The member companies of the Barre Granite Association met at the BGA office on August 6 for their Annual Meeting. John Mattson, President of Chioldi Granite Corp. was elected to a three year term as Trustee.

Re-elected to a three year term as Trustee was Robert Zider of Beck & Beck, Inc.

Re-elected as BGA President was David Reid of Cook, Watkins & Patch, Inc. Milton Lyndes was re-elected as Corporate Secretary and Executive Vice President, and John Salvador was re-elected as Corporate Treasurer.

The member companies of the BGA voted the largest budget in the history of the Barre granite industry. A number of important matters were covered at the Annual Meeting pertaining to the plans of the Association for the coming year.

The new Board of Trustees of the Barre Granite Association include; Bob Zider in the foreground and (from left to right) John Mattson, Chioldi Granite Corp.; Brent Buttura, Buttura & Sons, Inc.; Lucien Rouleau, Rouleau Granite Company; Jay Slaybaugh, Rock of Ages Corp.; David Reid, Cook, Watkins & Patch, Inc.; John Garand, S.L. Garand & Company; Milton Lyndes, BGA Executive Vice President.
**THIS IS “BARRE’S YEAR”**

This has been a special year for the Barre granite industry.

During 1981 your BGA friends are providing more money than ever before in our history toward the support of the traditional monument business, to promote an appreciation of Barre granite memorials, and to assist in the support of the Barre community as well as our granite industry associations and their programs.

We are better able to do this because more retailers throughout the country have decided to make Barre manufacturers the major suppliers of their monuments for resale to the public.

This has meant the highest sales volume in the history of the Barre granite industry.

1981 is “Barre’s Year” for other reasons. For example, there is an upbeat feeling among Barre manufacturers and quarriers about where we are going in our businesses, and there is a special confidence that our goals will be achieved. Our major goal, of course, is to continue to expand the sale of high quality memorials through retail monument dealers in the United States.

Leadership in the BGA has been strong during this year due to the excellent qualities of David Reid our BGA President and his Board of Trustees. Added to this was the election of John Buttura to the position of President to the American Monument Association. As you know, the AMA is our national association of quarriers and manufacturers.

Barre has another reason for saying that 1981 is “our year.” It is the outstanding popularity of “Barre Life” magazine. Your comments and letters make us very proud that “Barre Life” is so well received.

This year - 1981 - your BGA friends are producing a new sales aid to help you with your pre-need monument selling program. We think you will like it. You will read more about it in this issue of “Barre Life.”

We are already in the last quarter of the year 1981 and it is beginning to look as though the year 1982 will also be called “Barre’s year.”

_An Editorial by Milton V. Lyndes_
_BGA Executive Vice President_
TROW & HOLDEN

Tool Makers for the Granite Industry

More than half of all the hand-carved monuments in the United States were probably created with tools from Trow & Holden of South Main Street, Barre, Vermont.

"Where ever stone is cut or carved, with the exception of Europe, you will find our tools," says Jack Akley, President of the 92 year old firm. (Stone cutting tools are also made in Europe.)

Trow & Holden are makers of every type of stone cutting tool imaginable, and if they don't have it in stock, they will make it for you.

Nearly every retail monument dealer in the United States and Canada who does his own carving has tools from Trow & Holden.

Jack (his real name is Gordon) bought the firm in 1971 from Max Holden, son of William Holden, who took over from his father, Clark Holden at the turn of the century.

The big break in the granite cutting tool making business came in 1885 when William Holden invented the Barre Pneumatic carving tool. Pneumatic tools were a sensation. They could help a carver or a cutter to double or triple his output.

Four years later, Holden teamed up with John Trow, a local banker, incorporated their business, and subsequently moved to their present site in Barre. For nearly 100 years the firm has continued to make precision stone cutting tools.

Today, more than 300 different kinds of tools, in all shapes and sizes and styles are manufactured at Trow & Holden. Chisels alone come in 20 different types.

This company is one of the largest of its kind in the United States.

Their sales areas have steadily increased over the years to include shipments to regular customers throughout the world.

Saudi Arabia, Canada, Korea, New Zealand, Australia and South America are frequent destinations for Trow & Holden's products.
Lynn Johnson is bonding carbide tips to a steel shank with silver solder using the induction process. Heat, to melt the solder to bond the carbide tips to the steel shank, is induced by the copper coils.
Inter-Planetary Travel

Inter-Planetary travel could have been in the cards for special stainless steel chisels fabricated by the artisans of Trow & Holden.

"We were requested to make the chisels for the first lunar landing flight," said Norm Akley, Gordon's son and plant manager, "but we never were told if they indeed were used."

Besides supplying literally every cutting and carving tool in the Barre granite industry, special tools are being made for the construction of the Cathedral of St. John the Divine in New York City.

"We are making tools whose origins go back to the construction of the great cathedrals of Europe," Norm said.

"And we made special tools for the reconstruction of the famed London Bridge in Arizona."

Quality control is a tough test at Trow & Holden. "Our pneumatic tools are operated for eight consecutive hours before we think of putting them on the market," said Jack.

"And our chisels, hammers and shanks are frequently spot checked. Heat treating, tempering and forging the steel are most critical and we stay absolutely on top of the entire process."

Granite Cutting and Carving Tools

What kind of stone cutting tools are made at Trow & Holden?

A partial listing includes: pneumatic carving tools, hammers and surfacers, portable and stationary surfacers; carbide tipped tools for use with pneumatic carving and lettering tools and carbide tipped hand tools such as hand points, hand chisels, hand chippers and hand set or pitching tools, and regular steel hand tools.

"Drilling equipment is biggest in demand right now," says Jack, "so, of course, we are concentrating on making drilling tools."

Hand forged hammers including slab splitters, striking hammers and bull sets are also made at Trow & Holden. Plus stone splitting and deep-hole wedges and shims. (Some deep-hole wedges and shims measure 8 feet in length).

According to their catalog, "The Trow & Holden Company has manufactured the 'BARRE' stone working tools for over 85 years during which time nothing has been left undone to perfect them and to maintain their excellent quality.

"Long and critical use reveals in them the care which goes into every feature of their manufacture, and the exacting inspection accompanying their production by the most modern machinery and processes and labor of the highest skill."
Steel shanks must be tempered before carbide tips can be affixed. Tempering is accomplished in this heat-treating furnace that produces temperatures of 1500 degrees (F) and more.
Chisel repair is an important part of Trow & Holden’s service to manufacturers. Here Gary Bylow (left) reshapes a four-point chisel after being heated in the forge furnace.

Stanley Ainsworth, Sr., is forming the tip end of the steel shank in an early part of the process of making carbide-tipped chisels. The slot furnace, on the right heats the steel shank so it can be formed by the steady pounding of the trip hammer, on the left.

How It Was . . .

A personal remembrance concerning the early days of the Trow & Holden firm was recently offered by Glenn Sulham (father of Glenn Sulham, form BGA Manager of Member Services), of Bradenton, Florida. Mr. Sulham is 93 years old!

The senior Sulham, in a letter to Jack Akley, attested to his employment with the granite cutters’ tool making business at the turn of the century. He said, in part:

“In the forge room Free Celley had the big hammer, while Freddie Brown and Arthur Jordan had the small ones, Art Vaughn and striker Fred Turner had a forge for the big work, Bill Nelson was another blacksmith and Jack Gravlin did the sharpening and tempering of drills, hammers etc., as there was no automatic heating and tempering at that time a lot depended on the man.”

In another part of the letter, Mr. Sulham says, “...just try to please one of the old hand plug drillers if his hammer was not just right, they were drawn out a little longer than the regular hammer and had a small face, and had be hung perfectly balanced, and the driller would often scrape and file it handle down to almost a whip action.”

During his tenure with Trow & Holden, Mr. Sulham...“finished bush-hammers, ground hand hammers, worked spare on small trip hammers anything called upon to do.”

The highest quality in craftsmanship is not only evident in the fabrication of Barre granite memorials, but also in the manufacture of granite cutting tools.
INVESTING IN ENERGY CONSERVATION can save you money. That was the bottom-line message delivered recently to members of the Barre Granite Association by Ronald Allbee, President of Energy Solutions, Inc., of Barre. Addressing an energy conservation seminar sponsored by the BGA, Allbee used a hypothetical example to prove his point. "If the annual fuel oil bill is $45,000 and you decide to invest the same amount of money, $45,000, to save 30% of your heating bill and you borrow the money at 20% interest with a pay-off of two to three years, your savings, beginning in the third or fourth year, will be $16,300 per year. That is the amount of money you will not spend for fuel because you invested in energy conservation. That is the bottom line," Allbee said.

BUTTURA & SONS, INC., now have the exclusive rights in the United States for the manufacture of memorials and the distribution of Red Diamond granite saw blocks. The Red Diamond trade name is also registered with Buttura & Sons. Pictured with Red Diamond granite are, (left to right) Brent Buttura, Office Manager; John Buttura, Jr., Vice President; Leo (Fella) Buttura, Jr., Vice President; and John Buttura, Sr., President of the firm.
A NEW DIAMOND SAW AND EXPANDED FACILITIES are being added to the Houle-Guidici plant, as reported by Gene Houle, President of this well-known firm. The saw has a five-foot diamond blade, developed by plant personnel to meet the increasing demand for Barre granite memorials. The plant's shipping operations will be expanded by more than 33-hundred square feet with the completion of this new addition.

S.L. GARAND AND COMPANY OF MONTPELIER has saved 5,000 gallons of fuel oil in the past two years because of their energy conservation program. Rich Garand said, "Our heating oil use was cut back after more than 20,000 square feet insulation was put in our building. This included all our walls and the roof." He said a new roof was built over two inches of insulating styrofoam which had been laid on the old roof.

And, while they were weatherizing their plants, the Garands were also refurbishing the Everlasting manufacturing plant next door which they recently purchased. As seen in the photo, a monument display has been created while in the background monument storage area is being made. Granite slabs are stored in the further end of the plant. With the acquisition of the plant, Richard Garand said all of his firm's storage will now be located under cover instead of being exposed to the elements.
NEW EQUIPMENT was recently put on line at the Cook, Watkins and Patch manufacturing plant in Barre. Company President, David Reid said the new chipper and the two new guillotines will allow the firm to provide expanded services for its retail dealers.
World Famous Barre
Celebrates 45th Ann

For the past 45 years the world famous Barre Guild Trademark has been one of the most respected and widely known names in the granite monument business.

The Barre Guild Trademark was registered with the Federal Government on October 30, 1936.

The idea of Barre Guild Certified Memorials was conceived by member companies of the Barre Granite Association in order to assure a continued high standard of quality in the memorial products being produced in the Barre area.

They unanimously agreed to a concept that is unique, if not revolutionary in the American free enterprise system.

They agreed to guarantee the monuments manufactured by each other.

A set of high quality standards were drawn up and an independent inspection system was put in place. The now famous Barre Guild Trademark was then created and has been applied only to those Barre granite memorials that meet or exceed very rigid standards. Each monument is individually inspected.

It is an understatement to say that a company who guarantees a monument produced by another company is very unusual. But, that is exactly what has been happening for the past 45 years in the Barre Guild program.

According to the Barre Guild mandate, should a member company of the Barre Granite Association cease manufacturing operations for whatever reason, the guarantee issued by that company will continue to be enforced by the other members of the BGA. That is why the Barre Guild guarantee is known as a “Barre Guild Perpetual Warranty.” The warranty may also be assigned to the purchaser’s heirs in perpetuity.

Independent inspectors from the BGA office have the exclusive authority to approve a Barre Guild Trademark seal on a monument of a member company.

A retail monument dealer and ultimately the consumer is assured a very high level of quality in material and workmanship when the Barre Guild Trademark appears on a Barre granite monument.

Over the years the Barre Guild name has always been highly respected as a symbol of quality. Retail monument dealers and the buying public have increasingly accepted the Barre Guild Perpetual Warranty as the strongest monument guarantee in the industry.
e Guild Trademark
iversary

BARRE
GUILD
Henry Chase Honored at Retirement

Henry Chase, between James Kelley, Executive Vice President of Wells-Lamson Quarry (left) and Maurice Kelley, President and owner of Wells-Lamson Quarry, was honored recently at his retirement banquet.

Henry retired after 44 years in the granite industry. He was first employed at Jones Brothers in 1937. He was their maintenance foreman until he transferred to the Wells-Lamson Quarry in 1975 where he was their saw-plant manager until his retirement.

"FOR WHITHER THOU GOEST", the slogan of the Leader Dog School in Rochester, Michigan, graces this memorial to Mrs. Mary Alice Phillips and her Leader Dog, Yankee, a black Labrador retriever who died three weeks to the day after his mistress. Mrs. Phillips and Yankee had been constant companions for five years. This monument was prepared by Beck & Beck, Inc., for the Tipton Monument Company of Tipton, Indiana.

A SPECIAL PLAQUE, honoring the eight Americans who gave their lives in the attempted rescue of the American hostages at the U.S. Embassy in Iran, was prepared by the Rivard Granite Company for Plymouth Memorials of Morris Plains, New Jersey. Roger Rivard, President of the firm is shown here with the memorial that was ordered by a local civic organization to be placed in a special park.
AN UNUSUAL MONUMENT, manufactured by Rock of Ages Corporation was erected recently in a small central Florida cemetery to commemorate the lives of four Chinese children.

This monument, in the Lake Wales, Florida Cemetery has a one piece, 18-foot base to support individual markers.

According to their parents, the unusually long base is symbolic of "a wholeness" for the children — Vivian, 13; Vincent, 12; Wingfield, 10; and Winnie, 7 — who were killed in a violent truck-car crash a year ago. Custom Memorials of Winter Haven, Florida set the memorial with the assistance of Clyde R. Davidson, President of C.R. Davidson Company, Inc., South Ryegate, Vermont, who was vacationing in the area.

IN NORTHERN CLIMATES this is a reminder to fill Lewis holes after the granite pieces have been put in place. The holes should be filled with cement to prevent them filling with water and subsequently freezing. This could, in turn, crack the granite memorial. Cement, mortar or caulking compound will do the trick and save potential damage later on.

A NEW 16-HUNDRED SQUARE FOOT addition to the Lawson Granite Company plant will provide an extension of the crane-way and allow more space for new equipment, according to Albert Gherardi, Jr., President of the firm. Gherardi said the new equipment is designed to facilitate more efficient plant operations. He also said another adjacent building has been renovated to provide an additional 15-hundred square feet for his plant’s operations plus an anticipated show and display room.
A Montpelier, Vt., native, Louis Babic has been commended by the New Jersey State Legislature, Governor Brendan Byrne and other state officials for his selection as "The Man of the Year" by the Standard Breeders and Owners Association of New Jersey.

Babic, a prominent horseman in New Jersey and one of the prime movers in the establishment of the famed Meadowlands Sports Complex was, for many years, the leading Barre wholesale representative in the state of New Jersey.

His knowledge of the granite industry and his continued interest in the welfare of retail monument dealers has long been recognized by his state organization, the New Jersey Monument Builders.

Babic said his first interest in horseracing occurred in 1915 when, as a young lad, he watched harness races on the frozen water of the Winooski River in Montpelier. Years later he was to be the main force in bringing national recognition to harness racing in New Jersey.

This monument was created by Anderson-Friberg for Tri-Count Memorials of Uncasville, Connecticut to commemorate the life of young Kenny Wright who was the subject of a very poignant story in the March, 1981 issue of Sports Illustrated.
THE ANNUAL BARRE GRANITE ASSOCIATION OUTING, this year at the Lake Morey Inn, was another in a long line of success stories. The weather was perfect for a day of fishing and golfing competition.

Out on the links Carmen Beck and Sylvio Nativi each took honors for low gross while Bea Miles and Elgio Zorzi each received awards for low net.

In the fishing derby many prizes were handed out. Leo and “Fella” Buttura caught the most fish — 51 of ’em. Peter Quinlan caught the largest Pike (1 lb., 9 oz.); George Karnedy caught the largest Bass (2 lb., 1 oz.); Bobby Couture caught the largest Perch (five ounces); and Lucien Rouleau caught the largest Bullpout (1½ pounds).

Following late afternoon refreshments under perfect, clear skies, the more than 120 participants repaired to the dining tent set up on the front lawn for a superb shore dinner. After dessert, an evening of enjoyable conversation, companionship and dancing ensued in the Inn.
SATURDAY, JULY 9, 1881

We had the pleasure last Saturday of examining a bust cut in marble at the shop of Wetmore & Morse. It is to set in a niche in a granite monument. The monument is 33 feet high and seven feet square on the ground. The bust is life-size and cut from a photograph of a lady.

The advent of the pneumatic drill in the late 1800's increased the capacity of quarries to produce saw blocks from which monuments were manufactured. But, many men were still required to do considerable hand work in the quarries. This photo was taken at the Langdon Granite Company in 1893.

SATURDAY, JULY 23, 1881

John R. Bowman of Cuttingsville, Vermont has just finished a tomb at that place, built in memory of his wife and daughter. It is a copy of an Athenian temple and costs $75,000. At the entrance is a life-size statue of Mr. Bowman, and with-in the door of granite weighing six tons is the tomb of marble with busts of Mr. Bowman, his wife and child. Mirrors are set at the angles, and, but reflecting the statues give the effect of a long vista of galories. — Boston Journal. The granite work for the above was furnished by Wetmore & Morse of this village.
WEDNESDAY, MAY 16, 1883

Millstone Hill is unusually lively this spring and bids fair to remain so. White Bros., have just completed a granite statue, entitled “Remembrance.” It is eight feet high, and the work, which was done by Wm. Cole, would be hard to beat. This statue is to go to New York City. Mr. Cole is at work on one to go to Hartford, Conn., and there is still another on the order book. This shop is doing a good business. They have been running three polishing machines and are soon to put in three more.

WEDNESDAY, MAY 2, 1883

A monument has been shipped from the shop of Mssrs. Wetmore & Morse, the spire of which is 26 feet high. It is polished and with the pedestal and base is over 40 feet high. It goes to Cleveland, Ohio.

WEDNESDAY, MAY 30, 1883

The quarrying business has opened lively this spring and everything is just “booming.” White Brothers are getting out some fine stone from a new quarry, just below the old barn on the opposite side of the road. They are working 11 men, with Mr. R.I. Augier of Fitzwilliam, N.H., for foreman. They are also building a blacksmith shop near their quarry. The Barre Granite Company are making things lively at their quarry. They are working 14 men and are opening up some fine stone of a rich dark color. They are quarrying stone for Mssrs. Wilkinson & Day, who have taken stock in the company. We were told by one of the proprietors that the granite business in some parts of the country was somewhat depressed, but not so in Barre for every firm here increasing their force and the men were receiving good pay.

WEDNESDAY, MAY 10, 1882

Millstone Hill — It is reported that the total number of workmen on all the quarries of Millstone Hill is 75. It is thought the number may reach 100. A few guide boards are necessary to guide strangers to the different quarries.

Through most of the 1800’s Barre granite was extracted from the quarries by brute force. Many men were required to hold steel rods while other men alternately swung heavy sledgehammers to make wedge holes in the granite.
Richard Garand, President of S.L. Garand & Company of Montpelier, has been elected President of the Barre Guild Consolidation Service and Paul Rouleau of Rouleau Granite Company was elected Vice President. Directors are Raymond Stroutsos, Vice-President of Cook, Watkins & Patch; Gabriel LaCroix, President of LaCross Memorials, Inc.; Peter Friberg, Vice President of Anderson-Friberg Co.; and Wayne Pelkey of Rock of Ages Corporation. Other officers include John Salvador, Treasurer; Patricia Shepard, Assistant Treasurer and Robert Stewart, Manager of Member Services for the BGA as Secretary and General Manager.

In the photo, (left to right) are: John Salvador, Wayne Pelkey, Peter Friberg, Richard Garand, Robert Stewart, Ray Stroutsos and Paul Rouleau.
More than 60 years ago, beautiful Barre granite memorials were being shipped across the country from the Johnson & Gustafson Granite Manufacturing Plant (left) in Barre.

Today beautiful Barre granite memorials are still being shipped across the country from the same building — now known as the Barre Guild Freight Consolidation Terminal.

The Barre Granite Association purchased the former Johnson & Gustafson plant a dozen years ago and transformed it into one of the largest truck terminals in the granite industry.

Millions of pounds of finished Barre granite leave this building every year destined for memorial dealers in every part of the United States.
Introduction to Pre-Need

A NEW SALES AID FROM THE BGA

Selling monuments before need is an idea whose time has already arrived. The experts tell us that pre-need selling should be part of every retailer's sales program.

The Barre Granite Association has developed a kit for retail dealers who do not normally make pre-need sales and who would like to know more about it.

Let us state at the very beginning that there is no "best way" of selling monuments before need that applies to every retail monument dealer. The most effective pre-need program for your company is going to depend on these factors: 1) the nature of the area where you are making your sales 2) the existence of cemetery regulations or restrictions 3) the ability of you and your sales people to take a new approach in selling.

"Introduction to pre-need monument selling" is exactly what it says: Some basic guidelines to help you create your own selling approach. Actually, you must begin selling pre-need in order to develop your own program. Trial and error is essential to make progress in arriving at your most effective way of doing it.

What You Get and What It Costs

Because the Barre Granite Association is providing this material as a service to retailers, we are making it available at only $15, which is less than our cost for producing it. Here is what you get:

1. An attractive table top display binder with the words "Memorials Are For The Living" tastefully lettered on the cover.
2. An eight-page series of illustrations that will assist you in making your pre-need selling presentation. These fit the above binder.
3. A script outline to help you choose the appropriate words and ideas when you talk to your potential customers.
4. A 118 page booklet called "The More Objections The Better." This booklet is written to assist salespersons to sell cemetery property pre-need. However, it is a gold mine of help in selling monuments pre-need. It was written by Eric Marmorek, a management consultant in the monument and cemetery field.
5. The BGA booklet "What They Said About You" which is a summary of Barre's far reaching survey about the monument industry.
6. 25 copies of "Planning Now For Tomorrow," a booklet for mailing or giving to potential pre-need buyers, attorneys, trust officers, etc.
7. Copy of "Confidential Information and Personal Request Form" to be given to potential pre-need monument purchasers for the purpose of planning final arrangements and listing vital information necessary for the survivors to use in making those arrangements.

We Will Help Each Other

Your own personal experience in using this material will help us to make it better. In other words, you will be able to tell us what we can do to improve our pre-need selling materials in order for you to benefit in the long run. Any significant changes we make in the pre-need material listed above will be sent to you within a one year period without charge.

It Is Up To You

This pre-need kit from the BGA is an easy way to get started. It will help you walk before you run.

By that we mean it will help you to get organized to actually go out and make sales
Monument Selling

All of the material in the new BGA pre-need selling kit is illustrated here. This provides a salesperson with guidelines in developing a presentation to a prospective customer.

Becky Spooner of the BGA office demonstrates the table top display binder which contains a series of 8 illustrations used in making a pre-need presentation. Made of high quality vinyl, this binder can be used to organize other pre-need material including designs for showing to a customer during the presentation.

presentations. Later on you may utilize part of our material and develop your own approach that would be more effective.

If you would like the kit we have described above, send your check for $15.00 to the Barre Granite Association, Box 481, Barre, Vermont 05641.
Cremation Gardens

EVERGREEN CEMETERY, PORTLAND, MAINE

When Superintendent Frank Cofran began to develop this area for traditional in-ground burials, he found a large ledge area. He then decided to use this section as a cremation garden.

The plan shown here allows the option for urns to be placed in a columbarium, in the ground with a flat marker or an upright tablet memorial.
This columbarium, (left), set in Evergreen Cemetery, in Portland, Maine, for cremated remains provides a dozen crypts for 24 urns.
NEW MEMORIAL PRODUCTS FROM BARRE—

The Unicraft Columbarium

A columbarium is a memorial container for cremation ashes. Although columbaria have been used in cemeteries for many years, very few have been made of granite.

Recognizing the superior qualities of granite for a columbarium, the Rock of Ages Corporation has developed many attractive and practical designs for this kind of memorial.

Families recognize the personal importance of a memorial to hold cremated remains. The peace of mind as well as family respect creates a desire for a memorial rather than the scattering of cremated remains.

The designs shown here were developed by the Rock of Ages Corporation and its Unicraft Division. The designs are versatile enough to fit
any cemetery terrain or park theme. They of course, are made entirely of granite whose ability to withstand the discoloring effects of the weather are well-known to cemeterians and retail monument dealers.

These innovative and attractive Rock of Ages designs are available in sizes from single up to 100 or more niches.
Gentlemen:

Please mail (10) copies 8½ x 11 also (10) copies of the hand card size. I wish to thank you for receiving Barre Life and also the 1981 calendar.

"THIS IS A CEMETERY" by Mrs. Mary Lou Brannon is a very lovely Essay and she did a wonderful writing.

Very truly yours,
William E. Kichline, Pres.
UNION CHURCH AND CEMETERY ASSN.
Easton, Pennsylvania

Dear Sirs:

I would like to request a copy of "Selling Monuments at Retail" which I saw in your Spring 1981 Barre Life. Thank you for making this available.

I enjoyed the article about the Joseph Smith Monument that was erected there in Vermont. That was a Herculean task for that time.

I always enjoy Barre Life and the splendid articles you select. Keep up the good work.

Sincerely,
John H. Owen, Jr.
STAR MONUMENT COMPANY
Algona, Iowa

Dear Milt:

It certainly was a pleasant surprise to see the new HYDRASPLIT Diamond Saw on the cover of BARRE LIFE. The additional photographs and comments inside do a good job of presenting both machines and the owners.

There is no way that I can adequately express our thanks and appreciation. Through 15 years of service to Barre Granite Association firms and the monument industry, we've had countless pleasant experiences. This issue of BARRE LIFE is certainly one of the best.

Thank you Milt and all the Barre Granite Association members for your thoughtfulness. Regards and best wishes.

Sincerely,
Thomas L. Schlough, President
PARK TOOL COMPANY
St. Cloud, Minnesota

Thank you Milt, for the additional calendars. One of our young employees (20 years old) took the calendar home to show his parents. We will let him keep that calendar. This is good advertising from his home.

Again, you, the BGA and Association are commended for this calendar.

Thank you,
Betty A. Stillwell
STILLWELL MONUMENT SALES
Frankfort, Indiana

Dear Sir:

We are writing to ask for two copies of "Selling Monuments At Retail" and would also like two copies of "This is a Cemetery" the 8½x11" format.

Our enjoyment of the Barre Life never ends. Each issue is a pleasure to receive.

Thank You,
Daniel D. Wright
FI GER LAKES MEMORIAL CO.
Branchport, New York

Dear Mr. Lyndes,

All the library staff join me in thanking you and the Barre Granite Association for your gift of the A.B. Dick mimeograph machine and supplies. We will now be able to do a great deal more than just the monthly list of new books, and I couldn’t be more pleased—this was a gift which was truly needed. We will be using it very often.

I'm also very happy that you continue to be interested in the welfare of our growing library.

Fondly,
Ernest A. Drown, Librarian
ALDRICH PUBLIC LIBRARY
Barre, Vermont
MEMORIAL DESIGNS
From Barre — the Memorial Art Center of the World

Memorials manufactured in Barre, Vermont have that special quality that is easily recognized in any cemetery.

These photographs of Barre memorials are presented as a service to retail monument dealers and their customers.

CATELLO V. DICAPUA
1919 † 1979

Produced by the Anderson-Friberg Company in Select Barre Granite.
The epitaph reads "We Love You."
Produced by the Rouleau Granite Company in Select Barre Granite.
Produced by Maurice Memorials in Select Barre Granite.
The 4th Annual Barre Ethnic Festival was an unqualified success.

Attracting more than 30,000 people to the day and a half celebration, downtown Barre was transformed into one gigantic mall filled to overflowing with food and craft booths representing many ethnic heritages found here in the Granite Center of the World.

It all began around the turn of the century, a short 80 to 90 years ago.

They came by the hundreds.
They came to Barre to do what they did best — quarry and carve granite.

The Scots were the first to arrive, followed in short order by the Italians, Scandinavians and artisans from Spain, Switzerland, Austria, Germany and Canada.

Experts in their own fields — quarriers, stone cutters, sculptors and master craftsmen — they all came to begin a new life in a new land, in a new industry in a new country.

They multiplied and integrated, but they kept their heritage and today we are the beneficiaries of that heritage.

The legacy of hard work, beautiful creations, honesty and integrity is deeply rooted in the Barre granite industry. This legacy will continue for as long as there will ever be a Barre granite industry and that is destined to be for all time!

IN THE PARADE

An Italian party with plenty of wine and music....

Carefree joy expressed in Scottish country dancing....

Hail the Spanish camaraderie....
Some of the thousands of participants who thronged to Barre to enjoy the 4th Annual Ethnic Heritage Festival.

An exhibit of carving and cutting in Barre granite attracts attentive onlookers in the morning mist as a television camera (left) captures the event for the evening news.
VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION

ADAMS GRANITE CO.
Lewis St. (Elgio Zorzi) 802-476-5281
ANDERSON-FRIBERG CO.
Willey St. (Melvin Friberg) 802-476-7021
BECK & BECK, INC.
Center St. (Norman Beck) 802-476-3179
BUTTURA & SONS, INC.
Boynton St. (John Buttura Sr.) 802-476-6646
CELENTE & BIANCHI
Willey St. (Elda Bianchi) 802-476-4463
CETRANGOLO FINISHING WORKS
Northfield (Nick Cetrangolo) 802-485-5711
CHIOLDI GRANITE CORP.
S. Front St. (John Mattson) 802-476-3661
COLOMBO GRANITE CO.
Boynton St. (Bob Colombo) 802-476-7061
COOK, WATKINS & PATCH CO.
Blackwell St. (David Reid) 802-476-4175
C.R. DAVIDSON CO. INC.
(Clyde Davidson) 802-548-3591
DESIERTS GRANITE CO.
Barre St. (Vic Roselli) 802-223-2111
FAMILY MEMORIALS, INC.
Burnham’s Meadow (Robert Couture) 802-476-7831
S.L. GARAND & CO.
Pioneer (Richard Garand) 802-223-2301
GREENARSON & LANE CO.
Burnham’s Meadow (Lloyd Grearson) 802-476-7102
HOULE-GIUDICI CO.
S. Front St. (Gene Houle) 802-476-3621
LaCROSS MEMORIALS, INC.
Boynton St. (Gabriel LaCroix) 802-479-2526
LAWSON GRANITE CO.
Quarry St. (Albert Gherardi Jr.) 802-476-3541
MAURICE MEMORIALS, INC.
Granite St. (Leo Maurice) 802-476-3742
MONTPELIER GRANITE WORKS
Granite St. (Joe Mureta) 802-223-2581
NATIVI & SON, INC.
Center St. (Silvio Nativi) 802-476-7101
NORTH BARRE GRANITE CO.
Railroad St. (Jules Chatot) 802-476-6624
PEERLESS GRANITE CO.
Willey St. (Donald Fontana) 802-476-3061
RIVARD GRANITE CO.
Mill St. (Robert Rivard) 802-476-3542
ROCK OF AGES CORP.
Graniteville (Jay Slaybaugh) 802-476-3115
ROULEAU GRANITE CO.
Metro Center (Lucien Rouleau) 802-476-6636
SOUTH BARRE GRANITE CO.
Circle St. (Stuart Abbiati) 802-476-8521
THURBER GRANITE CO.
Circle St. (Paul Savard) 802-479-9622
WELLS LAMSON QUARRY
Websterville (James Kelley) 802-476-7463