1996 BGA Officers
Jeff Martell
President
Kerry Zorzi
Treasurer
Lewis A. Shattuck
Corporate Secretary
John P. Castaldo
Assistant Treasurer
1996 BGA Trustees
Randy Carbonneau
Hillside Stone Products
Robert Couture
Family Memorials
Jeff Martell
Granite Industries of Vermont
Brice Mugford
Peerless Granite Company
Paul Rouleau
Rouleau Granite Company
Mark Gherardi
Rock of Ages Corporation
Kerry Zorzi
Adams Granite Company
1996 BGA Staff
Lewis A. Shattuck
Executive Vice President
Patrick Timothy Mulliken
Editor & Manager Of Public Relations
John P. Castaldo
Manager of Finance & Administration
Gary Watson
Manager of Member Services
Gail R. Spear
Secretary / Receptionist
Valerie Belleville
Administrative Assistant

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Correction: The Adams Granite Company’s O’Connell Celtic Cross featured on page 13 of the Spring 1996 issue was fabricated for Tri-State Monument Company, La Crosse, Wisconsin.

ABOUT OUR COVER: Billed as Barre’s first family-oriented granite show, BEYOND 2000 succeeded beyond all expectations, as this collection of event photographs shows. The three-day event, held at the Barre Civic Center, drew 297 monument retailers (along with 97 children) to the “Granite Center of the World” to view the largest display of granite memorials and other granite products in BGA history. Twenty-three BGA manufacturers exhibited some 200 memorials and other granite products designed especially for the show. Mother Nature cooperated, too, by providing three days of picture-perfect weather.

The BGA’s first major promotion in Barre since 1992 was held August 3 - 5 and surpassed all expectations. Target projections were exceeded with more than 150 companies attending, swelling the total visitor list to more than 400 retail monument dealers and families. At some of the larger social events more than 600 people were present, including BGA host families. Even Vermont’s unpredictable weather was accommodating as our guests were provided with three perfect sunny days of radiant sunshine. Credit for the unqualified success of BEYOND 2000 rests with a committee of enthusiastic members who sought and achieved perfection in every detail to fulfill our guests’ expectations. To those who attended BEYOND 2000, we thank you for your interest and support for the monuments and other products of the members of the Barre Granite Association.

The Monument Builders of North America (MBNA) has been offering outstanding educational programs for its members for years. The current offering, “Knowledge Quest” featuring Dave Diederich, is excellent, and I urge all monument retailers to attend this workshop, which includes such important subjects as: Financial Statements, Pricing For Profit, Break-even Analysis, Business Planning and Practical Personnel Management. An orientation and refresher on all these subjects from a seminar facilitator like Diederich is a must for every retail monument dealer. First, because the topics covered are absolutely the focal point of what you must know to succeed in running a business, large or small. Second, no one can do it better than Diederich, a former CPA, with more than 30 years’ corporate management experience. He is the Senior System Representative with the Stonework’s Division at Breen Systems, a very successful industry-specific software company headquartered in Williston, Vt. As such, he has an insider’s view of the retail monument industry and combines this with the accountant’s discipline of getting the right numbers first and then making tough management decisions. The only minus points in an otherwise sterling presentation are his views on granite inventory. He uses phrases such as “inventory addiction” and “inventories are evil.” When in fact everyone knows from the BGA side of the business you can’t have too much inventory. Everyone should know that you can’t sell what you don’t show! Except for that issue, I believe every monument retailer should make whatever effort it takes to attend an MBNA Knowledge Quest seminar workshop featuring David A. Diederich.
(From Left) BGA and Granite Industries of Vermont President Jeff Martell, Lola Aiken, widow of former Governor Aiken, and Vermont Governor Howard Dean, M.D., cut the ribbon.

Members of the local community turn out in droves to view the handiwork of the 23 BGA granite manufacturers displaying their granite products at the community appreciation night.

Rock Of Ages Chairman and Chief Executive Officer Kurt Swenson with a young admirer, Helen White, at the Community Open House, which drew more than 1,000 people.

The Barre Granite Museum and Ethnic Culture Center’s new video on the history and future of the industry debuts to rave reviews and helps raise awareness and funds for the project.

Beyond 2000 Was: A.J. Barton & Son, Inc., Ipswich, MA • Abbiati Monuments, Brattleboro, VT • AmerAsian Memorials, Hunt Valley, PA • Amigone Memorials, Tonawonda, NY • Anderson Memorials Inc., Austin, MN • Atwood Memorial Co., Haverhill, MA • Benson Monumental Works, Cornish, ME • Bloedel Monument Co., New Ulm, MN • Bracoloni Custom Memorials, Trenton, NJ • Brannon Monument Co., Dubuque, IA • Bristol Memorial Works, Bristol, CT • Brooklyn Monument
B EYOND 2000

(From Left, Foreground) Lynda Mureta Aldrich, Montpelier Granite Works and Jackie Colombo, Colombo Granite Company and other BGA volunteers help register our guests.


Co., Inc., Brooklyn, NY • Bruce Watson Memorials, West Hurley, NY • Burns Brothers & McCabe, Inc., Jersey City, NJ • Carlyle Memorials, Denison, IA • Caron Granite Co., Pawtucket, RI • Cedar Grove Cemetery Association, Flushing, NY • Century Monument Co., Inc. Rensselaer, NY • Collette Monuments, Inc., Lewiston, ME • Cook's Monuments, Waterloo, NY • Corl Monument, Tower City, PA • Coshocton Memorials, Inc., Coshocton, OH • County Memorials, Corp., Manhasset, NY •
(Clockwise, From Left) Martha Gherardi, Hunter Karnedy, Daniel Plante, Becky Karnedy and a BGA Volunteer, trip the light fantastic to the Abair Brothers at Saturday night’s dance.

Some 600 grown-up retailers and BGA manufacturers enjoy a formal dinner at the Barre Auditorium while their children have their own event—a pizza party—in the basement below.

Sandy Pesavento, S. Pesavento & Sons, Inc., Scranton, Pa., lends a hand, literally, at Saturday afternoon’s kids’ program—the first to be held during the three day event.

Bargain hunters find what they're looking for at the The BGA Shop—including the Tombstone Family T-Shirt designed exclusively for the BGA by "The New Yorker" artist Ed Koren.

They flew all the way from Paris—Illinois, that is—just to visit Barre, Vermont. Jim and Margaret Englum of Safford Monument Company break from a busy schedule to pose for a photo.

Bill Faehnle, Maumee Valley Memorials, Inc., Waterville, Ohio, presents his one-man show—"Sales Success: To Get What You've Never Had, You Have To Do What You've Never Done" to a packed house. Bill's workshop generates comments from an audience of fellow retailers, including (right photo) Nicholas Schevchenko, Shevchenko Monumental Works, Perth-Amboy, N.J.

Winnipeg, Manitoba • Eitnier Memorials, Ephrata, PA • Erich Schlosser Memorials, Whitehall, PA • Ericson Memorial Studios, Erie, PA • Erie City Memorials, Erie, PA • Everhart Memorials, Richmond, OH • Fantini Monuments, Mt. Carmel, PA • Fox-Becker Granite Co., Middletown, CT • Franklin Granite Works, Franklin, PA • Galle Memorial Studio, Buffalo, NY • Gaspar-Shiro Memorials of Distinction, Wallington, NJ Gay Monument Works, Berwick, PA • G. Gealy Memorials,
Sunday night’s buffet-style dinner of Vermont baked ham and turkey with all the fixin’s meets with unanimous approval, while Joe Capps Jazz Band’s music adds just the right touch.

Lynda Mureta Aldrich, Montpelier Granite Works, leads a group of aspiring dancers (whose sunglasses hide their identities) in the “Macarena” during the cocktail reception.

(From Left) Jeff Martell, BGA and Granite Industries of Vermont President; Collette Carbonneau, Hillside Stone Products and Ray Stroutsos, Rock of Ages Corporation.

(From Left) Mike Karnedy, Lawson Granite Co. Division of Rock of Ages Corporation, Janet and Barry Eitnier, Eitnier Memorials Design Studio, Inc., Ephrata, Pa., share a customary laugh.


Fannette Whitney Nelson, director of Death Education Consulting, shares with retail memorialists the do's and don'ts of grief and how to use these skills with their grieving customers.

Gene Brusetti, a well-known Barre memorial designer, leads a group of retailers on the Monday afternoon walking tour of Hope Cemetery, the final resting place of many Barre artists.

Haven PA • Harry K. Kramer & Sons Memorials, Lambertville, NJ • Hilgendorf Memorials, Inc., Grafton, WI • Hillside Memorials, Cortland Manor, NY • Holt Monument Works, Inc., Bloomfield, IN • Hoosick Falls Memorial Works, Hoosick Falls, NY • Horst Memorials, palmyra, PA • Howell Craft Memorials, Elizabeth, PA • Huryn Memorials, Campbell Hall, NY • I.Diller Miller Monument Co., Quarryville, PA • J.E. Martenson Co., Detroit, MI • Jackson Monument Works, Jackson, MI •
Monday evening's chicken and mostaciolli barbecue—a Barre tradition—draws a big crowd, nearly 500 retailer and manufacturers families. Perfect weather caps this farewell event.

DJ Bill Leggy keeps the crowd going strong even as the sun begins setting at Rotary Park. Some partygoers continued dancing in total darkness before BEYOND 2000 finally ended.

Some of our out-of-town young guests agree that sugar on snow (maple syrup and ice) tastes best with a traditional pickle-and-donut chaser. Others opt for syrup only, others the ice.

James I. Deveney Memorial Co., Medford, MA • Joyner's Memorials, Inc., Wilson, NC • JR Granites Inc., Tempe, AZ • Lacky Monument, Galesburg, IL • Lawn Croft Cemetery, Linwood, PA • Leeder Monuments, Gananoque, Ontario • Lincoln Memorial, Lititz, PA • Long Island Sandblast Service, Inc., Amityville, NY • M.J. Monument Co., Inc., Wilkes-Barre, PA • Maine Memorial Co., Inc., South Portland, ME • Malvern Granite Co., Malvern, PA • Marsh Monument Co., Durand, MI • Mason
BEYOND 2000

ADAMS GRANITE COMPANY: (From left) Adams President Kerry Zorzi and Diane Figg, Sandzimier Memorials, Inc., Scottsdale, Pa., share a laugh at the Adams Granite display.

BUTTURA & SONS, INC.: (From Left) Buttura Sales Representative Harold Duff and Sales Manager Gordon Lambert stand ready at the firm's handsome monument display.

BROOKSIDE MEMORIALS, INC. (From Left) A retailer chats with Brookside owners Bernie and Joanne Lajeunesse, as neighboring manufacturers stop by to visit the attractive booth.

COLOMBO GRANITE COMPANY (From Left) A retailer stops by to discuss the beautiful Barre monument designed by Colombo Granite Company owners Jackie and Bob Colombo.

Marble & Granite, Columbus, OH • Mayfair Memorials, Cleveland, OH • Memorials by Behm, Geneva, OH • Miller Memorials Co., Nutley, NJ • Milwaukee Memorial Co., Inc., Milwaukee, WI • Monroe Memorials, Butter, NJ • Mount Monument Corp., Staten Island, NY • Mount Olivet Cemetery, Maspeth, NY • Natick Memorial Works Inc., Natick, MA • North Hill Marble & Granite Co., Akron, OH • Northampton Memorial Co., North Hampton, PA • Northwood Cemetery Co., Philadelphia,
COUTURE GRANITE COMPANY: The firm's selection of monument designs and colors and its attractive display lured several retailers throughout the three-day event.

FAMILY MEMORIALS: (From left) Mary Anne and Robert Couture, president of Family Memorials, at their open display featuring a variety of monument designs, sizes and colors.

GANDIN BROTHERS, INC. (From left) Janet and Barry Eitnier, Eitnier Memorials Design Studio, Inc., Ephrata, Pa., with Gandin Brothers, Inc., owners Butch and Judy Gandin.

GRANITE CORPORATION OF BARRE: (From Left) GCOB President Joseph V. Calcagni, with Mark Woolley and Warren Riles, Riles & Woolley Monuments, Forestville, N.Y.

BEYOND 2000
GRANITE EXHIBITS

GRANITE IMPORTERS, INC: (From Left) Granite Importers’ Darlene Chatot, her daughter, Mary, Pam Copping, Matt Travis and Pat Garrett at the firm’s booth of stone products.


HILLSIDE STONE PRODUCTS: (From Left) Jan Fowler, Palmer Brothers Granite Company, Holdrege, Neb., Hillside’s Sarah Somerville, watch as Ed Fowler tries out a granite putter.

LACROSS MEMORIALS, INC.: (From Left) John LaCroix, St. Petersburg, Fla., visits with his brother Bebe and nephew Gary LaCroix, president of LaCross memorials.

Kent, OH • Presbrey-Leland Monument Co., Valhalla, NY • Quakertown Memorials, Inc., Quakertown, PA • R.T. Foard Memorial Co., Rising Sun, MD • Raiken-Epstein Memorials, Inc., Newark, NJ • Randall L. Gallagher Memorials, Inc., St. Clairsville, OH • Rensselaer Monument, Inc., Rensselaer, IN • Ressurection Monument Co., Justice, IL • Rex Monumental Works, New Bedford, MA • Richards & Knauer Memorials, Elverson, PA • Riles & Woolley Monuments,
BEYOND 2000

MAURICE MEMORIALS, INC. (From Left) Maurice Memorials sculptor Kenneth Maurice and Sales Rep Kenneth Ball man the firm's display of fine memorials.

MONTPELIER GRANITE WORKS: (From Left) Karl and Linda Knauer, Richard & Knauer, Elverson, Pa, Rhoda Spencer and Sharon Hanson, Glastonbury (CT) Memorial with Lynda Aldrich.

NORTEAST GRANITE COMPANY: (From Left) Northeast Granite Company President Guy Edson with Sandy Epstein, Raiken-Espstein Memorials, Newark, N.J.

NORTH BARRE GRANITE COMPANY: North Barre Granite Company co-owner Judee Chatot with her niece, Mary, and Judee's son Matt Travis, who helped with the children's activities.

Forestville, NY • Rockland Monumental Co., Inc., Nanuet, NY • Rogers Memorial Studio, Enfield, CT • Romberger Memorials, Harrisburg, PA • Royal Melrose Granites, Cold Spring, MN • Rusiewicz, Arnold, PA • Safford Monument Co., Paris, IL • Sander Memorials, Philadelphia, PA • Sandzimier Memorials, Inc., Scottsdale, PA • Searcy Monuments, Carrollton, KY • Sears Monument Co., Charleston, WV • Sheidow Bronze Corp., Kingwood, WV • Shelly Memorial Studio, Greenville, PA
BEYOND 2000


RIVARD GRANITE COMPANY: (From Left) Shirley Rivard with Rivard co-owners Robert and her husband, Roger. A box of free kid’s stones (colored grout) was a popular item.

PEPIN GRANITE COMPANY: (From left) Betty and Tom Peebles, Peebles Fayette County Monument Company, Somerville, Tenn., with Pepin Sales Rep. Dan Hill.

RIVERTON MEMORIAL, INC.; Riverton Memorial Inc.’s Debbie Lunt discusses her firm’s varied product line—which ranges from monuments to mail boxes—with a retailer.

• Shevchenko Monument Works, Perth Amboy, NJ • Silbaugh Memorials, Shrewsbury, PA • SITA Associates, Mississauga, Ontario • Sunset Memorials, Cochranton, PA • Sweet-Woods Memorial Co., Phoenix, NY • Taylor Memorials, Pittsfield, MA • The Catholic Cemeteries of the Diocese of Hamilton, Burlington, Ontario • The Daily Monument Co., Kent, OH • The Lang Monument Co., Canton, OH • The Mount Royal Cemetery Co., Outremont, Montreal, Canada • The Volpe Monument
BEYOND 2000

ROCK OF AGES, ANDERSON-FRIBERG AND LAWSON: (From Left, Foreground) ROA’s Sales Manager Ray Stroutsos, Bill, Phillip and Kathy Wentz, Earl Wentz, Inc., Breinigsville, Pa.

ROULEAU GRANITE COMPANY: (From Left) Rouleau Sales Reps Bud Smith, Jerry Mascola, Peter Delphos and Jim Soutar with an unidentified retailer.

ROCK SALES, INC.: (From Left) President Mark Treon, Betty and Tom Peebles, Peebles Fayette County Monument Company, Somerville, Tenn., and Sales Manager Terri Ford.

BARRE GRANITE ASSOCIATION: Wanda and Paul Corl, Corl Monuments, Tower City, Pa., at the Association’s information center and lost and found booth.

ANDERSON-FRIBERG COMPANY
DIVISION OF ROCK OF AGES CORPORATION

PECKWAS - JET BLACK SOLID-CUT TEARDROP SHAPE WITH CROSS, DESIGNED AND MANUFACTURED BY AFCO FOR CZARNIK MEMORIALS, ARGO, ILLINOIS.
Barre Gray Die: 4-6 x 0-8 x 2-6
Barre Gray Base: 5-6 x 1-2 x 0-8
Finish: Steel

BUTTURA & SONS, INC.
FAMILY MEMORIALS, INC.

Pre-need memorial for Vickie and Roger Couture, a partner in Family Memorials and the firm’s cutter. Finish work is one of Roger’s areas of expertise, and he has demonstrated his ability with this beautiful example of rock work, axed panels and raised round lettering. Overall size is 4-4 x 3-6.
GANDIN BROTHERS, INC.

For Harrisville Memorials Harrisville, Pennsylvania

Gem Mist Die: 3-9 x 0-8 x 5-0  Finish: Polish-2; Balance Rock Pitch
Barre Gray Base: 3-10 x 1-2 x 0-8 Finish: Steel Top; Balance Rock Pitch

Engraving: Sofia Chatkovskaia
GRANITE CORPORATION OF BARRE

This outstanding steeled Barre Gray granite memorial that features a hand-carved Christ was crafted by Granite Corporation of Barre.

Overall dimensions are 6-0 x 2-0 x 8-6.
GRANITE INDUSTRIES OF VERMONT
Richardson Monument, Lisbon, Ohio

Medium Barre Granite Die: 6-0 x 1-0 x 3-0
Medium Barre Base: 8-0 x 1-8 x 0-10
Carving: Sandblast Shaped; Hand-Tooling
Designer: Caroline Lehwald and the Lehwald Family

Finish: Steel
Finish: Axed 1-Inch Drop Wash; 6-Inch Steel Margin
NORTH BARRE GRANITE COMPANY
For Peacock Memorials, Valhalla, New York

Barre Granite Botinee Cross: 6-6 x 0-10 x 6-11
Barre Sub Base: 4-0 x 1-4 x 1-6
Barre Bottom Base: 6-0 x 1-6 x 1-4

Finish: Steel
Finish: Steel; Rock-Pitch Ends
Finish: Steel Top, 2-Inch Margin; Balance Rock Pitch
ROCK OF AGES CORPORATION
FITCHBURG WAR MEMORIAL - DESIGNED AND MANUFACTURED BY ROCK OF AGES CORPORATION FOR HATHAWAY MEMORIALS, LEOMINSTER, MASSACHUSETTS
BROOKSIDE GRANITE COMPANY

French Blue Die: 3-6 x 0-8 x 2-4
Finish: Polish-3;
Hand Carving
With Polish Hair,
Beard And Tear
Base: 4-6 x 1-2 x 0-8
Finish: Polish Flat Top,
2-Inch Margin;
Balance Rock Pitch

COUTURE GRANITE COMPANY

Barre Gray Die: 2-2 x 0-10 x 3-9
Finish: Steel
Barre Gray Base: 2-6 x 1-10 x 0-9
Finish: Steel Top,
2-Inch Margin;
Balance Rock Pitch
LACROSSE MEMORIALS

Canadian Pink Die: 4-0 x 0-10 x 2-8
Finish: Polish Oval Top, Straight Ends, Raised Letters

Canadian Pink Base: 5-4 x 1-4 x 0-10
Finish: Polish Top;
2-Inch Steel Margin;
Balance Rock Pitch

LAWSON GRANITE COMPANY
DIVISION OF ROCK OF AGES CORPORATION

NOLAN - SELECT LIGHT BARRE 7-0 FAMILY MONUMENT MANUFACTURED FOR THE ROBERT NOLAN FAMILY, OWNERS OF HAMDEN MONUMENT COMPANY, HAMDEN, CONNECTICUT.
MAURICE MEMORIALS

Medium Barre Die: 3-0 x 0-8 x 2-2
Finish: Polish-2;
Balance Rock Pitch;
1'-Inch Raised,
Hand-Carved
Profile of Mary
In 10-Inch Diameter Niche
Medium Barre Base: 3-8 x 1-2 x 0-8
Finish: Polish Flat Top;
Balance Rock Pitch

MONTPELIER GRANITE WORKS
For Bracoloni Custom Memorials
Trenton, N. J.

Select Dark Barre Die: 4-0 x 0-8 x 2-6
Finish: Polish 2;
Custom-Cut Top
With Hand-Carving:
Balance Rock Pitch
Select Dark Barre Base: 5-0 x 1-2 x 0-6
Finish: Steel Top,
1-Inch Margin;
Balance Rock Pitch
PEERLESS GRANITE COMPANY

Canadian Pink Die: 3-0 x 0-8 x 2-4
Finish: Polish-2;
Balance Axed
Canadian Pink Base: 4-4 x 1-0 x 0-6
Finish: Polish Top;
Balance Rock Pitch

PEPIN GRANITE COMPANY
For Cuetara-Hile Memorial Center
Clearfield, Pa.

Penn Mist Die: 2-6 x 0-6 x 1-10
Finish: Polish-2
With Colored Engraving;
Balance Rock Pitch
Penn Mist Base: 3-6 x 1-0 x 0-6
Finish: Polish Flat Top;
Balance Rock Pitch
RIVARD GRANITE COMPANY
For Claremont Memorials
Claremont, New Hampshire

Jet Black Die: 3-8 x 0-8 x 2-6
Finish: Polish
Jet Black Sub Base: 3-10 x 0-10 x 0-4
Finish: Steel
Jet Black Bottom Base: 4-10 x 1-4 x 0-8
Finish: Polish Top,
1-Inch Margin;
Balance Rock Pitch

RIVERTON MEMORIAL
For Empire Granite Company
Worcester, Massachusetts

Canadian Pink Die: 5-0 x 0-10 x 4-0
Finish: Polish-2;
Balance Steel
Sandblast: Culture Craft Sandblast Company
Carving: Eric Oberg
Canadian Pink Base: 6-0 x 1-4 x 0-10
Finish: Polish Top;
Balance Rock Pitch
ROCK SALES INCORPORATED

Gem Mist Dies: 2-0 x 0-8 x 2-6
Finish: Polish;
Colored Engravings;
Skin-Frosted Lettering
Gem Mist Slant: 2-0 x 1-0 x 2-2
Finish: Polish
Gem Mist Base: 8-0 x 1-2 x 0-8
Finish: Polish Flat Top;
Balance Rock Pitch

ROULEAU GRANITE COMPANY

Medium Barre Celtic Cross: 2-0 x 0-8 x 4-0
Finish: Polish-2;
Balance Rock Pitch
Medium Barre Base: 3-0 x 1-2 x 0-8
Finish: Steel Flat Top;
Balance Rock Pitch
GRANITE IMPORTERS INC.

Project: Hand-Chisled Panel Replacement; Carved Column Capitals, Bases
Location: Gallaudet University Washington, D.C.
Stone: Portland Brownstone Indiana Buff Limestone
Square Footage: 2,846

HILLSIDE STONE PRODUCTS For Pasvalco Closter, New Jesery

Korea Telecom

111

Bethel White
Sign: 9-6 x 1-0 x 4-0
Finish: Hone
Bill Corrigan (center), retiring wash stand inspector, receives a farewell handshake from Granite Industries of Vermont President Jeff Martell, as (foreground, from left) Norm White, plant foreman, and Leon Perry, plant foreman, and Brian Colby, new washstand inspector, look on. Bill, who entered the granite industry in 1955, retired officially on Aug. 29, 1996.

Valerie Belleville, joined the BGA on June 26 as its new Administrative Assistant. The Vermont native had worked for the Department of Housing and Community Affairs as a secretary; Dufresne-Henry, Inc., an engineering firm, as a Secretary; and the Secretary of State’s Office as a Secretary Trainee. Valerie lives in Barre with her three-year-old daughter, Heather Marie Hill.

Ken Ball, former sales representative at North Barre Granite Company, joined 50-year-old Maurice Memorials on July 9 as a sales representative. Ken is well-known to retailers and has attended several state and regional monument conventions. Before he entered the granite industry in 1994, Ken spent the previous 18 years in the wholesale grocery business in Vermont.

Becky Spooner, joined the staff at Pepin Granite Company on July 8, bringing with her more than 20 years of granite industry experience in sales, telemarketing, expediting and shipping. Becky, who has worked for several BGA firms, entered the industry in 1973 as secretary of the Barre Guild Consolidation Service; she was also an administrative assistant at the BGA.
<table>
<thead>
<tr>
<th>Item 1</th>
<th>8&quot; x 8&quot; Wall Clock</th>
<th>Barre Gray granite</th>
<th>Includes AA Battery</th>
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<tr>
<td>Quantity</td>
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<table>
<thead>
<tr>
<th>Item 2A</th>
<th>Rhodium-plated pick-and-shovel tie pin with cabochon of Barre Gray granite</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quantity</td>
<td>Price</td>
</tr>
<tr>
<td></td>
<td>by EA</td>
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<table>
<thead>
<tr>
<th>Item 2B</th>
<th>Rhodium-plated shovel tie bar</th>
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<tbody>
<tr>
<td>Quantity</td>
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<table>
<thead>
<tr>
<th>Item 3A</th>
<th>Rhodium-plated lace-mount earrings with cabochon of Barre Gray granite. Surgical-steel posts.</th>
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</thead>
<tbody>
<tr>
<td>Quantity</td>
<td>Price</td>
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<table>
<thead>
<tr>
<th>Item 3B</th>
<th>Leaf-mount earrings</th>
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<tr>
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<table>
<thead>
<tr>
<th>Item 4</th>
<th>Deluxe Pilsner Glasses Set of four,</th>
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<tr>
<td>Quantity</td>
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<tr>
<td></td>
<td>by EA</td>
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<table>
<thead>
<tr>
<th>Item 5</th>
<th>Rhodium-plated letter opener with cabochon of Barre Gray granite</th>
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</thead>
<tbody>
<tr>
<td>Quantity</td>
<td>Price</td>
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<td></td>
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<table>
<thead>
<tr>
<th>Item 6</th>
<th>Distinctive bolo tie with cabochon of Barre Gray granite. Leather-look cord.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quantity</td>
<td>Price</td>
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<tr>
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Booklets

“What Every Cemetery Needs To Know About Barre Gray Granite Memorials” (guide to selecting and maintaining upright granite memorials)

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Color Posters

“How To Customize A Barre Monument”

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Videotapes

“New Technology In Barre” (new machinery and techniques that make Barre “The Granite Center of The World.”)

“Artistry in Granite” (a look at beautiful Barre gray granite monuments)

“Quarrying and Manufacturing” (the making of Barre monuments)

“The Story of the Barre Granite Industry” (the fascinating history of the Granite Center of the World)

“The Stone Whistle” (tour and explanation of the Barre granite industry, with John Foyesty)

Videos: $10 each. All five for $40.

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>
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<tbody>
<tr>
<td>3” x 7” Window Size</td>
<td>FREE</td>
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</tr>
<tr>
<td>12” Truck Door Size</td>
<td>FREE</td>
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Brochures

“Granite Inside and out” (Granite Products)

“Remembered For All Time” (Protestant Designs and Symbolism)

“Honored in the Sacred Catholic Tradition” (Catholic Designs and Symbolism)

“Signs of the Times”

“To Be Remembered” (Jewish Designs and Symbolism)

“The Decision to be Cremated: It’s Two Decisions” (cremation designs)

“How to Choose Symbols for Your Family Memorial” (symbolism and personalization)

“Choosing Your Family Memorial” (choosing your at-need or pre-need monument)

“The Story of Granite” (the story of Barre granite)

“May We Do You the Favor of a Lifetime?” (pre-need)

Brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure.)

HOW TO ORDER: (PAYMENT MUST ACCOMPANY ORDER)

1) COMPLETE INFORMATION BELOW. (PLEASE PRINT)

COMPANY NAME ____________________________

ATTN ____________________________

UPS SHIPPING ADDRESS ____________________________

CITY __________________ STATE __________________ ZIP __________________

PHONE __________________ (in case we have a question about your order)

2) SELECT PAYMENT METHOD

[] VISA  [] MASTERCARD  [] CHECK OR MONEY ORDER

CARD NUMBER __________________ EXP. DATE __________________

CARD HOLDER SIGNATURE __________________ DATE __________________

*CREDIT CARD ORDERS MAY BE PHONED IN (802) 476-4131 OR FAXED TO (802) 476-4765. PLEASE HAVE YOUR CREDIT CARD HANDY WHEN YOU CALL US ON OUR REGULAR LINE, (802) 476-4131.

BGA OFFICE HOURS: MONDAY-FRIDAY 8 A.M. TO 4:30 P.M. (EST)

SHIPPING CHARGES FOR BARRE GRANITE SHOP AND PROMOTIONAL ITEMS

ORDERS UP TO $100: ADD $5.00
$101 TO $500: ADD $7.50
$501+: ADD $10.00

MERCHANDISE TOTAL $ __________________

• ADD 5% sales tax on Vermont orders $ __________________

• ADD shipping charges from above schedule $ __________________

TOTAL $ __________________