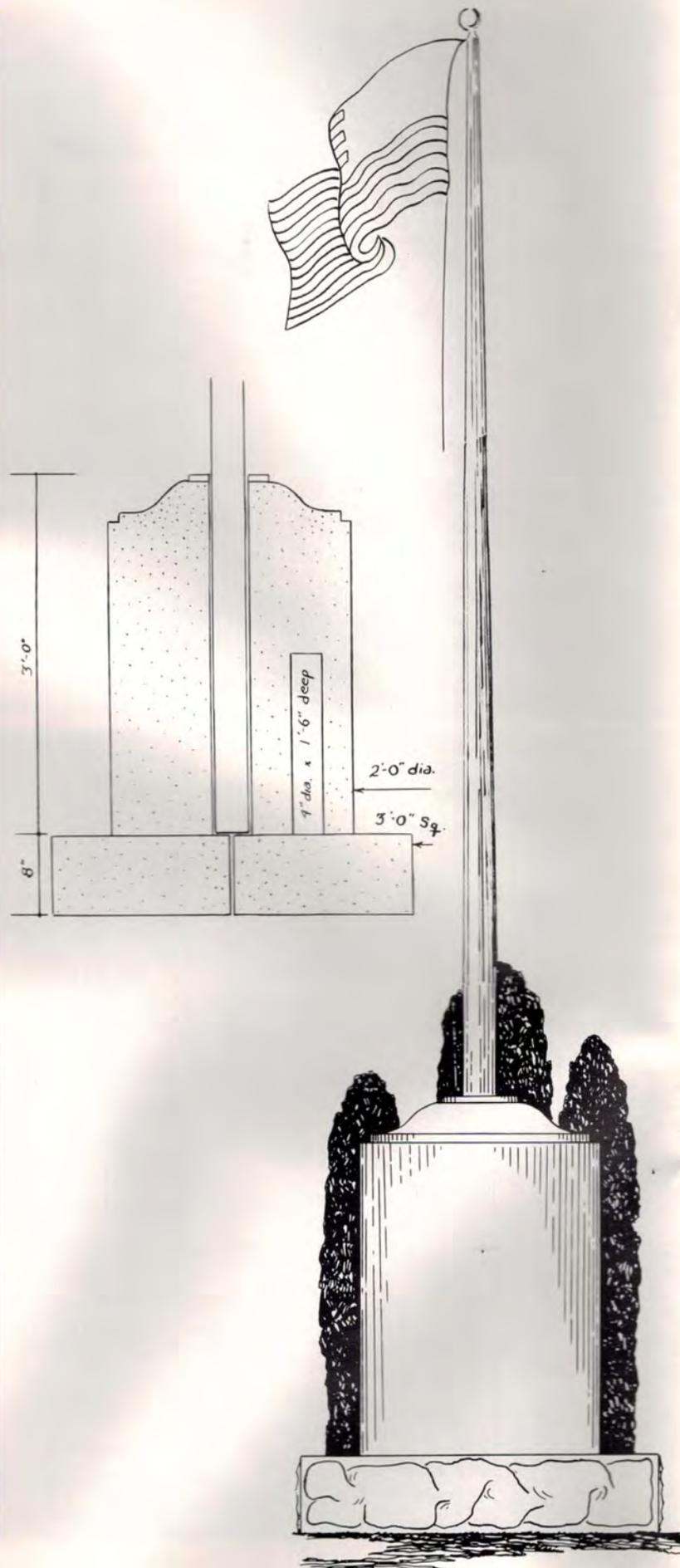
THE AUTHOR OF JEEVES, Sir Pelham Grenville Wodehouse is memorialized in Barre Granite by the Anderson-Friberg Co. A prolific writer, well into his 90's, Wodehouse's books were read by millions throughout the world during his lifetime. This personalized memorial furnished by the Follett Monument Company, Westhampton Beach, N. Y., illustrates all of the good things that a personal memorial can mean to a family.

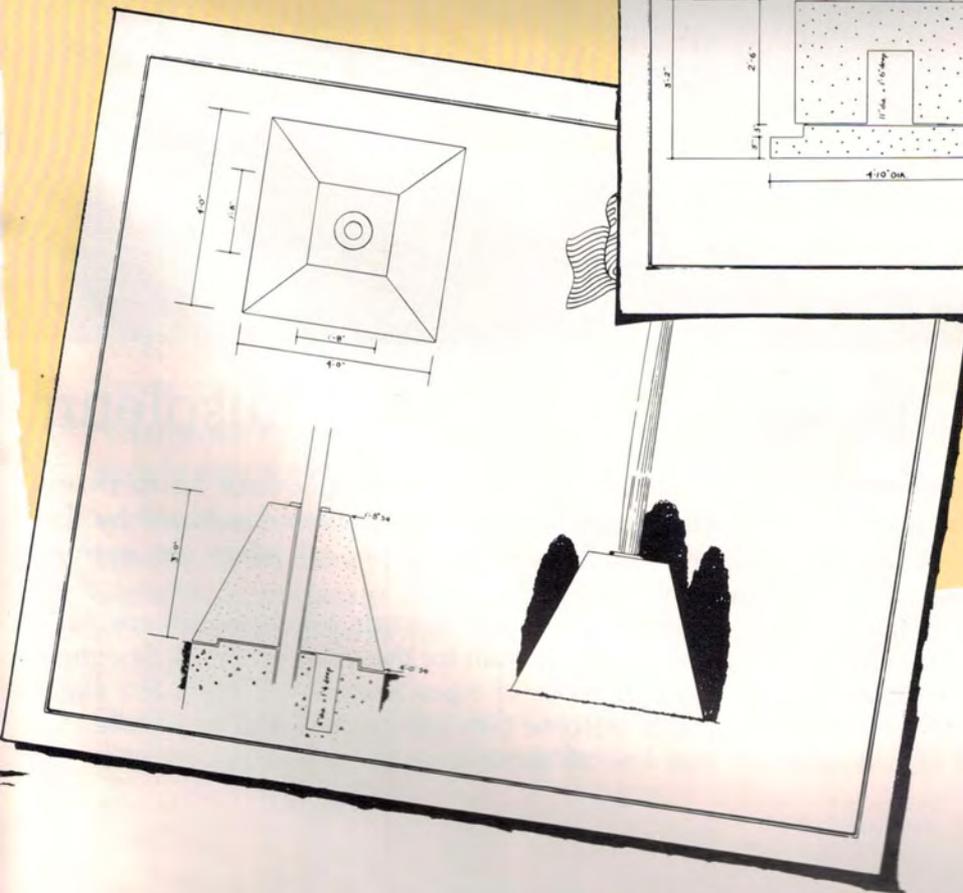
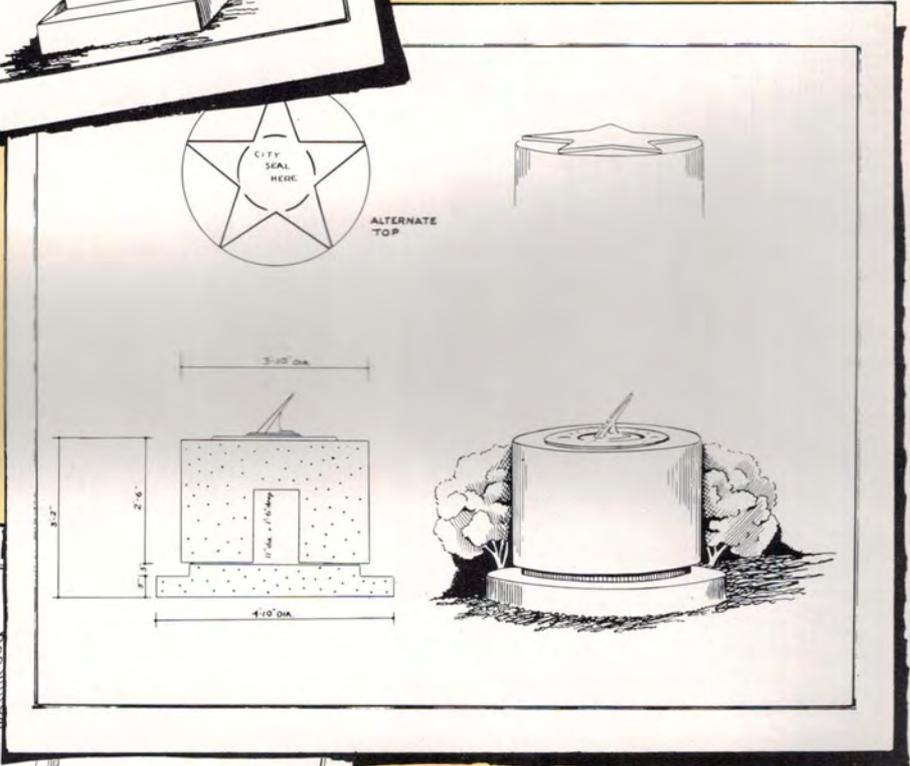
Time Capsules Make Appealing Community Projects

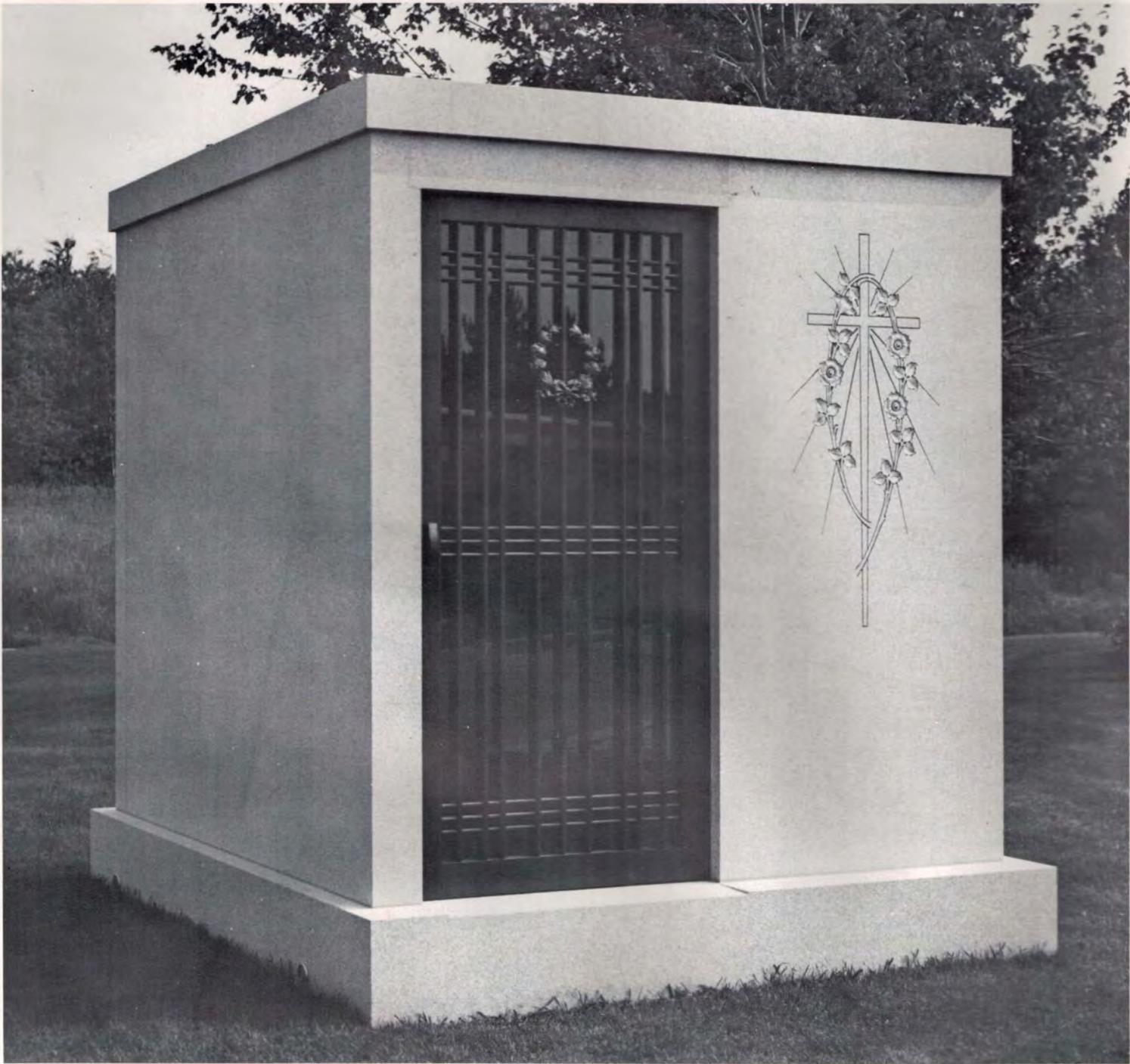
During the Bicentennial year what better community project could be launched than a dramatic time capsule in world-famous Barre granite?

These sketches may provide our readers with just the right idea to interest a local organization to create a time capsule containing current artifacts, photographs and printed material that will have historical value in years to come.

Of course there are many variations in these time capsules both in size, shape and positioning of the capsule itself. If you would like copies of these sketches your friends at the Barre Granite Association would be happy to send them with their compliments.







Rock of Ages develops walk-in Unicraft mausoleum

With the new unitized walk-in mausoleum developed by Rock of Ages, that firm has provided its franchised dealers a new dimension in mausoleum sales. The Unicraft Mausoleum can be shipped intact and immediately set on a foundation in a cemetery. This avoids the cost and delay of the old method where the components were assembled on the site.

There are many variations in design of Unicraft

Mausoleums. They accommodate up to three crypts. Using a special process developed by the Rock of Ages Corporation, all joints are permanently bonded.

Prices of these Unicraft Mausoleums are substantially less than for the conventionally designed walk-in. Rock of Ages Sealmark dealers are eligible to become Unicraft dealers and to handle the full line of these Unicraft products.



The Editor Speaks Out!

Milton V. Lyndes, *General Manager BGA*

Memorials Speak To The Living

The ceremonies at the time of death and the memorials commemorating the dead are among the most significant customs of any culture because they reveal the value placed upon life and the conception of life's meaning in man's destiny.

We in the memorial business know that it is the living and not the dead who need our memorials. In fact, a memorial speaks to the living. It conveys a message about the life of a person who has died. This message to the living can be an emotional one, or it can be a factual story of life. Or, it can and usually is a combination of both.

Cemetery management, funeral director and the memorialist all have a common interest in participating in those rituals or ceremonies which commemorate the dead but which are conducted for the living.

Some years ago Heber England, a leader in the Barre granite industry, spoke the following words about the Unknown Soldier's Tomb in Arlington Cemetery:

"The boy who forever sleeps in that stately tomb overlooking the Potomac and the capital, **admittedly** does NOT NEED our devotion and gratitude. The dead whom we honor with our cemetery memorials **admittedly** DO NOT NEED the tributes we dedicate to their memory.

"The pioneers, public benefactors and heroes we commemorate **admittedly** do not need the honor we bestow upon them. No, they do not need these memorials. It is YOU and I the LIVING (and all future generations) who NEED these lasting symbols of faith, hope, love and gratitude.

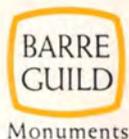
"Lincoln had this thought in mind, when, at Gettysburg, in honoring the dead, he urged the LIVING to carry on the unfinished task with increased devotion.

"Woodrow Wilson had this thought in mind when he warned us that monuments are not a luxury — they are a NECESSITY: for anyone devoid of sentiment cannot survive.

"Gladstone had this thought in mind, when in so many words, he exclaimed, 'Show me how the people care for their dead and I will tell you what they are.'"

We in the memorial business have an obligation to provide every family with a memorial that speaks directly to the living. Every memorial must communicate something about that life, because everyone's life is important. A memorial that is a plain piece of stone with a family name and no epitaph or inscription or symbolism is no better than a common grass level marker identifying a spot where someone is buried.

During this Bicentennial year let us all keep these thoughts in mind and make every memorial speak directly to the living. For, unless we do, we really are not being memorialists.

**Barre Granite Association**51 Church Street
Barre, Vermont 05641
Tel. 802 476-4131**BULK RATE**
U. S. POSTAGE
PAID
Barre, Vermont
Permit No. 139**VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION**

ADAMS GRANITE CO. Lewis St. (Elgio Zorzi)	802-476-5281	JONES BROTHERS CO. North Main St. (Maurice Kelley)	802-476-3155
ANDERSON-FRIBERG CO. Willey St. (Melvin Friberg)	802-476-7021	LaCROSS MEMORIALS, INC. Boynton St. (Louis LaCroix)	802-479-2526
BECK & BECK, INC. Center St. (Norman Beck)	802-476-3179	LAWSON GRANITE CO. Quarry St. (Albert Gherardi Jr.)	802-476-3541
BILODEAU-BARRE, INC. Bianchi Pl. (Paul Chatot)	802-476-7901	MAURICE MEMORIALS, INC. Granite St. (Raoul Maurice)	802-476-3742
BUTTURA & SONS, INC. Boynton St. (John Buttura)	802-476-6646	MONTPELIER GRANITE WORKS Granite St. (Joe Mureta)	802-223-2581
CELENTE & BIANCHI Willey St. (Elda Bianchi)	802-476-4463	NATIVI & SON, INC. Center St. (Silvio Nativi)	802-476-7101
CETRANGOLO FINISHING WORKS Northfield (Nick Cetrangolo)	802-485-5711	NORTH BARRE GRANITE CO. Railroad St. (Jules Chatot)	802-476-6624
CHIOLDI GRANITE CORP. S. Front St. (Howard Rock)	802-476-3661	PEERLESS GRANITE CO. Willey St. (Donald Fontana)	802-476-3061
COLOMBO GRANITE CO. Boynton St. (Bob Colombo)	802-476-7061	RIVARD GRANITE CO. Mill St. (Robert Rivard)	802-476-3542
COOK, WATKINS & PATCH CO. Blackwell St. (David Reid)	802-476-4175	ROCK OF AGES CORP. Graniteville (Donald Bowers)	802-476-3115
C. R. DAVIDSON CO. INC. (Clyde Davidson)	802-584-3591	ROULEAU GRANITE CO. Metro Center (Lucien Rouleau)	802-476-6636
DESILETS GRANITE CO. Barre St. (Vic Roselli)	802-223-2111	SANGUINETTI GRANITE CO. Williamstown (Edo Perantoni)	802-433-5370
EVERLASTING MEMORIAL WORKS Pioneer (Almo Cecchini)	802-223-2642	SOUTH BARRE GRANITE CO. Circle St. (Stuart Abbati)	802-476-8521
FAMILY MEMORIALS, INC. Burnham's Meadow (Robert Couture)	802-476-7831	THURBER GRANITE CO. Circle St. (Paul Savard)	802-479-9622
S. L. GARAND & CO. Pioneer (Leo Garand)	802-223-2301	VALZ GRANITE CO. Willey St. (Aldo Vanetti)	802-476-3911
GIUDICI BROS. & CO. S. Front St. (Judge Giudici)	802-476-3621	WELLS-LAMSON QUARRY CO. Websterville (James Kelley)	802-476-4126
GREARSON & LANE CO. Burnham's Meadow (Lloyd Grearson)	802-476-7102		