For BGA President Jeff Martell, the future of the granite industry and the future of his own firm, Granite Industries of Vermont, hinges on one word: diversity. In this issue of Barre Life, the BGA’s 64th president shares his thoughts about the industry.

“Over the years, GIV has tried to diversify in both its product line and with the stone we manufacture. Today’s equipment has the ability to produce myriad products from granite, marble and slate, and we intend to take advantage of this capability. While the monument business is still our bread and butter, our survival depends on diversity.

Granite is trendy. People like stone. In fact, in Europe the consumption level for stone is 10 times greater than here. You find stone in the home, in parks. A lot of stone. I believe monument retailers can take advantage of this trend, and help reduce their own overhead, by supplementing their monument showrooms and yards with products like those featured on pages 1-7. Keep in mind that in a great part of the country, our main selling areas, for three to seven months the monument retailer is virtually shutdown because of winter. Offering a diverse product line is the better alternative to shutting down the business.

I believe the domestic granite industry is ready to, and should, consolidate in its efforts in combating the potentially harmful effects of the large death-care industry conglomerates and the unfair pricing practices of importers. The personalities of the current leadership — Lewis Shattuck, Tom Robinson and Mel Lommel — of each of the three granite producing districts makes it possible for us to work well together.

As for the future of the granite industry in Barre? I see future consolidation of existing firms. Capital investment will become phenomenal, but necessary, in order to remain competitive. Two areas where I see major advances in technology are in diamonds — for sawing and polishing — and in water-jet cutting.

One of the things we have to do as an industry is to become more visible and accessible to the consumer. One way is through our cemeteries. Arlington National Cemetery in D.C., for example, has more than 4 million visitors annually.

What we need is for each community to promote its own Arlington, to focus on its local memorials and sculpture. Let’s make Barre granite and Barre craftsmanship known to all!”

Jeff Martell
President
The secret's out: For years several members of the Barre Granite Association have been manufacturing products that, like their monumental counterparts in the cemetery, display the type of craftsmanship Barre has become famous for for more than 150 years. Ironically, Barre's first manufactured products included granite sills, thresholds, even the State Capitol!

It's a known fact that kitchen and bath centers make a good living selling granite countertops and vanities. Why? Customers want granite. There is no substitute for the real thing. And the variety of colors available is astounding. As the photos on the following pages illustrate, there is really no limit to what can be done in granite for interior applications. It is used routinely for counters, tables, fireplaces and floors. The "Stone Floor," shown below, serves as the entry way to the Vermont Council of the Arts in Montpelier. The 9-6 x 7-6 floor is a composite of African Red, Cambrian Black, Juparana, Marlin Verde and Silver Cloud granites and was fabricated by Granite Importers from a design by well-known fabric artist Kathleen O'Connor. Granite compliments any decor. It can be used to achieve a warm or cool look. It can be rustic or refined, casual or elegant. Most important, it is affordable, and it is available from most members of the Barre Granite Association. As a adjunct to a retail monument store it is a good sideline business: A showroom that offers granite furnishings is a natural. And during slow periods, it provides sales opportunity that otherwise would not exist. Browse at the products on the pages that follow, then decide.
NORTH BARRE GRANITE COMPANY
#1: 3-Piece Jet Black Granite Fireplace Mantel, one measuring 6-0 x 0-2 x 4-0 and two measuring 8-0 x 0-2 x 2-6 designed by Charles Chatot for residential use.

ROCK OF AGES CORPORATION
#2: Woodbury Gray Fireplace Surround, designed by David Cumins Mitchell of "DESIGN 1" for his home, features three finishes.

COLOMBO GRANITE COMPANY
#3: 2-6 x 1-6 x 1-6 Rainbow Granite TV/VCR Stand; #5: 1-0 Diameter Blue Pearl Granite Lazy Susan Inlay designed by Robert Colombo for use in his Plainfield, Vt., home.

HILLSIDE SAW PLANT
#4: Blue Pearl Granite Table with 2-0 Diameter Top, 1-6 Diameter Bottom; #6: 4-0 Diameter Impala Granite Table with pencil-round edge and Jet Black Granite Legs. 3-0 overall height.
MONTPELIER GRANITE WORKS
#1: *Forest Green Bar Top* and *Bottle Counter* was manufactured by Montpelier Granite Works for Green Mountain Monuments, Burlington, Vt., and installed at the Burlington (Vt.) Country Club.

NORTH BARRE GRANITE COMPANY
#2: 3-Piece *Jet Black Granite Bar Top* measuring 5-0 x 2-0 x 0-3 and #4: 3-0 x 1-10 x 0-1 1/2 *Jet Black Granite Vanity* with 3-0 x 0-4 x 0-3/4 *Back Splash* designed by Charles Chatot for residential use.

RIVERTON MEMORIAL
#3: *Swedish Mahogany Vanity* designed by Riverton Memorial with bull-nose edge installed in Berlin, Vt., home of Ernest Lavigne.

HILLSIDE SAW PLANT
#5: *Barre Gray Vanity and Back Splash* measures 4-4 x 1-0 x 0-1 with beveled edge.
MONTPELIER GRANITE WORKS

#1: Forest Green Granite Kitchen Island, #2: Barre Gray Granite Breakfast Nook and #3: Forest Green Granite Vanity was manufactured by Montpelier Granite Works for Green Mountain Monuments, Burlington, Vt., for residential use.
RIVERTON MEMORIAL
#4: Detail of #5: Harvest Brown Kitchen Countertop with bull-nose edge designed by Riverton Memorial installed in Berlin, Vt., home of Ernest Lavigne.

ROCK OF AGES CORPORATION
#6: Woodbury Gray Countertop is located in a Stowe, Vt., residence. Woodbury Gray was selected for its beige grain, which accents the look of the unfinished cabinets.
Consolidated Memorials, Inc.
The BGA's Newest Voting Member

OWNERS: (Clockwise, from left) Consolidated Memorials President Jake Colgan, Granite Importers; Albert Gherardi Jr., Lawson Granite Company; Mike Bouchard, DGC Associates; Jeff Martell, Granite Industries of Vermont; Operations Manager Ray Batchelder; Joe Mureta, Montpelier Granite Works; David LaCroix, LaCross Memorials; and Kerry Zorzi, Adams Granite Company.

One of the firm's two seven-strand wire saws at the early stages of sawing a block.

Contour wire saw operator Richard Smith.
hey came. They sawed. They concurred:
The 10 granite manufacturers who, in 1955, elected to consolidate their sawing and polishing efforts under one roof recognized a good deal when they saw it. The good deal was the old Barclay Brothers granite plant, then owned by the Rock of Ages Corporation, where the Robert Burns statue was carved. The other, in hindsight, was hiring Ray Batchelder the following year. Ray is operations manager. He knows every piece of machinery inside and out and every board and nail in the building. He knows his employees, too. He and his wife, Francese, bookkeeper/office manager, have kept track of the business for nearly 40 years. Francese retired at the end of August and has been replaced by new Office Manager and Contour Saw Programmer Audrey Bellavance.

Over the years, new equipment has supplemented the old. But some of the tried-and-true pieces are still up and running — such as the two, seven-strand wire saws that can cut through a giant granite block like a loaf of bread, leaving six neat “slices” and two “heels.” The one single-strand saw takes care of any leftovers, turning them into usable slabs. At the far end of the plant, a computer-driven, single-blade diamond saw works its way tirelessly — and automatically — through a block, one precise slab at a time. On average, Ray estimates some 35,000-40,000 square feet of sawed granite makes its way out the door each month.

Depending on their thickness, sawn blocks are polished on either an automatic line polisher or by hand with the old polishing wheel. Ray estimates that Consolidated polishes some 25,000 linear feet each month.

The newest addition to Consolidated sits at the opposite end of the building, a combination of stainless steel, diamond-segmented cable and its own computer station. It is the first contour wire saw in Barre. Like a giant jigsaw, it cuts complex shapes out of granite. Unlike a jigsaw, it does so via computer. A programmer enters a design (done from inside the main office), and the diamond-segmented cable does the rest!
ANDERSON-FRIBERG COMPANY

BOLTON - SELECT DARK BARRE, ONE-PIECE CUT SOLID MONOLITH FEATURING AXED ROUND-RAISED LETTERS RAISED FROM POLISHED BACKGROUND. DESIGNED AND MANUFACTURED BY ANDERSON-FRIBERG CO., INC., FOR STILLWATER MEMORIALS, STILLWATER, NEW YORK.
**BUITURA & SONS, INC.**

- **Die:** 3-2 x 0-8 x 2-0
- **Granite:** Barre Gray
- **Finish:** Steel-2; Axed Area Behind Rose; Balance Dusted
- **Carving:** Hand-Carved Rose In 2-Inch Relief
- **Base:** 3-8 x 1-2 x 0-8
- **Finish:** Steel Flat Top; 1 1/2-Inch Dusted Margin; Balance Rock Pitch
- **Retailer:** Manchester Memorial Company
  - Manchester, New Hampshire

**COLOMBO GRANITE COMPANY**

- **Center Die:** 3-0 x 0-8 x 2-4
- **Granite:** Jet Black
- **Finish:** Polish-3; Ends Joined; Etched Helicopter Scene
- **Carving:** Sandblast
- **Wings:** 3-0 x 0-8 x 2-4
- **Finish:** Polish-4; Jointed To Center Die
- **Base:** 10-0 x 1-0 x 0-10
- **Finish:** Polish Top; Balance Rock Pitch
- **Retailer:** Travis Monuments, Inc.
  - Nyack, New York
COUTURE GRANITE COMPANY

Die: 2-6 x 2-6 x 6-1
Granite: Barre Gray
Finish: Steel
Base: 4-0 x 4-0 x 1-2
Finish: 2-Inch Steel Drop Wash; Balance Rock Pitch
Retailer: Mercer Lettering
Sterling, Connecticut

C.R. DAVIDSON COMPANY, INC.

Die: 2-6 x 0-10 x 6-0
Granite: Barre Gray
Finish: Steel
Carving: Hand-Carved Bas-Relief
Base: 3-0 x 1-2 x 1-6
Finish: Steel
Retailer: Donatelli Granite Company
Pittsburgh, Pennsylvania
DESILETS GRANITE COMPANY

Height: 5-0
Granite: Barre Gray
Finish: Steel
Carving: Full-Round St. Michael
Retailer: Cunningham Monument Company
Hillside, Illinois

FAMILY MEMORIALS, INC.

Bench: 4-0 x 1-2 x 1-6
Granite: Barre Gray
Finish: Polish Top; Balance Dusted
Carving: Shape-Carved
GRANITE INDUSTRIES
OF VERMONT
Die:  2-6 x 0-8 x 3-3
Wings:  2-1 x 0-8 x 2-8
Granite:  Barre Gray
Finish:  Steel
Carving:  Flat
Base:  8-2 x 1-8 x 0-8
Designer:  Dave Lamberti

HOULE-GIUDICI
GRANITE COMPANY
Die:  2-6 x 0-8 x 6-0
Granite:  Medium Barre Gray
Finish:  Steel
Carving:  Hand-Carved Madonna, Child & Rosary
Raised 2 1/2 Inches In A 1-6 x 3-8 Niche
Wings:  2-6 x 0-6 x 2-0
Finish:  Steel
Carving:  Shape
Base:  9-6 x 1-2 x 0-8
Finish:  Steel Top; Balance Rock Pitch
Retailer:  Knoxville Granite Works
          Knoxville, Pennsylvania
LACROSS MEMORIALS, INC.

Monolith: 4-0 x 0-10 x 3-6
Granite: Dark Barre
Finish: Polish
Carving: Sandblast
Designer: Paul Cangelosi
Retailer: Scheurer Monuments, Inc.

LAWSON GRANITE COMPANY

Die: 3-6 x 0-8 x 2-4
Granite: Barre Gray
Finish: Steel
Carving: Sandblast Brick On Front, End Rear, Top and Recess
Base: 4-6 x 1-2 x 0-8
Finish: Steel Bevel Front
MAURICE MEMORIALS, INC.

Die: 3-6 x 0-8 x 2-4
Granite: Jet Black
Finish: Polish; Convex Sides; Recessed Front
With Etching Of Camp Scene
Retailer: Fairview Monument
Elmhurst, Pennsylvania

MONTPELIER GRANITE WORKS

Die: 4-0 x 0-8 x 2-8
Granite: Custom Black
Finish: Polish
Base: 5-0 x 1-1 x 0-10
Finish: Polish Top; Balance Rock Pitch
Retailer: DeChristopher Bros.
Philadelphia, Pennsylvania
NORTHBARRE
GRANITE COMPANY

Die:  3-6 x 0-8 x 3-0
Granite:  Barre
Finish:  Polish-2; Balance Steel
Carving:  Hand-Carved Flame & Urn; Sandblast Star of David
Retailer:  Memorials By Haskel
          Queens, New York

NORTHEAST GRANITE COMPANY

Die:  2-0 x 1-0 x 6-6
Granite:  Barre
Finish:  Steel
Base 1:  4-0 x 2-4 x 0-10
Base 2:  3-0 x 1-8 x 0-8
Designer:  Northeast Granite Company
PEERLESS GRANITE COMPANY

Die: 6-6 x 1-0 x 4-0
Granite: Impala
Finish: Polish
Carving: Sandblast
Base: 7-6 x 1-4 x 0-10
Finish: Polish Top; Balance Rock Pitch
Retailer: Presbrey-Leland Monument Company, Inc.
Valhalla, New York

PEPIN GRANITE COMPANY, INC.

Die: 2-8 x 0-8 x 2-2
Granite: Barre
Finish: Polish-2; Balance Rock Pitch
Carving: Shape Carving With Pepin
No-Charge Rose
Base: 3-6 x 1-2 x 0-8
Finish: Polish Top; Balance Rock Pitch
Retailer: Monahan's Memorial Works
Thomaston, Connecticut

Barre Life, Fall 1994
RIVARD GRANITE COMPANY

Die: 2-0 x 0-6 x 2-2
Granite: Light Barre Gray
Finish: Steel
Base: 4-9 x 0-6 x 1-3
Granite: Steel-Top
Retailer: Black Monument Company
Grand Rapids, Michigan

RIVERTON MEMORIAL

Die: 3-0 x 0-8 x 2-6
Granite: African Jet Black
Finish: Polish-3; Roof Top; Balance Rock Pitch
Base: 3-10 x 1-10 x 0-8
Granite: Barre Gray
Finish: Steel-Top; Balance Rock Pitch
ROCK OF AGES CORPORATION

Exedra: 12-0 x 4-0 x 4-0
Granite: Sealmark Blue Gray
Finish: Memocraft
Retailer: Domenick DeNigris, Inc.
Bronx, New York

ROULEAU GRANITE COMPANY

Inserts: 3-0 x 0-7 x 6-7 In 4-Inch Relief
Granite: Medium Barre
Finish: Steel
Carving: Hand-Carved By Bob Robbins
Designer: Louis V. Sciolto
Cranston, Rhode Island
Notes: Part Of A Renovation Project,
Windows In Front Of
St. Mark Parish,
Cranston, Rhode Island
Buttura & Sons, Inc.
Meet Sandy Hutchinson

Buttura & Sons, Inc.'s, newest employee comes to the granite industry from a background in the retail sales and mental health fields and will assist Office Manager Sonia Rousse in creating a full-function office. She replaces Fran DeRoche who retired from Buttura on May 20, after 17 years.

New Hampshire-born Sandy Hutchinson was raised in Northfield, Vt., and worked 13 years at Zayres retail store in Berlin, Vt., where she headed the accounts-receivable department. For the past three years she was employed in the mental health industry as a claims processor, customer service representative and data entry assistant. Her responsibilities at Buttura & Sons include data entry, order processing and estimating. Outside the office, Sandy enjoys sports with her three children, walking, biking and gardening.

Montpelier Granite Works
New CAD! New Addition! New Employee!

On the eve of its 60th anniversary, Montpelier Granite Works is looking to the future... Doug Morissette, former designer with Houle-Giudici Granite Company for 17 years, joined the Montpelier Granite Works family on Aug. 1. His arrival heralds a new era for the firm: At Doug's suggestion, the company purchased two computers, one laser printer, a plotter for full sizes and a cutter.

Since the system went online, 75 percent of all work is now being done by computer. Doug says that by year's end he hopes to raise this number to 90 percent.

The equipment is housed in a specially built addition and is operated by Doug and Head Draftsperson Mary Ambrosini. Doug and Mary had worked together before at Houle-Giudici.
Thomas F. Cross says that it’s all coming together for him. The new office manager at Colombo Granite Company is referring to his 30 years of experience in the building granite industry and his transition to the memorial side of the business.

Tom’s involvement in the granite business dates back to 1962, the year he joined the Rock of Ages saw plant, selling slabs, shipping building granite samples, and taking care of records.

In 1967 he was promoted to assistant manager of the saw plant, overseeing some 25-30 sawyers. Since beginning work at Colombo in April, Tom has learned the intricacies of the monument side of the business and has been staying busy estimating, telemarketing, expediting, processing bills of lading, and keeping customers happy.

The roots of Diane Clark’s family tree are buried deep in the Barre granite industry: Her grandfather, Angelo Cecchini, was the cofounder of Everlasting Memorials. Her father, Edro, and her uncle, Almo, also worked there. Diane, meanwhile, served as secretary (she studied secretarial science at Champlain College from 1978-1980) to former BGA Executive Vice President, the late Milt Lyndes, from 1980 to 1985. And following a brief stint as a receptionist for a real estate agency, she returned to the industry as secretary/receptionist at Beck and Beck where she remained until the company dissolved earlier this year.

Her qualifications and vast experience led to her current job this April at Granite Industries of Vermont, where she is responsible for order entry.
The products are as dissimilar as any on the market, but the principals behind selling them are the same: provide good customer service before, during and after the sale. The comparison between the monument and grocery businesses comes from Ken Ball, sales representative at North Barre Granite Company since January and an 18-year veteran of the wholesale grocery business in Vermont.

Ken says he is fascinated by the industry and the people who make it work. Ken will have ample opportunity to stay fascinated: His sales territory includes Maine, Connecticut, Upstate New York, Pennsylvania and Ohio.

Part of his job includes travel to those areas to visit established customers and find new ones and attend conventions.

Couture Granite Company
Mickey Partlow Retires

When Clarence "Mickey" Partlow retired from Couture Granite Company on July 29, he ended a career in finishing work spanning decades and producing countless monuments. Although Mickey had only been working as a finisher at Couture Granite Company since October 1992, he and President Roger Couture have known each other for more than 20 years. In fact, Mickey worked under Roger for 17 years when Roger was foreman at former BGA Member-Firm Nativi & Son. That company was destroyed by fire in 1988.

At a retirement party attended by friends, family and coworkers, Mickey, an avid fisherman, was given a fish finder. Mickey and his wife, Margaret, reside in Northfield, Vt. Couture Granite Company, founded in 1989, specializes in quality granite products.

Mickey Partlow and his wife, Margaret.
Barre Granite Association Seminar
Marketing Non-Monumental Products

For some members of the Barre Granite Association, the idea of creating and marketing a line of non-monumental granite products is an enticing and viable one.

On Aug. 26, at the BGA Office, those members came closer to understanding how this can be done during a BGA Member Seminar presented by Virginia Russell, president of Natural Elegance, a Vermont-based company specializing in high-end stone products. She was assisted by the company’s new marketing director, Elaine Mullen.

Ms. Russell believes there is a great demand for stone products, especially those made in Vermont of native stone, in the growing premiums market, but that manufacturers need to learn how to cut production costs to be competitive with foreign-made stone products.

(From left) Elaine Mullen and Virginia Russell of Natural Elegance.

A. Fantoni Sculpture Studio
A Midsummer Day’s Reality

For the second year in a row, the Midsummer Festival of the Arts featured a demonstration of granite sculpting by a member of the Barre Granite Association, again proving how popular a sculpting demonstration is with the public as hundreds of festival-goers stopped to watch a Barre master at work.

BGA Associate Member Alcide Fantoni worked on a bas-relief carving of a Native American on Canadian Pink granite, using tools and compressed air donated by BGA Supporting Member Trow & Holden Co., Inc.

Some 4,000 people attended the July 8-9 event, which is held annually on the Vermont State House lawn in Montpelier and features local artists and performers.

Last year BGA Associate Member Gary Sassi, owner of Celestial Memorial Sculpture Studio in Barre, demonstrated granite sculpting.

Alcide Fantoni, background left, talks sculpting.
Lawson Granite Company
Three Of A Kind

At Lawson Granite Company, sales and customer service is a solid team effort, carried out by three well-known and respected representatives who draw upon 20 years of collective Lawson sales experience. They concentrate their efforts at the Lawson Granite Company's Barre Town facility where, through constant communication with plant management, they are able to service customers in the best manner. Each representative, of course, also attends conventions and calls on customers.

Mike Karnedy, a fourth generation granite worker, started working at Lawson in 1987.


Jack Brusa, whose father was a founder of Brusa Brothers, joined Lawson in 1992.

(From left) Mike Karnedy, Ron Plante and Jack Brusa.

Rouleau Granite Company
Polish A Fossil? No Hassle

Rouleau Granite Company is known throughout the granite industry for its diverse product line. Now add to it polished Stromatopora. Stroma-to-what-a?

The fossilized coral-like substance that Rouleau Granite Company was asked to polish earlier this year for the University of Vermont's Perkins Museum of Geology is a 350 million-year-old extinct animal from Vermont's Isle La Motte. When former Perkins Curator Jeff Howe was asked by a colleague if he knew of anyone in the granite industry who could cut and polish the 30-pound block, essentially a sandstone, he turned to Rouleau Granite Company Plant Manager Ray Rouleau for his expertise.

The block was cut into several smaller pieces with different faces and polished to show the grain and is currently on display at the Perkins Museum, Burlington, Vt.

Plant Manager Ray Rouleau with 350 million-year-old Stromatopora.
The Glenn Atherton Memorial Golf Tournament:

PERMANENT REMINDER: This impressive memorial plaque, honoring a granite industry great (and an avid golfer) will list each year’s Tournament winner and is displayed at the BGA office.

DIAMONDS IN THE ROUGH: Ten foursomes competed at the Glenn Atherton Memorial Golf Tournament, named in honor of the late co-owner of Granite Industries of Vermont.

BASS-RELIEF: Agile angler Sherm Cochran, president of Cochran’s, Inc., hoists his prize-winning catch—a 6-pound, 8-ounce small-mouth bass that nabbed him the Biggest Fish Award.

HOOK, LINE AND SINKER: (From left) Lewis A. Shattuck, BGA EVP, watches as Guy Edson, Northeast Granite Company and Committee Chairman, hooks the catch of the day that got away.

THE WINNER! Bob Fournier, Rock of Ages Corporation, and the first winner of the Glenn Atherton Memorial Golf Tournament displays the coveted trophy outside the BGA’s Office.
RACQUETEERS: (From left) Waldo Mugford, M&W Polishing, and Singles Champion, Bob Campo, Rock of Ages, take a break between games during this year's grueling competition.

WELCOME: Angie Lewis, BGA receptionist and secretary, acknowledges the 21 sponsors whose generous donations made the 1994 event a great success and a memorable occasion.

EVENING BANQUET: More than 100 BGA members and their spouses attended the evening's banquet, which featured a social hour and a gourmet dinner followed by the awards presentation.

THE PIANO MAN: For the second year in a row, Mike Gaydos, Tosi Custom Sandblast, entertained guests during the evening social hour. Mike is a member of the Vermont Jazz Ensemble.

MASTER OF CEREMONIES: Chuck Gauthier, Granite Industries of Vermont, recounts a humorous story, one of many, during his awards presentation. This was Chuck's second year at the podium.

BGA President Jeff Martell, Granite Industries of Vermont, listens as Norma Atherton expresses her heartfelt thanks to those who have kept her husband's memory alive through the Tournament.
Ken Ball, North Barre Granite Company, was among the suppliers displaying at the Summer Conference of the Monument Builders of Ohio and Monument Builders of Michigan held at Maumee Bay State Park that featured a panel discussion by representatives of the BGA, EGA and MBNA on how to assist Ohio retailers. Granite Industries of Vermont also attended.

Rocky Mountain Monument Builders
August 7-9, 1994: Denver, Colorado

Rocky Mountain Monument Builders take a break from their busy convention schedule to watch the Colorado Rockies take on the Los Angeles Dodgers at Mile High Stadium. The convention featured some 20 table-top displays and presentations by the BGA, EGA and MBNA. Representatives from the BGA were Granite Industries of Vermont and Breen Systems, Inc.
New England Cemetery Association
June 28-July 1: Newport, Rhode Island

Cemeterians from across New England, and suppliers to their trade, including the BGA, attended the NECA's 92nd Annual Meeting & Conference whose theme, "A Vision To The Future," included presentations by representatives of some of the country's large death-care conglomerates, along with forums and round-table discussions on a variety of cemetery topics.

National Catholic Cemeteries Conference
August 27-September 1, 1994: Sparks, Nevada

(Left) BGA Executive Vice President Lewis A. Shattuck discusses the BGA's newly upgraded Cemetery Assistance Plan with one of the many people who visited the Association's booth during the NCCC Convention & Exposition. According to NCCC officials, this year's convention drew a record number of exhibitors - more than 60 - including Rock of Ages Corporation.
## BARRE GRANITE SHOP

(Prices Good Through January 15, 1995)

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<th>Description</th>
<th>Quantity</th>
<th>Price</th>
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<tr>
<td>1</td>
<td>8&quot; x 8&quot; Wall Clock Barre Gray granite Includes AA Battery</td>
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<tr>
<td>2A</td>
<td>Rhodium-plated pick-and-shovel tie pin with cabochon of Barre Gray granite</td>
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<tr>
<td>2B</td>
<td>Shovel tie bar</td>
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<tr>
<td>3A</td>
<td>Rhodium-plated pick-and-shovel earrings with cabochon of Barre Gray granite, Surgical steel posts, or</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>3B</td>
<td>Lace-mount earrings</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>4</td>
<td>Deluxe Pilsner Glasses Perfect for holiday entertaining Set of four</td>
<td></td>
<td></td>
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<tr>
<td>5</td>
<td>Rhodium-plated letter opener with cabochon of Barre Gray granite</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>Distinctive bolo tie with cabochon of Barre Gray granite, Leather-look cord</td>
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Item 1
8" x 8" Wall Clock
Barre Gray granite
Includes AA Battery
Quantity Price Total

Item 2A
Rhodium-plated pick-and-shovel tie pin with cabochon of Barre Gray granite or
Item 2B
Shovel tie bar
Quantity Price Total

Item 3A
Rhodium-plated pick-and-shovel earrings with cabochon of Barre Gray granite, Surgical steel posts, or
Item 3B
Lace-mount earrings
Quantity Price Total

Item 4
Deluxe Pilsner Glasses Perfect for holiday entertaining Set of four
Quantity Price Total

Item 5
Rhodium-plated letter opener with cabochon of Barre Gray granite
Quantity Price Total

Item 6
Distinctive bolo tie with cabochon of Barre Gray granite, Leather-look cord
Quantity Price Total

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Barre Life, Fall 1994
WE NOW ACCEPT CREDIT CARDS!

Granite Print Presentation Folders
Make a lasting impression with our exclusive Barre Gray granite double-pocket folders. A white panel located on the bottom of the back enables you to imprint your company name.

<table>
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“Remembered For All Time” (Protestant Designs and Symbolism) x $ =
“Honored in the Sacred Catholic Tradition” (Catholic Designs and Symbolism) x $ =
“Signs of the Times” (Jewish Designs and Symbolism) x $ =
“To Be Remembered” (cremation designs) x $ =
“The Decision to be Gremated: It’s Two Decisions” (cremation designs) x $ =
“How to Choose Symbols for Your Family Memorial” (symbolism and personalization) x $ =
“Choosing Your Family Memorial” (choosing your at-need or pre-need monument) x $ =
“The Story of Granite” (the story of Barre granite) x $ =
“May We Do You the Favor of a Lifetime?” (pre-need) x $ =
*Non-imprinted brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure.)
*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:

Name ____________________________
Address __________________________
City _____________________________ State ______ Zip, ________

Barre Guild Business Improvement Kit!

Special 2-for-1 offer
2 BIKS for $5!

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>Quantity</th>
<th>Price</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>x $5.00</td>
<td></td>
<td></td>
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</tbody>
</table>

3½” Window Size (pair) x $3.00 =
12” Truck Door Size (pair) x $6.00 =

Shipping Fees for Barre Granite Shop and Promotional Items
For orders up to $100: add $ 5 shipping fee
$ 101 to $ 500: add $ 7.50 shipping fee
$ 501 or more: add $ 10 shipping fee

How To Order:
1. Check desired items, and write in total amount (including shipping fees).
2. Complete shipping information below:
3. Select payment method
   □ MasterCard □ VISA □ Check or money order
4. Mail entire form to: The Barre Granite Association, P.O. Box 481 Barre, Vermont 05641
5. Credit card orders may be phoned in or FAXed to 802 476-4765. Please have your credit card handy when you call us on our regular line, 802 476-4131.

Price: Good Through January 15, 1995

ORDER FORM

Barre Life, Fall 1994

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### ASSOCIATE MEMBERS

**Drafting/Designing**

Monumental Computer Applications, Inc.
9 Genesee St., Cherry Valley, NY 13320
James Falivene
607-264-8611 FAX: 607-264-3307

**Sandblasting**

Capital Custom Sandblast
RD #1, Box 140, East Montpelier, VT 05651
Martin Fitzgerald
802-223-5394 FAX: 223-3944

Cochran's, Inc.
15 Blackwell St., Barre, VT 05641
Sherman Cochran
802-479-1035 FAX: 479-1036

Culture Craft Sandblast Co.
P.O. Box 645, Barre, VT 05641
Adelard Benoit
802-476-7651 FAX: 476-6655

**Polishing**

M & W Polishing Co.
P.O. Box 521, Barre, VT 05641
Waldo Mugford
802-476-8940 FAX: 476-3014

**Consolidated Memorials, Inc.**
P.O. Box 394, Barre, VT 05641
Ray Batchelder
802-476-7542

**Couture Granite Co.**
99 Maple Ave., Barre, VT 05641
Roger Couture
802-479-2555/800-423-9110
FAX: 802-479-2120

### SUPPORTING MEMBERS

**Accounting**

Salvador & Babic PC
123 Washington St., Barre, VT 05641
Tom Babic
802-476-8675 FAX: 479-5165

**Banking**

Granite Savings Bank & Trust Co.
P.O. Box 405, Barre, VT 05641
William McMeekin
802-479-3313 FAX: 476-1220

Vermont National Bank
P.O. Box 359, Montpelier, VT 05601
Norman Peduzzi
802-223-6311 FAX: 223-9539

**C.R. Davidson Co., Inc.**
P.O. Box 156, South Ryegate, VT 05069
Mike Bouchard
802-584-3591/800-638-3738
FAX: 802-584-5900

**Health**

Barre Health Center
225 S. Main St., Barre, VT 05641
Joseph J. Maravola, MD
802-479-9158

**Insurance**

Berg, Carmelli & Kent, Inc.
P.O. Box 628, Barre, VT 05641
Dick Huskes
802-479-1046 FAX: 479-2761

Pomerleau Agency, Inc.
P.O. Box 6, Burlington, VT 05402
Charles Lord
802-863-2841 FAX: 863-8209

**Computer Services**

Breen Systems Management, Inc.
18 Blair Park Road, Williston, VT 05495
James Breen
802-879-4212 FAX: 878-1717

**Printing**

Imperial Company
11 Commerce Ave., West Lebanon, NH 03784
Pat Magnier
603-298-5057 FAX: 603-298-9921

**Reclamation**

Fulton & Company, Inc.
P.O. Box 141, Willersville, VT 05678
Bill Faxon
802-479-3339 FAX: 476-5933

**Frank's Memorials, Inc.**
P.O. Box 565, Barre, VT 05641
Lee Chaloux
802-479-2776 FAX: 479-5249

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

**Vermont National Bank**
P.O. Box 359, Montpelier, VT 05601
Norman Peduzzi
802-223-6311 FAX: 223-9539

**Culture Craft Sandblast Co.**
P.O. Box 645, Barre, VT 05641
Adelard Benoit
802-476-7651 FAX: 476-6655

**Marketing & Design**

Davidson Co., Inc.
P.O. Box 156, South Ryegate, VT 05069
Mike Bouchard
802-584-3591/800-638-3738
FAX: 802-584-5900

**Consolidated Memorials, Inc.**
P.O. Box 394, Barre, VT 05641
Ray Batchelder
802-476-7542

**Desilets Granite Co.**
221 Barre St., Montpelier, VT 05602
Mike Bouchard
802-223-2111
FAX: 802-223-0720

**Family Memorials, Inc.**
P.O. Box 383, Barre, VT 05641
Robert Couture
800-533-3031
FAX: 802-476-3511

**Reclamation**

Fulton & Company, Inc.
P.O. Box 141, Willersville, VT 05678
Bill Faxon
802-479-3339 FAX: 476-5933

**Restaurants**

Country House Restaurant
276 No. Main St., Barre, VT 05641
Marie Lorenzini
802-476-1822

Hilltop Restaurant
P.O. Box 624, Quarry Hill Road, Barre, VT 05641
John Reilly
802-479-2129

**Suppliers**

Budiam America Diamond Tools, Inc.
P.O. Box 661, Barre, VT 05641
Wolfgang Noetzold
802-476-3122 FAX: 476-4140

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Granite Importers, Inc.
P.O. Box 712, Barre, VT 05641
Jake Colgan
802-476-5812 FAX: 802-476-7593

Granite Industries of Vermont
P.O. Box 537, Barre, VT 05641
Jeff Martell
802-451-3236 FAX: 802-479-7973

Hillside Saw Plant, Inc.
P.O. Box 134, Barre, VT 05641
Ed Carbone
802-479-2848 FAX: 802-479-5438

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