The Real Meaning of Memorialization

We believe a person’s life should be memorialized with an upright granite monument. We also believe every person should be memorialized because they lived, not because they died.

Amid the noise and bustle of downtown Honolulu traffic, and the hubbub of activity surrounding the Hawaiian State House, the Iolani Palace, the summer home of King Kamehameha, and next to the first mission in Hawaii, is a small, secluded little cemetery.

There, isolated from the frantic pace of today, is Missionary Cemetery, whose century-old monuments mark the lives of several missionaries who were among the first to carve the future of our 50th state.

Sheltered behind the high shrubbery and under the soft shade trees, are upright monuments erected because someone lived. While we may believe that to be a routine event, consider for a moment that scores of these monuments were erected for people who are buried thousands of miles away from Hawaii.

As an example, amid the stillness of the intimate Missionary Cemetery is a monument with the following inscription:

LUTHER LEWIS GULICK
1828 - 1891
BURIED SPRINGFIELD MASS
LOUISA LEWIS GULICK
1830 - 1894
BURIED KOBE JAPAN
FORTY YEARS MISSIONARIES
IN MICRONESIA
HAWAII JAPAN CHINA
And perhaps to give accent to the purpose of memorialization: the recognition of a life no matter the location of the remains, is a monument tucked into a soft, quiet corner of the cemetery with the inscription:

To the Memory of
Henry Northrup Castle
Born Honolulu August 22, 1862
and
Helen Dorothy Frida Castle
his daughter
Born Honolulu June 10, 1890
Lost on the S.S. Elbe in the German Ocean
January 30, 1895

And, there are several other monuments in this glen of peace and tranquility: all erected to the lives of people who were so influential in the lives of others that they are memorialized even though they are buried thousands of miles away from their monuments.

We believe that to be the perfect example of memorialization.
Vermont's 77th Chief Executive Richard A. Snelling, died unexpectedly of a heart attack at his home in Shelburne, Vt., on August 13, just four days before the State was to celebrate its 200th Birthday Party on the Statehouse lawn in Montpelier. The Governor was scheduled to kick off the party by leading the crowd in a sing-a-long of "Happy Birthday." The Bicentennial celebration went on as scheduled but was dedicated to the Governor.

The 64-year-old Republican Governor had just begun his fifth term in office — he served as Vermont's Governor from 1976 to 1984 — and succeeded Democratic Governor Madeleine Kunin, who served from 1984 to 1990. Vermont's Lieutenant Governor Howard Dean, a Democrat, was sworn in as the State's 78th Governor.

Snelling's political career began in earnest in 1958 when he was elected to the Vermont House. He remained active in politics, running unsuccessfully for Lieutenant Governor in 1964 and for Governor in 1966. In November 1976, he won what would become the first of four consecutive terms as Governor. In 1984, he was elected head of the National Governor's Association and was voted most popular politician in the State when he left office, according to a newspaper poll.

Over the years, Governor Snelling did his part to promote and support the Barre granite industry. In 1980, he presented Clyde Davidson, founder of BGA member-firm C.R. Davidson Company, Inc., with a plaque commemorating the South Ryegate, Vt., firm's 50th anniversary. He was on hand at BGA member-firm Granite Industries of Vermont of Barre, Vt., in 1982 (pictured here with GIV's then-Treasurer Silvio Nativi) to observe and comment upon the industry's advancement in equipment and technology. Shortly after Snelling's inauguration last fall, Kurt Swenson, then-President of the Barre Granite Association and President of BGA member-firm Rock of Ages Corporation of Barre, Vt., presented the Governor with the beautiful Barre Gray granite nameplate (shown above), crafted by BGA member-firm North Barre Granite Company of Barre, Vt.

Governor Snelling will be missed by all.
BICENTENNIAL CELEBRATIONS:

(Clockwise starting below) Vermont’s late Governor Richard A. Snelling and his wife, Barbara, wave to the crowd during Barre City’s Bicentennial Parade held July 20, 1991. Guesstimators try their luck at winning $100, courtesy of the Barre Granite Association; guesses ranged from an astonishing 1,000,000,000 pounds to a meager 7,000 pounds. The winner, Charlie Martin of BGA associate member-firm Miles Supply Company, Inc. of Barre, Vt., collects his prize money from BGA President Peter Friberg, Vice President of Anderson-Friberg Company, Inc. of Barre, Vt. Charlie’s guess, 56,485 pounds was only 615 pounds short of the block’s actual weight of 57,000 pounds. Jake Colgan, President of BGA member-firm Granite Importers, Inc. of Barre, Vt., at the wheel of the rig his firm provided, along with the block of Barre Gray granite.

Barre Life, Fall 1991
THE GRANITE CENTER OF THE WORLD

Barre Life, Fall 1991
(Clockwise from above) The ubiquitous Vermont Bicentennial logo turns up on coffee cups. This logo was featured on the summer issue of Barre Life! "The Joint Chiefs of Bluegrass," a local bluegrass group, entertains the crowd on the Statehouse lawn during the daylong "Bicentennial Birthday Bash" held August 17, 1991, which featured historical exhibits, games, demonstrations and music. A family pauses to take in the beauty of the brightly festooned Vermont Statehouse, which was the first major contract for the fledgling Barre granite industry.
(Clockwise from right) Senator Patrick Leahy, a Montpelier native, addresses a crowd of about 100 people at the August 17, 1991, dedication ceremony of Montpelier's time capsule at Kellogg-Hubbard Library. The time capsule, to be opened in 2091, contains documents, photographs, articles and memorabilia depicting life in Montpelier in 1991. Looking on are Montpelier Mayor Ann Cummings and Paul Guare, Chairman of the Time Capsule Committee. (From left) Rich Garand, S.L. Garand & Company; Kellogg-Hubbard Library Trustee and Vice President Connie Rowell, Rock of Ages Corporation; Committee members Janet Nielsen and Jane Lendway; Michelle Mureta, Montpelier Granite Works; Senator Leahy; and Dan Roselli, Desilets Granite Company pause during the dedication of the steeled Barre Gray granite bench (inset) donated by the four BGA member-firms. A detail of the bench: a sandblast-carved logo.
Mike Moore, well-known sales instructor and owner of Virginia Monument Company, Marion, Va., delivers his successful sales workshop, which was sponsored by the BGA. This year's annual meeting—one of the best-attended for this group in recent years—attracted some 50 people from 18 monument retailer firms and representatives from Anderson-Friberg Co., C.R. Davidson Co., and Granite Industries of Vermont, BGA member-firms.

New England Cemetery Association
June 25-28, Fairlee, Vermont

(Left) Eugene Brusetti, Chief Designer at BGA member-firm Rock of Ages Corporation, describes the famous Brusa monument at Hope Cemetery. Erected in the early 1930s, the monument symbolizes silicosis—the once-deadly, industry-related respiratory disease since eradicated with the advent of modern ventilation systems. (Above) The beautiful Vanetti mausoleum attracts the attention of members of the New England Cemetery Association who ventured to Barre during the association's annual meeting at the Lake Morey Inn.
The Milwaukee Skyline welcomed nearly 50 retailers from across the country who attended the annual sales/management seminar sponsored by the Monument Industry Education Foundation. The meeting featured speakers on several issues, including monument design, difficult customers, and personnel-hiring procedures.

Wes Jenkins, Anchor Continental, presents "Blasting Wood, Glass and Other Things," a sandblasting workshop held at Milwaukee Memorial Company.

Donald Ward, President of Grever & Ward, speaks about the benefits of effective cemetery planning. The Barre Granite Association sponsored Mr. Ward's presentation.

Milwaukee Memorial Company's Kent Brown demonstrates his polishing skills during his workshop, "Polishing Nicks, Scratches and Margins."
Now on line at BGA member-firm Riverton Memorial, Inc., is this new single-head polisher built especially for the Riverton, Vt., granite manufacturing firm by Ducharme's Machine Shop of Graniteville, Vt., the BGA's newest associate member-firm. According to Riverton Memorial, Inc.'s Jackie Miller, the polisher, which is mounted on 43 feet of track, can accommodate a slab eight feet wide and can be operated automatically with a scanning device or manually by using magnets.

Since 1964, Riverton Memorial, Inc., has been manufacturing memorials in a variety of granites—from slants and heart-shaped markers to duplicate and shell-rock monuments.

Buttura & Sons, Inc.
Law Protects Unitary Slant

Barre manufacturers, over the years, have taken many precautions to protect their monument designs.

BGA member-firm Buttura & Sons, Inc. of Barre, Vt., took this protection one step further, however, when it patented its Unitary Slant. "As with any patent, it is protected under United States patent law," says John Buttura. "Only authorized Buttura & Sons, Inc., dealers can sell the Unitary Slant."

The Unitary Slant, like this 3-0 x 1-0 x 1-10 Red Diamond granite design manufactured for Wolfe Granite Works of Sussex, N.J., is crafted from a single piece of granite and incorporates slant and base. John notes that all Unitary Slants are engraved with the company's name and the patent number. He has asked if anyone recognizes a Unitary Slant that does not bear the appropriate markings, to please contact him.
Montpelier Granite Works
Keeping It In The Family

"To many of our retailers, the word 'Family' is important. They know that we are willing to go that extra mile to please them," says Michelle Mureta, 23-year-old daughter of Montpelier Granite Works president Joe Mureta.

Those sentiments are echoed by Joe: Michelle, the company's new Estimator and Sales/Customer Service Representative, is the latest member of the Mureta family to enter the Montpelier, Vt.-based, BGA member-firm. She joins her sister Lynda, Bookkeeper/Secretary, and brothers, Doug, Vice President of Production and Dan, Vice President of Sales.

Michelle brings with her experience in banking and insurance where she mastered her customer service skills. "I was hired for my enthusiasm for sales," she says. Michelle's creed is simple: "The customer is always the most important person."

Her responsibilities include prospecting new clients, processing orders and keeping track of shop cards.

"Like my brothers and sisters, I always wanted to join the team and work for my father. I have a great interest in the business and look forward to growing with the company." □

Granite Industries of Vermont
A Blockbuster Of A Saw

BGA member-firm Granite Industries of Vermont, Barre, Vt., recently added a new 3 1/2-meter stationary, single-blade, diamond-tipped block saw (and a new addition to house it) to its production line. The stationary saw differs from the gantry type in that it is the bed and not the saw that moves between cuts. The computer-driven saw—capable of sawing a granite block measuring 16-feet long by 5-feet tall and weighing up to 35 tons—was built especially for Granite Industries of Vermont by the BGA's newest associate member-firm, Ducharme's Machine Shop of Graniteville, Vt. □

(From left) Glenn Atherton, Vice President, and Jeff Martell, President, of Granite Industries of Vermont, Wolfgang Noetzole of BGA associate member-firm Budiam America Diamond Tools, Inc., and Pierre Ducharme of Ducharme's Machine Shop gather for a group shot during the saw's christening held in June.
Albert Gherardi 1907 - 1991

Albert "Bert" Gherardi, 84, died July 9, 1991, at his home in Barre, Vt.

Mr. Gherardi was born in Pievapelago, Italy, on April 28, 1907. During his childhood, his family moved to Barre, where he attended elementary schools and graduated from Spaulding High School in 1925.

He married Eleonora Bianchi in Montpelier on July 12, 1927.

In earlier years, he worked as a memorial draftsman and later combined efforts with Alex Lawson in the Lawson Granite Co. He became the sole owner of this BGA member-firm and was its President for many years. He was elected to the Barre Granite Association Board of Trustees in 1946 and served as its President in 1949.

Contributions in his memory may be made to the American Heart Association, Vermont Affiliate, P.O. Box 485, Williston, Vt. 05495; to the Central Vermont Home Health Agency, or to the CVHHA Hospice Program, 217 Barre-Montpelier Road, Barre, Vt. 05641.

Desilets Granite Company, Inc.
A New Look, A New Computer

BGA member-firm Desilets Granite Company of Montpelier, Vt., continues its tradition of upgrading and streamlining operations by installing a new computer system to its front office. The system was installed in February and incorporates and simplifies payroll, accounts receivable/accounts payable, general ledger, shop cards, estimating, order entry and invoicing functions, according to Val Currier, Administrative Assistant.

The 101-year-old Montpelier granite manufacturer has undergone many improvements to its plant and office over the years. This summer, the front office was remodeled and new furniture added to accommodate the new computer.

Desilets Granite Company, owned and operated by the Roselli Family, is a noted designer and manufacturer of fine cemetery memorials, long known for its carving and statuary, as well as monuments in Barre Gray and a variety of colored granites.

Desilets Granite Company Vice-President Vic Roselli gives Administrative Assistant Val Currier his sign of approval for the firm's new computer system, which has streamlined front-office operations.
BGA Education Workshop Series Presents
Charlie Mouser at MBNA 1992 Convention

As part of its new Education Workshop Series, the Barre Granite Association is pleased to present international advertising and marketing consultant Charles “Charlie” Mouser at the MBNA’s National Convention, February 2-5, 1992, in Tampa, Fla. He is scheduled to speak Sunday morning, February 2, 1992, from 8 a.m. to 11:45 a.m., immediately preceding the Convention’s ribbon-cutting ceremony.

Over the past several years, Charlie has inspired nearly a half-million seminar attendees throughout the United States and Canada. His engagements include the Monument Builders of Pennsylvania 1989 Convention in Tamiment, Pa., and the 1989 New England Monument Dealers Association Convention in Springfield, Mass.—both of which were funded by the member-firms of the Barre Granite Association.

Charlie has been referred to as “a walking encyclopedia of advertising and retailing” and is the founder of the renowned MOUSE REPORT found in many newspaper advertising libraries. He has been voted “Number One Motivator and Enthusiast for Local Business” by the Association of Newspapers in the United States and has vast experience as an ad agency director, in newspaper and outdoor advertising and in sales training and motivation.

Maurice Memorials, Inc.
Meet Two Telemarketers Extraordinaire

Shirley Beadoin
Shirley Beadoin, Sales Representative/Telemarketer at BGA member-firm Maurice Memorials, Inc. of Barre, Vt., doesn’t mince words when asked what it is she sells, “Quality and service.”

Shirley emphasizes quality and service to her customers—and she delivers. Because Maurice Memorials, Inc., is a family-owned business, she is personally able to oversee several aspects of her customers’ orders, such as checking fullsizes and looking at the quality of the stone her customers will receive. Shirley joined the firm in June 1990 and brings with her nearly 20 years’ experience in the granite industry. Her first job in the industry was in 1972, as typist/bookkeeper at the old Bilodeau-Barre, Inc., granite manufacturing firm (a former BGA member-firm).

Rich Tousignant
“In order to be successful, you’ve got to be accountable,” says Rich Tousignant, new Sales Representative/Telemarketer at BGA member-firm Maurice Memorials, Inc. of Barre, Vt., “When I tell a customer I’ll call back, I’ll do it—within an hour. People appreciate that.”

Rich, who joined Maurice Memorials, Inc., this past June, has been in the granite business since 1984. For five years he operated his own architectural granite retail and wholesale shop.

He says his approach to telemarketing is low-key. “I try to keep people up to date,” he says. “I also take care of them. If there’s a problem, I want them to come to me. My goal is that when somebody needs a stone, they think of me.”
GRANITE INDUSTRIES OF VERMONT

A hand-carved eagle stands guard atop this all-steeled Medium Barre Gray granite sign/veterans memorial manufactured by BGA member-firm GRANITE INDUSTRIES OF VERMONT of Barre, Vt., for Franklin Granite Works of Franklin, Pa. The piece, located in Mount Tabor Cemetery in Ringold, Pa., has an overall height of 8-2, including the eagle, and is 8-0 long. This GRANITE INDUSTRIES OF VERMONT monument captured “Dealers Choice” honors in the Monument Builders of Pennsylvania 1991 Brag Board competition held during the group’s June convention in Clark, Pa.
BGA member-firm **ROCK OF AGES CORPORATION** of Barre, Vt., manufactured this all-Memocraft Sealmark Blue Gray memorial for Bob and Betty White, former owners of the Des Moines-Winterset Monument Company of Des Moines, Iowa. The two 3-4 x 1-0 x 2-5 wings are lettered on both faces and flank the 3-6 x 0-10 x 7-2 center tablet, which features a full-length Good Shepherd figure on the front and sandblast carving on the rear. BGA associate member **Alcide Fantoni** was the sculptor for this beautiful pre-need family memorial, which rests on an 11-6 x 1-6 x 0-10 base with a 2½" margin, balance rock-pitched. Designed by Bob White, the memorial is on the family lot in Winterset City Cemetery, Winterset, Iowa.
The raised-shaped tree and lettering highlight this unique Medium Barre Gray granite monument manufactured by BGA member-firm **Houle-Giudici Company** of Barre, Vt., from a design by John Wittgen of Hillside Memorials, Peekskill, N.Y. The 3-6 x 0-8 x 2-2 tablet combines steeled and rock-pitched finishes and is set on a 4-6 x 1-2 x 0-10 base with a steeled top and bevel; balance is rock-pitched. This impressive **Houle-Giudici Company** monument is located in Sleepy Hollow Cemetery, Tarrytown, N.Y.
BGA member-firm MONTPELIER GRANITE WORKS of Montpelier, Vt., manufactured this special Jet Black granite memorial from a design by Karen Parker of East Montpelier. The 3-0 x 0-8 x 2-4 all-polished tablet is set on a 3-10 x 1-2 x 0-8 base with a 2” polished margin. Etching is by Bill Kindestin. The monument is located at the Montpelier Center Cemetery.
BGA member-firm LAWSON GRANITE COMPANY of Barre, Vt., manufactured this all-steeled Best Light Barre Gray granite monument that features a hand-carved Celtic cross raised 1½” in full relief and hand-carved roses. The center tablet measures 3-6 x 1-0 x 9-2 and is flanked by two 5-0 x 1-4 x 3-6 wings. The base measures 5-6 x 1-4 x 0-10. Joseph Polchinski Company, Hawthorne, N.Y., is the memorialist.
COUTURE GRANITE COMPANY, INC.

This striking monument of Ebony Mist granite was crafted by BGA member-firm COUTURE GRANITE COMPANY, INC. of Barre, Vt., for W.F. Benedict & Son, Inc., of Middletown, NY. The front, top and back of the 4-0 x 0-8 x 2-6 tablet are polished; balance is rock-pitched. The polished-top base measures 6-0 x 1-2 x 1-0; balance is rock-pitched.
BGA member-firm PEPIN GRANITE COMPANY, INC., of Barre, Vt., furnished this beautiful Medium Barre Gray granite monument for Moll Monumental Crafts of Hellertown, Pa. The 4-2 x 0-10 x 4-0 polished tablet features a 3-foot-tall Sacred Heart in a 3” relief with full-round on head and shape-carved ornamentation. The 6-6 x 1-6 x 1-0 polished-top base has a polished bevel on three sides with a steeled back; balance is rock-pitched.
Beautiful shape-carved roses adorn this Canadian Pink granite monument manufactured by BGA member-firm RIVARD GRANITE COMPANY of Barre, Vt., and featured at the 1990 MBNA Convention in Boston. The 4-0 x 0-8 x 2-0 tablet is polished front and back, with balance steeled, and is set upon a 4-6 x 1-2 x 0-8 polished-top base, with balance rock-pitched.
This highly personalized pre-need Barre Gray granite monument was manufactured by BGA member-firm FAMILY MEMORIALS, INC. of Barre, Vt. The all-steeled 6-0 x 0-10 x 3-4 tablet features a sandblast-carved grapeleaf design on its straight top and on its front, which also bears the family crest and name (using the Spanish tradition of including the wife's maiden name after the husband's). On each end are sandblast-carved emblems of personal significance. The 7-6 x 1-4 x 0-10 base has a steeled drop wash, 2″ dusted margin, and balance rock-pitched. This FAMILY MEMORIALS, INC., monument is located in St. Sylvester's Cemetery, Graniteville, Vt.
A life-sized, hand-carved bust of the customer highlights this Jet Black pre-need granite monument crafted by BGA member-firm LACROSS MEMORIALS, INC. of Barre, Vt., for Franklin Granite Works of Franklin, Pa. The 6-0 x 0-10 x 4-0 polished-and-etched tablet is set upon a 7-6 x 1-4 x 0-10 polished-top base with 5" margin and rock-pitched balance. The LACROSS MEMORIALS, INC., monument was voted "Most Unique" during the Monument Builders of Pennsylvania 1991 Brag Board competition.
This sleek, pre-need Barre Gray granite monument was crafted by BGA member firm BUTTURA & SONS, INC. of Barre, Vt. The 6-0 x 0-10 x 2-10 all-steeled tablet features shape-carved floral ornamentation and is set upon a 7-0 x 1-4 x 0-10 all-steeled base. This beautiful BUTTURA & SONS, INC., monument is located in Berlin Cemetery, Berlin, Vt.
MAURICE MEMORIALS, INC.

BGA member-firm MAURICE MEMORIALS, INC. of Barre, Vt., crafted this Jet Black granite monument for Gate City Monument, Nashua, N.H. The 3-0 x 0-8 x 5-0 all-polished center tablet is flanked by two 1-8 x 0-6 x 3-0 all-polished wings and is set on an 8-0 x 1-2 x 0-8 polish-top base with balance rock-pitched.
FOR GOD LOVED THE WORLD SO MUCH THAT HE GAVE HIS ONLY SON SO THAT ANYONE WHO BELIEVES IN HIM SHALL NOT PERISH BUT HAVE ETERNAL LIFE.

IN MEMORY OF
LOUIS, THEODORE AND VINCENT SENCUK
ANN SENCUK WHITE AND EDWARD WHITE
WILLIAM, JAMES, MARVIN, JEROME, VICTOR, SAVILE, AND LAWRENCE MILLER
BORN IN 1861—DIED 1931

SO THEY HAD HIM AT LAST, AND HE WAS TAKEN OUT OF THE CITY CARRYING HIS CROSS TO THE PLACE KNOWN AS THE "SKULL" IN HEBREW "GOLGOTHA.

ANDERSON-FRIBERG COMPANY, INC.

IN MEMORIAM

IN THE VALLEY BELOW
BETWEEN SEPTEMBER 7 AND 11, 1857
A COMPANY OF MORE THAN 120 ARKANSAS EMIGRANTS
LED BY CAPT. JOHN T. BAKER AND CAPT. ALEXANDER FANCHER
WAS ATTACKED WHILE ON ROUTE TO CALIFORNIA.
THIS EVENT IS KNOWN IN HISTORY AS THE
MOUNTAIN MEADOWS MASSACRE.

S. L. GARAND & COMPANY

The victims of the Mountain Meadows Massacre, an event in Utah's history that had remained a controversy since it occurred in 1857, have been memorialized and the true story of their fate carved in forty feet of stone. The 40-0 x 6-0 x 0-6 all-steeled Barre Gray granite monument manufactured by S. L. GARAND & COMPANY of Montpelier, Vt., is located above the valley where more than 120 members of a California-bound wagon train were killed during a three-day siege. Walker Monument Company of Orem, Utah is the memorialist.
This towering all-steeled Barre Gray granite Celtic cross, located at Iona College in New Rochelle, N.Y., was manufactured by BGA member-firm DESILETS GRANITE COMPANY of Montpelier, Vt. The 3-6 x 1-0 x 10-0 cross features extraordinary hand carving and shape carving. Cross and 2-6 x 2-6 x 3-6 pedestal are set on a 3-0 x 3-0 x 0-10 steeled-top base with rock-pitched balance. Two all-steeled Barre Gray granite benches complement this DESILETS GRANITE COMPANY masterpiece, which was designed by Mr. & Mrs. Otello Guarducci.
RIVERTON MEMORIAL, INC.

BGA member-firm RIVERTON MEMORIAL, INC. of Northfield Falls, Vt., donated this impressive Barre Gray granite memorial to the community-built Northfield (Vt.) Memorial Playground this past June. The 3-0 x 1-0 x 4-0 memorial has a steeled front with balance shellrock-pitched. Sandblasting was provided by BGA associate member-firm TOSI CUSTOM SANDBLAST of Barre, Vt. The RIVERTON MEMORIAL, INC., monument was set by Valley Memorials, Northfield, Vt.
For decades, the graves of between 20-30 residents of the Vermont State Hospital in Waterbury, Vt., lay hidden and ignored. Their wooden crosses had since vanished; dense brush reclaimed the site. On August 9, the 100th anniversary of the Hospital’s founding, some 40 people, including the Reverend Louis Logue, full-time chaplain at Vermont State Hospital, gathered to honor those former residents during a memorial service that included the dedication of a Barre Gray granite monument and four marking posts crafted and donated by BGA member-firm COLOMBO GRANITE COMPANY of Barre, Vt.
With this year's $2,500 monument cleaning grant from the Barre Granite Association to the Cemetery Commission, more than 30 Barre Gray granite monuments and their foot markers at Hope Cemetery, including all those in the Colonial Section, have been restored to their original beauty—all with the BGA's environmentally sound, pressurized-water and mild-detergent technique.

The grant was established by the BGA in 1990 to be used by the Barre Cemetery Commission for cleaning Barre granite monuments. Last year, some 80 monuments and their foot markers were cleaned at Hope Cemetery. In years to come, the BGA plans to extend the cleaning program to include monuments throughout Hope Cemetery and those in Elmwood, St. Monica's, Maplewood, Wilson and St. Sylvester's Cemeteries.

The geological composition of Barre Gray granite sets it substantially above other gray granites in several respects, including its unique ability to withstand the ravages of time and the elements. Many of the monuments cleaned this year were set in the early 1960s.
Rouleau Granite Company: Father Fernand Couture, St. Augustine’s Catholic Church in Montpelier, Vt., displays his one-of-a-kind polished Barre Gray granite chalice manufactured by BGA member-firm Rouleau Granite Company of Barre, Vt. (assisted by BGA member-firm Granite Importers, Inc. of Barre, Vt., and Gino Tosi of BGA associate member-firm Memorial Art Systems of Barre, Vt.). The cup has in its base the fleur-de-lis, representing the Trinity, and precious stones, representing the gifts of life and family and priesthood.

For many years, liturgical directives in the Catholic Church required that a chalice—the special cup or vessel that is used at Mass and is commonly a priest’s most cherished possession—be made of silver or gold. Now greater flexibility is allowed, and chalices may be made of materials that represent the art and culture of a locality.

North Barre Granite Company: The Blue Cross and Blue Shield of Vermont’s new building in Berlin, Vt., boasts this impressive 20-foot-long sign of steeled Barre Gray granite manufactured by BGA member-firm North Barre Granite Company of Barre, Vt.

The sign’s 15.5 x 0.8 x 2.1 centerpiece, steeled front and back with rock-pitched balance, is mortised in place by two 2.6 x 1.0 x 3.6 end supports, which are also steeled front and back with balances rock-pitched. Lettering and logos blend a polished finish with sandblast-carved outlines for contrast.
C.R. Davidson Company: When the Board of Trustees of the 172-year-old prestigious Thetford Academy in Thetford Center, Vt., decided it was time to upgrade the Academy’s outdated and deteriorating sign this past May, Barre Gray granite was called in for support—literally. Mike Bouchard, President of BGA member-firm C.R. Davidson Company of South Ryegate, Vt., supplied the two 8-foot-tall and four 6-foot-tall apex-topped, rock-pitched posts with steeled-margins that support and accent the carved wooden sign. Bouchard’s three sons attend the academy.

Anderson-Friberg Company: Recently, BGA member-firm Anderson-Friberg Company of Barre, Vt., participated in the rebuilding and restoration of the public park facilities and landscaping features at Revere Beach, Mass. When completed, the area was marked by a sign 28-0 x 1-4 x 4-0 produced in Vermont Gray granite from South Ryegate, Vt. This photo illustrates half of the sign, 14-0 long, and the dramatic design of the sea waves rolling toward the shore.
(NOTE: This is the second in a series of articles describing the advantages of buying all of your finished granite monuments and granite products from Barre manufacturers.)

Mention Barre, Vermont, and the thought that comes to most people's minds is gray granite, a granite superior to all others.

But the Granite Center of the World also has the distinction of being home to the unchallenged leaders in the production of beautiful granite monuments—the skilled artisans who combine their old-world techniques with state-of-the-art technology to produce the world's most beautiful and enduring monuments. More full-time sculptors work in Barre than in any other granite producing area.

Many retail memorialists rely on Barre artisans for duplicate work. The reason is simple: Many of the lettering styles and finishing techniques are available only in Barre. It is a dying art that is alive and well in Barre, Vermont.

**A Rose Isn't A Rose Isn't A Rose**

* (Unless It's From Barre)

Granite is one of the hardest substances on earth. So it goes without saying that carving granite roses or other ornamentation is a challenge. This challenge is met with spectacular results time and again by Barre craftsmen who use a double-process sandblasting technique for deep-carved, realistic roses and other ornamentation. And the hand-carving and statuary produced by BGA member-firms is unmatched anywhere.
Order *Finished* Barre Monuments . . .
And Avoid Possible OSHA And EPA Violations

Aesthetics aside, there's another advantage to ordering all your finished work from BGA member-firms. Increased governmental involvement in the monument business is the reason why many retailers are curtailing their shop work. Many memorialists are taking advantage of the "free time" to establish profitable pre-need sales programs.

Among the several advantages of purchasing fully carved and lettered monuments is the knowledge of BGA member-firms' superior abilities to produce beautiful granite monuments to meet virtually everybody's memorial needs. In addition to their world-class skills and artistic talents, all BGA member-firms meet or exceed strict Occupational Safety and Health Administration safety rules, and their modernized, state-of-the-art operations meet or exceed tough Environmental Protection Agency regulations.

It's time to buy all your finished granite products from Barre. □
Hot off the press, and into your place of business. The Barre Guild Business Improvement Kit is a must for you and all your employees, new and old. The Barre Guild BIK is a package of five booklets designed to provide you with the tools you need to sell more granite monuments (Barre granite monuments, naturally), to help you with presentations to groups of people, to give

THE BARRE GRANITE ASSOCIATION

PROMOTING YOUR BUSINESS

THE BARRE GRANITE ASSOCIATION

TAking MONUMENTAL PHOTOGRAPHS

THE BARRE GRANITE ASSOCIATION

SUCCEEDING WITH THE PRESS

“Promoting Your Business” shows you how to maintain a competitive business edge and assure yourself of a good future through:

✓ Image (how your customers see you)
✓ Education (seminar attendance is a must!)
✓ Service (share your knowledge with the community)
✓ Diversification (going beyond monuments)

“Taking Monumental Photographs” tells you what you need to know in order to help you take better quality photographs of your monumental work. You’ll learn about:

✓ Equipment (a tripod makes you pay attention to detail)
✓ Reflections (a zoom lens can eliminate your reflected image)
✓ Lighting (why spring and fall are the times to photograph)
✓ Composition (seeing things from the camera’s point of view)

“Succeeding With The Press” delivers the inside story on how to obtain free publicity by preparing the kind of press release an editor expects. This highly informative booklet covers:

✓ News (what is it?)
✓ Interviewing (learn how to obtain facts)
✓ Writing (the 5 Ws and an H)
✓ Photographs (how a good photo goes a long way)
BUSINESS IMPROVEMENT KIT!

you tips for public relations opportunities and to help you promote your product with effective photography. In short, the Barre Guild BIK was designed to improve your business. The Barre Guild BIK is just $5.95 and includes all five booklets and comes with one $\frac{3}{4} \times \frac{3}{4}$ Barre Guild window decal to let your customers know that you sell only the best.

“Delivering Effective Speeches” shows you how a successful speech requires only preparation and practice. The booklet will teach you about:
✓ Subjects (think beyond monuments)
✓ An Outline (how/what will you deliver)
✓ The Jitters (simple ways to overcome nervous tension)
✓ The Audience (ways to win them, keep them)

“Selling Monuments At Retail” offers a brief, simplified and highly effective approach to selling monuments at the retail level. Topics include:
✓ Price (how to use it as a selling tool)
✓ Pre-Need (three ways to profit from a pre-need sale)
✓ Prospecting (talk pre-need to everyone)
✓ Buying Motives (Attention, Interest, Desire, Action)

You asked for them, now here they are—and in two sizes. Both are made of durable white vinyl, with the familiar Barre Guild logo in blue, and are adhesive-backed. Sold in sets of two.

<table>
<thead>
<tr>
<th>Decal Size</th>
<th>Price</th>
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<tbody>
<tr>
<td>Truck-door size</td>
<td>$6 per set</td>
</tr>
<tr>
<td>(12&quot; x 12&quot;)</td>
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</tr>
<tr>
<td>Window size</td>
<td>$3 per set</td>
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<tr>
<td>(3\frac{1}{2}&quot; x 3\frac{1}{2}&quot;&quot;)</td>
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Use The Order Form On The Next Page To Order Your Barre Guild Business Improvement Kits, Barre Guild Decals And Other Promotional Items.
**Brochures**

<table>
<thead>
<tr>
<th>Brochures</th>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
<th>Imprinted?</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Remembered For All Time&quot;</td>
<td>x $</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>(Protestant Designs and Symbolism)</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>&quot;Honored in the Catholic Tradition&quot;</td>
<td>x $</td>
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<td></td>
<td></td>
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<tr>
<td>(Catholic Designs and Symbolism)</td>
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<tr>
<td>&quot;To Be Remembered&quot; (Jewish Designs and Symbolism)</td>
<td>x $</td>
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<tr>
<td>&quot;The Decision to be Cremated: It's Two Decisions&quot; (cremation designs)</td>
<td>x $</td>
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<tr>
<td>&quot;How to Choose Symbols for Your Family Memorial&quot; (symbolism and personalization)</td>
<td>x $</td>
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<tr>
<td>&quot;Choosing Your Family Memorial&quot; (choosing your at-need or pre-need monument)</td>
<td>x $</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>&quot;The Story of Granite&quot; (the story of Barre granite)</td>
<td>x $</td>
<td></td>
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<tr>
<td>&quot;May We Do You the Favor of a Lifetime?&quot; (pre-need)</td>
<td>x $</td>
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<tr>
<td>&quot;Suggested Cemetery Rules and Regulations&quot; (cemetery operation guidelines)</td>
<td>x $</td>
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<tr>
<td>Non-imprinted brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure.)</td>
<td>x $</td>
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</tr>
<tr>
<td>Imprinted brochures: 35 cents each. (30 cents each for orders of 500 or more of the same brochure.) Up to four lines may be imprinted. A minimum of 100 of each imprinted brochure must be ordered. Print or type, on the lines below, the material to be imprinted:</td>
<td>x $</td>
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Name ____________________________________________
Address _________________________________________
City ______________________________ State _________ Zip __________
Telephone: ________________________________

**Videotapes**

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<th>Videotapes</th>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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</thead>
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<tr>
<td>&quot;Artistry in Granite&quot; (a look at beautiful Barre gray granite monuments)</td>
<td>x $25.00=</td>
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<tr>
<td>&quot;Quarrying and Manufacturing&quot; (the making of Barre monuments)</td>
<td>x $25.00=</td>
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<tr>
<td>&quot;The Story of the Barre Granite Industry&quot; (the fascinating history of the Granite Center of the World)</td>
<td>x $25.00=</td>
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<tr>
<td>&quot;The Stone Whistle&quot; (tour and explanation of the Barre granite industry, with John Forsythe)</td>
<td>x $50.00=</td>
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**Barre-Pak Epoxy**

Barre-Pak is one of the strongest bonding agents in the granite monument field, available in three convenient sizes.

<table>
<thead>
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<th>Barre-Pak Epoxy</th>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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<tr>
<td>70 grams</td>
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<td>x $5.00</td>
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<tr>
<td>250 grams</td>
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<td>x $8.50</td>
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<tr>
<td>500 grams</td>
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<td>x $16.00</td>
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**NEW ITEM:**
**Barre Guild Business Improvement Kit!**

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<th>Quantity</th>
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<tbody>
<tr>
<td>x $5.95</td>
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</table>

**NOW BACK IN STOCK: Barre Guild Logo Decals**
Let your customers know that you carry Barre Guild monuments with these durable blue-and-white vinyl decals:

<table>
<thead>
<tr>
<th>3¼&quot; Window Size (set)</th>
<th>Quantity</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>x $3.00</td>
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<table>
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<tr>
<th>12&quot; Truck Door Size (set)</th>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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<tr>
<td>x $6.00</td>
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**Holiday Gift Idea: Granite Base Pen Sets**
These elegant units feature a black Schaeffer pen in a chrome holder mounted on a base of world-famous Barre Gray granite. Perfect for employee recognition.

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>x $25.00</td>
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</table>

**Holiday Gift Idea: Barre Beach Bags**
Attractive, durable canvas bag for toting just about anything. Perfect for employee recognition.

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
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<tbody>
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<td>x $19.95</td>
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**Shipping Fees for ALL Items**

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<tr>
<th>For orders up to $100:</th>
<th>add $5 shipping fee</th>
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<tr>
<td>$101 to $500:</td>
<td>add $7.50 shipping fee</td>
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<tr>
<td>$501 or more:</td>
<td>add $10 shipping fee</td>
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To Order:
Please check off items you wish to order. To expedite your order, please enclose your check or money order for the amount due (sorry, no credit cards) and send to:

**The Barre Granite Association**
P.O. Box 481
Barre, VT 05641

Your shipping address:

Name ____________________________
UPS Shipping Address __________________ State _________ Zip __________
Total Enclosed (including shipping fees): $ __________

Barre Life, Fall 1991
The BGA Extended Family: Our Associate Members

GOOD COMPANIES TO DO BUSINESS WITH

The Barre Granite Association is really a large family. Its members include internationally renowned granite manufacturing companies as well as other granite firms and businesses that believe in our industry and actively support it.

Our associate members do custom drafting, sawing, steeling, sandblasting, polishing and sculpting. They also supply materials, transportation and other services to our members.

Banking
Granite Savings Bank & Trust Co.
Box 483, Barre, VT 05641
(802) 479-3313

Vermont National Bank
Box 399, Montpelier, VT 05601
(802) 223-6311

Construction
Summit Construction Co.
Box 1437, Montpelier, VT 05602
(802) 476-3892

Drafting/Designing
Charles Dindo, Dindo Drafting
RD 4, Box 3390, Montpelier, VT 05602
(802) 479-1410

Memorial Art Systems
3 Highland Ave., Barre, VT 05641
(802) 476-3892

Insurance
Berg, Carmolli & Kent, Inc.
Box 628, Barre, VT 05641
(802) 479-1046

Pomerleau Agency, Inc.
Box 6, Burlington, VT 05402
(802) 865-2841

Polishing
M & W Polishing Co.
Box 521, Barre, VT 05641
(802) 476-8340

Printing
Leahy Press, Inc.
79 River Street, Montpelier, VT 05602
(802) 223-2100

Reclamation
Fulton & Company, Inc.
Box 141, Websterville, VT 05678
(802) 479-3339

Sanding/Polishing
Capital Custom Sandblast
RD #1, Box 140, East Montpelier, VT 05651
(802) 223-3044

Culture Craft Sandblast Co.
Box 645, Barre, VT 05641
(802) 476-7351

Gordon's Custom Sandblast Co.
Box 437, Barre, VT 05641
(802) 476-5361

Guy's Custom Sandblast
23 Jacques St., Barre, VT 05641
(802) 479-0801

Memorial Sandblast Co.
Box 582, Barre, VT 05641
(802) 476-7086

Saporiti Sandblast Co.
Box 187, East Barre, VT 05649
(802) 476-4063

Tosi Custom Sandblast
MR #1, Barre, VT 05641
(802) 476-3851

Sculpting
A. Fantoni Sculpture Studio
Box 160, South Barre, VT 05670
(802) 476-3116

Frank Gaylord, F.C. Gaylord Sculpture Studios
Box 464, Barre, VT 05641
(802) 476-6711

Stanislaw Lutoslanski Sculpture Studio
Box 265, East Barre, VT 05649
(802) 479-2531

Suppliers
Budiam America Diamond Tools, Inc.
Box 661, Barre, VT 05641
(802) 476-5122

Dessureau Machines, Inc.
Box 402, Barre, VT 05641
(802) 476-7041

Dixie Diamond Mfg., Inc.
2407 Mt. Industrial Blvd., Tucker, GA 30085
(404) 493-1555

Ducharme's Machine Shop
McLeod Road, Granvilleville, VT 05654
(802) 476-6575

Gran-Quartz Trading, Inc.
Box 731, Barre, VT 05641
(802) 476-7935

Miles Supply Co., Inc.
Box 237, Barre, VT 05641
(802) 476-3963

N-F-D Corporation
Box 711, Barre, VT 05641
(802) 476-6520

Trow & Holden Co., Inc.
Box 475, Barre, VT 05641
(802) 476-7221

Travel
Horizon Travel, Inc.
Box 909, Barre, VT 05641
(802) 479-3238

Trucking
Anderson Trucking Service
Box 960, Barre, VT 05641
(802) 476-4283

A. Bellavance & Sons, Inc.
Box 398, Barre, VT 05641
(802) 479-9311

T. Rossi Trucking Co., Inc.
Box 332, Barre, VT 05641
(802) 476-7341

Trio Motor Transfer, Inc.
Box 662, Barre, VT 05641
(802) 479-1824

Utilities
Green Mountain Power Corp.
Box 850, S. Burlington, VT 05402
(802) 864-5731
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address 1</th>
<th>Address 2</th>
<th>Telephone 1</th>
<th>Fax 1</th>
<th>Telephone 2</th>
<th>Fax 2</th>
<th>Telephone 3</th>
<th>Fax 3</th>
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<tbody>
<tr>
<td>Adams Granite Co.</td>
<td>P.O. Box 126</td>
<td>Barre, VT 05641</td>
<td>802-476-4131</td>
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<tr>
<td>Anderson-Friberg Co.</td>
<td>P.O. Box 626</td>
<td>Barre, VT 05641</td>
<td>802-476-4131</td>
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<tr>
<td>Buttura &amp; Sons, Inc.</td>
<td>P.O. Box 606</td>
<td>Barre, VT 05641</td>
<td>802-476-4131</td>
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<tr>
<td>Cetrangolo Finishing Wks.</td>
<td>P.O. Box 190</td>
<td>Northfield, VT 05663</td>
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<td>Chiodi Granite Corp.</td>
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<td>Barre, VT 05641</td>
<td>802-476-4131</td>
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<tr>
<td>Desilets Granite Co.</td>
<td>221 Barre St.</td>
<td>Montpelier, VT 05602</td>
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<td>Colombo Granite Co.</td>
<td>155 Boynton St.</td>
<td>Barre, VT 05641</td>
<td>802-476-4131</td>
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<tr>
<td>Family Memorials, Inc.</td>
<td>P.O. Box 383</td>
<td>Barre, VT 05641</td>
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<tr>
<td>Guarino Granite Co.</td>
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<tr>
<td>Granite Industries of Vermont</td>
<td>P.O. Box 537</td>
<td>Barre, VT 05641</td>
<td>802-476-4131</td>
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<tr>
<td>Greyson &amp; Lane Co.</td>
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<td>Barre, VT 05641</td>
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<tr>
<td>North Barre Granite Co.</td>
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<td>Barre, VT 05641</td>
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<tr>
<td>Northfield Memorials, Inc.</td>
<td>P.O. Box 284</td>
<td>Northfield Falls, VT 05664</td>
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<td>Peerless Granite Co.</td>
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<td>Riverton Memorial, Inc.</td>
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<td>Rock of Ages Corp.</td>
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<td>S.L. Garand &amp; Co.</td>
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<td>Montpelier, VT 05602</td>
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<td>Stonecraft Granite, Inc.</td>
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<td>Danville Granite Co.</td>
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<td>Danville, VT 05641</td>
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<tr>
<td>Slaughter &amp; Son's Granite Co.</td>
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<td>Barre, VT 05641</td>
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<td>Sunrise Granite Co.</td>
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<td>Barre, VT 05641</td>
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