The Magazine of the Barre Granite Association
Cochran’s Inc. made this Medium Barre Sign 4-10 x 0-10 x 3-0 steeled 2, balance sawn. The Greek letters are Antique Gold. The black plaque (1-0 x 1-0) was laser-etched, painted and then inset into the sign by Cochran’s. Sign custom designed by Maine Memorial Company in South Portland, Maine, for Cornell University, Delta Kappa Epsilon Fraternity.
Notes From The Executive Director

It seems we finally make it to summer after a long winter, and before long the leaves are turning colors in Vermont. It was a great summer in Vermont and again I had the pleasure of escorting a camera crew from Comcast around Barre and through Hope Cemetery. You may also have caught the great report that MSNBC did on one of our members, Granite Industries of Vermont, showing their production of Veteran Memorials. The more media coverage we receive in Barre, the more calls we are getting from around the country from people who want to visit our great state and its premier granite industry.

I wanted to comment this time around about the recent rash of recalls and the concerns that we have seen arise from products manufactured overseas. For me this simply reinforces the fact that in many cases, the best quality, reliability, and service comes from products manufactured in the United States. The most important thing regarding service is the availability of someone to assist you simply with a telephone call. As I have mentioned in the past, who do you speak with if you call a BGA member with a question or concern? In just about every situation, people will tell me, “I spoke directly to the owner of the company.” That is the type of service that the Barre Guild offers customers. The owners are there and eager to assist you with any questions you may have.

I also wanted to comment on the information regarding the National Sudden Death Trauma Certification Classes that are held by Franne Whitney Nelson at the Barre Granite Association. As my testimony states, I participated in the August class and found it to be extremely educational and enlightening. I guarantee that no matter how long you have been in the death care industry, you will learn many new things. It was also great to be in a classroom situation with other people to share information with. Everyone brought unique experiences with death into the class and shared them. I think it is a course that really helps people understand death much better and inevitably will aid you in your interaction with people who have just experienced any kind of death in their lives.

Finally, I would like to encourage all of our readers to send “Letters to the Editor” for publication in our 2008 Spring/Summer issue. We really do want to hear from you on issues of concern or perhaps subjects relating to the granite industry that you would like us to address. Also, please feel free to call the BGA office if you would like to speak directly to us.

See you all in Baltimore and at the New England Convention in 2008.

John Castaldo
Executive Director

On The Front Cover - Granite Corporation of Barre

This monument commemorates the life of John Bernasconi, a life long resident in Barre, VT. It is in the Hope Cemetery.

The monument is select Barre Granite and was designed by Joe Calcagni & his son Matt of Granite Corporation of Barre, VT. It was fabricated by Granite Industries of VT and set by Joe and Matt Calcagni. The overall dimensions are 10-10 x 2-0 x 7-10. All exposed surfaces are steeled or dusted.
CONTENTS

3 BGA Welcomes a New Member
4-7 Barre Life News
8 Gandin Bros., Inc.
9 Adams Granite Company
10 Culture Craft Sandblast Inc.
11 Granite Corporation of Barre
12 Joe’s Custom Polishing & Manufacturing
13 North Barre Granite Co.
14 Joe’s Custom Polishing & Manufacturing
15 Granite Industries of Vermont
16 Pepin Granite Co., Inc.
17 Spruce Mtn Granites & Custom Sandblasting
18 Franne Whitney Nelson
19 Certification Registration Form
20-26 Membership Directory
27 Granite City Tool
28 Miles Supply
29 Barre Guild Logo Shirts
30 Barre Guild Store
31 Order Form
32 BGA Remembers

Does anybody know where this picture was taken? Do you know anybody in the picture? Please let us know.
BGA Welcomes Spruce Mountain Granites & Custom Sandblast Inc.
Situated in the center of Vermont (exit 4 off Interstate 89), the Vermont Veterans Memorial Cemetery offers a breathtaking final resting place for Vermont veteran’s, their spouses and some dependents.

In 1988 the State of Vermont purchased 314 acres of land adjacent to Vermont Technical College in Randolph, Vermont. They later designated 110 of those acres to the Vermont Veteran’s Memorial Cemetery, which is under the administration of the office of Veteran’s Affairs.

The VVMC which opened in 1993, is situated on a rolling hillside facing south has a rural setting that is consistent with the values of Vermonters. Divided into six sections the cemetery currently contains approximately 5500 burial plots.

Section A: Upright Granite
Section B: Commercial Monuments
Section C: Flat Government Markers (Marble & Granite)
Section D: Upright Marble
Section E: Upright Granite
Section F: Flat Government Markers
Regulations require that all monuments in the cemetery be manufactured of stone native to Vermont. And is the only state veteran’s cemetery that gives families the option of having their own personalized memorial designs. Even though these commercial monuments are required to be no more than 3-6 x 0-8 x 4-0 dies on 4-0 x 1-2 x 0-8 bases, the commercial section has perhaps more variety in shapes and personalized memorialization than most other cemeteries and is a testament to the imagination and craftsmanship of Vermonters and Vermont granite manufacturers. We urge and strongly recommend that you place the Vermont Veteran’s Memorial Cemetery on your list of places to visit on your next trip to Vermont.

Situated at the northern most tip of the cemetery sits a memorial chapel – also constructed of Vermont wood and granite. The chapel overlooks the entire cemetery – the picking gardens, the strategically placed benches that offer a place for families to reflect and remember and the circle of flags representing all of Vermont’s veterans.
Marketing Change Needed

I believe our industry marketing philosophy needs to change now. Our major focus should be in creating a desire with customers or end user’s for our products.

We need to urgently start planting the seeds in the next generation of potential customers that memorialization is the proper way to not only let people know that you were here, but who you were in life. This is an extremely important part of our society. We need to face the fact that the demand for our product is not increasing. If you have been in the death care industry for more than 20 years you realize that Memorial Day is not what it was at one time. That was the day we went to the cemetery and honored our deceased friends and relatives. I believe it is time to change our marketing strategies and focus on the importance of memorializing the lives of those we loved. Consumers need to be educated and shown that they have choices and what those choices are. This would benefit manufacturers and retailers.

Statistics suggest that we should be entering our greatest stretch of growth in the next 25 years. Recently the first baby boomer signed up for social security. Now we need to change our strategies and begin to create a desire for our product. Why is that important? Consumers spend money on a product that they desire. They might not need it but they buy it because of desire.

Make no mistake; the foundation of our industry is the end user. If consumers do not walk into your door and purchase our product, then I am no longer in business and neither is the retailer. I don’t care how good we are at what we do. I know there are many problems that we face. Some are shared and some are unique but all of them are valid and we will rise to the challenge. We cannot jump to fix the wall or the roof until the foundation on which they rest is solid.

In the next issue we will share some ideas on how to proceed with this direction. Your letters and e-mails are very much desired and valued. Please send letter to the editor by fax, e-mail, or regular mail in care of the Barre Granite Association. Let’s work together.

Sincerely
Paul Bagalio

Joe’s Custom Polishing & Manufacturing Would Like To Introduce
Debbie Shepard

Debbie Shepard came on board at Joe’s Custom Polishing in July 2007. She comes with years of experience in the granite industry. Debbie is the bookkeeper and has started to do estimating. As time goes on retailers will be hearing more from her. She resides in East Orange with her husband Bob, her two daughters Tracie and Lindsey.
The BGA Is Proud To Have Sponsored Capital Soccer for Kids

Left to right: Zach Elmore, Nicky Johns, Cullen Rose, Mossimo Milo, Reed Bingham, Daniel Hoyne-Grosevenor, Kevin Fritz, Zach Allen, Hayes Ward, Hunter D’Agostino and Sean Hood.

The season was a very positive one for the boys as they developed their soccer skills and were competitive while playing against teams that were often older. The players enjoyed their training sessions, games and tournaments. Although game results were sometimes lacking it was one of the most satisfying season.

BGA Sponsors Bowling Team to Help The Peoples Health & Wellness Clinic

Donna Gagnon, Todd Reichenberger, Pat Taylor, Sharon Grandbois and Jerry Miller

The Barre Granite Association sponsored a 5 person team to bowl in The 1st Annual People’s Health & Wellness Clinic Bowl-A-Thon on Saturday August 18, 2007. They finished in first place as they were the High Scoring Team. One of the team members Todd Reichenberger also got the high series award. From the money raised by the bowlers that day 95 per cent went to the People’s Health & Wellness Clinic in Barre, VT. This clinic provides medical services for those who cannot afford it.
This dark Barre Granite monument was manufactured for Gast Memorials in Chicago, IL. Standing 4-4 high, it features bas-relief sculptured passion flowers with setbacks around the cross. The finish is steeled and stippled.
A Medium Barre Granite monument 2-10 x 0-8 x 4-10 was manufactured by Adams Granite for one of their employees. All Steeled with checks, ogees and deluxe Calla Lilies with a tooled background. The base also of Medium Barre is 3-10 x 1-2 x 0-8 has a steeled top with a steeled 1 1/2” margin and balance rock pitch.
Manufactured for Maine Memorials by Joe’s Custom Polishing of Barre, VT. Sandblasting and the Gold Leaf was done by Culture Craft Sandblast Inc. of Barre, VT. The overall size is 6-0 x 0-10 x 4-0.
This monument is in the Vermont Veterans Cemetery and was designed for Robert Batchelder of Barre, VT by Joseph Calcagni of Granite Corp of Barre and was cut by Granite Industries of Vermont. The symbolism includes the Laurel Wreath, his victory in life, 3 roses one for each of his daughters, the National Guard Emblem and the entwined rings for his long married life with his wife Sandy. At the time of his death Mr. Batchelder was a Colonel in the Army National Guard. The monument is Barre Gray the size is 3-6 x 0-8 x 2-4. The base size is 4-0 x 1-2 x 0-5.
This Barre Gray monument was produced by Joe's Custom Polishing & Manufacturing of East Barre, VT. It is a 3-0 x 1-2 x 3-0 and has a steeled front with two raised panels lettered by B & B Monumental Engravers of Barre, VT. It was manufactured for Mt. Pleasant Memorials in Gloucester, MA. The base has a steeled top with balance rock pitch is also of Barre Gray and the size is 3-6 x 1-6 x 1-0.
This Jet Black monument was done for Gray Rock Memorials in Valhalla, NY. The overall size is 3-6 x 2-8 with a custom etching designed by the Cheu family.
An alternative for cremations, this columbarium was made in Barre, VT by Joe's Custom Polishing & Manufacturing with Barre Granite. It has a polished roof top with a color etching on the front and black polished doors on the back. The size is 2-10 x 1-4 x 3-0.
Jeff Martell of Granite Industries of Vermont designed this monument for Nancy (Leclerc) St. John’s parents and is located in the Hope Cemetery in Barre, VT. Yvon Leclerc devoted over 30 years in the granite industry and his love of playing the guitar is reflected in this memorial.
Pepin Granite manufactured this all steeled Barre Granite 5-0 x 0-10 x 3-6 monument for Dupont Monument Shop, Dupont, PA. It has a 3” Hand Carved Relief of the Sacred Heart. The base is 6-4 x 1-4 x 1-0 with a steeled top and steeled beveled front.
This special memorial was done for a police officer in Pennsylvania who died in the line of duty. It is an Impala Black monument. It was hand carved and hand sandblasted. The size is 3-6 x 1-6 and the support joint is 0-10 in diameter and 0-8 high.
Q. How do you help people who feel they have wronged the person who has died?

A. The single element that has the strongest influence on whether an individual reaches healthy grief resolution is regret.

In order to deal with those regrets, there are folks who recommend sitting in front of an empty chair and talking to the chair as if your deceased loved one is sitting there. However, I believe there is a more effective way to deal with regrets after someone you love has died.

A technique I use is to advise bereaved people to imagine they could have their loved one back for five minutes and think about what they would say to them. Then write that in a letter.

I recommend writing rather than speaking because we learn to talk far sooner than we learn to write, because writing is more complicated than talking. Therefore, we use a different, higher part of our brain to write than when we talk, which, I believe, makes writing a letter far more potent than talking to an empty chair.

It could take an hour, a week, a month or six months to write the letter, but after you have finished writing it, make several copies, keeping one for yourself.

Important: read your copy of the letter over and over and eventually, you will come to believe that your person has heard your words and you will find a modicum of peace.

DEATH FACTS & FANCY

Three out of ten people who are in counseling suffer from unresolved grief over a loved one's death.

Q. Do you believe that the funeral should be a celebration of the deceased's life and, if so, why?

A. I believe it should be a celebration, along with the public recognition and acknowledgment that we feel bereft and deeply mourn the death of a beloved person.

One perspective doesn't need to prevail over the exclusion of the other and, in my opinion, should not.

DEATH FACTS & FANCY

George Washington, who was afraid of being buried alive, spoke these last words to his secretary, Tobias Lear: "I am just going. Have me decently buried and do not let my body be put into the vault in less than three days after I am dead. Do you understand? 'Tis well.'

Q. When a customer is upset, what is the best way to comfort them?

A. When I'm dealing with a bereaved individual, I don't interfere with whatever way they are expressing their grief, at that moment. After that particular circumstance has passed, I make comments that commiserate with them.

I never say things that try to minimize their grief, such as "well, at least you had him for 50 years." Yes, they had him for fifty years, but they probably would have liked fifty more. Or "he's in a better place." Well, we certainly hope so, but most people believe a better place is at the dinner table or in their arms.

If there is anything I have found in my research and experience that does not comfort, but incenses grieving people, it's trying to put a "positive spin" on their death loss. They feel it minimizes and trivializes their feelings.

They earned their grief through love and they are entitled to it.

Q. Do the ill prefer to die at home?

A. Some do not. Those who don't often feel their dying at home will somehow "contaminate" the house and that their family will forever associate the home with the death and not want to live there.

I was blessed to have hands-on experience with hundreds of dying people through my association with a hospice. The majority of our patients wanted to die at home in their own bed, surrounded by their loved ones, amid familiar furniture, books, paintings and beloved pets.

Franne Whitney Nelson has made over 400 death notifications and has dealt collectively with approximately 20,000 grieving people. She was chosen the 1994 National Educator Of The Year by the American College of Healthcare Administrators and lectures all across the United States. She is also a national certifier of Sudden Death Trauma Specialists.

Please direct any questions to Franne at legacyhill@pskhost.com or (802)223-7872.
"In August 2007, I took the National Sudden Death Trauma Specialist Certification class taught by Franne Whitney Nelson. It was a wonderful educational experience! I learned so many intricate details about the human emotions associated with death and grief, right down to the chemical reactions people go through.

I also learned how to better communicate with those people who have experienced the death of a loved one. Because we are often so afraid to interact with grieving people, we say and do things we think will help, but actually do nothing but create more turmoil. It was also interesting to learn about the various stages of grieving, right from the initial death notification to months and years later.

I would advise absolutely anyone in the death care profession to take this course. You will be amazed at what you learn and how much more comfortable you will feel when you interact with those who have experienced the death of a loved one."

John P. Castaldo, Executive Director, BARRE GRANITE ASSOCIATION

WHY BECOME A CERTIFIED SUDDEN DEATH TRAUMA SPECIALIST?

Grief costs American companies, organizations and institutions more than $75 billion dollars a year in lost productivity. In the wake of Oklahoma City, Columbine, 9-11 and world terrorism, it is more vital than ever to assure that those who are charged with assisting the loved ones of sudden, unexpected death acquire superior knowledge in this highly specialized aspect of dealing with death and grief.

Increasing your knowledge about grief from any manner of death means strengthening your professionalism; thus enhancing the quality of service to your customers. Word of mouth is one of the most powerful means of spreading the word about your company and when the effectiveness of your support of grieving customers grows, so does your bottom line.

Certification in this unique and paradigm-altering subject demonstrates that the certificate holder, through intensive training and rigorous testing, has mastered a body of knowledge that illustrates a depth of professionalism in deathcare of the highest order.

DO YOU KNOW?

How grief differs according to the manner of death? • Why families often want certain information that might be considered "morbid" when it's actually vital to their mental health? • The biochemistry of grief and what happens to our body when we grieve? • The five steps necessary to prepare families to see an "unviewable body" that assures it will not be their last visual memory of their loved one? • What the four "gifts of grief" are? • Some phrases never to use with the newly bereaved? • How to help survivors say a forever good-bye when there was only a today good-bye, even if it's months or years after the death? • The single most therapeutic event of all our death rituals? • What the three types of tears are and how swallowing one kind can adversely impact your health? • Why trying to make grieving people feel better doesn't work and how it can cause unintended harm? • How long it takes to reach healthy grief resolution?

PROGRAM PARTICULARS

WHERE: The Barre Granite Association, Barre, Vermont • DATES: 22, 23, 24, 25 April 2008 • TIMES: Tues/ Wed/Thurs: 900am to 400pm, Friday: 900am to noon • FEE: $1250.00 per person (send two, third free) • INCLUDED: Training fee, breakfast, lunch, breaks, all class materials, certificate • TERMS: Due to limited seating, full payment is required upon enrollment, which closes when class limit is reached. Fee is transferable to another person or class, but non-refundable • TO REGISTER: Fill in the form below, make check out to Franne Whitney Nelson and send to Death Education Consulting, Box 571, Montpelier VT 05601.

Name_________________________ Date_________________________

Company__________________________________________________

Address____________________________________________________

19
Voting Members

Adams Granite Co.
Kerry Zorzi
P.O. Box 126, Barre, VT 05641
800-342-1070 * 802-476-5281
Sales: 877-682-3267 * Fax: 802-476-3027
www.adamsgranite.com
kzorzi@adamsgranite.com
sales@adamsgranite.com

B&B Monumental Engravers
Steve Bigrans
25 Gable Place, Barre, VT 05641
877-479-0907 * 802-479-0909
Fax: 802-476-3822
Golffce@verizon.net

Buttura & Gherardi Granite Artisans
Mark Gherardi
P.O. Box 606, Barre, VT 05641
802-451-3252 * 802-476-6646
Fax: 800-404-9991 * 802-476-5994
mggerardi@graniteartisans.com
www.graniteartisans.com

Cochran’s, Inc.
Sherman & Diane Cochran
P.O. Box 272, Barre, VT 05641
802-479-1035 * Fax: 802-479-1036
sherm@cochrans-monuments.com
www.cochrans-monuments.com

Colombo Stoneworks, Inc.
Bob Plante
P.O. Box 585, Barre, VT 05641
800-446-1049 * 802-476-5555
Fax: 802-476-0200
Colombo@Sover.net
www.colombostoneworks.com

Colonial Granite Co.
Clem & Scott Vaillancourt
33 West Second St., Barre, VT 05641
866-606-4800 * 802-476-4800
Fax: 802-479-5836
clem@colonialgranitevt.com

Culture Craft Sandblast Inc.
Charles Day
P.O. Box 645, Barre, VT 05641
802-476-7351 * 888-447-3614
Fax: 802-476-6557
CultureCraft@aol.com

Gandin Bros., Inc.
Gaylord “Butch” & Tom Gandin
P.O. Box 155
South Ryegate, VT 05069
800-433-0617 * 802-584-3521
Fax: 802-584-4053
gandinbros@pivot.net

Granite Corporation of Barre
Joseph B. Calcagni
P.O. Box 633, Barre, VT 05641
802-476-6177 * Fax: 802-476-0570
jccalcagni@aol.com - graniteinc@aol.com
www.granitecorporation.com

Granite Importers, Inc.
Bruce Colgan
P.O. Box 712, Barre, VT 05641
802-476-5812 * Fax: 802-476-7349
manufacturing@graniteimporters.com
www.graniteimporters.com

January 11-13, 2008
Mid-Atlantic Monument Builders Association Convention and Expo
Marriott Waterfront Hotel
Baltimore, MD
www.mid-atlanticconvention.com
New England Monument Dealers Association
Connecticut Monument Builders Guild &
Massachusetts Monument Retailers Association

Holiday Inn Boxborough
242 Adams Place, Boxborough, MA
Contact: David DeFilippo 1-617-387-5058
Voting Members

Northeast Granite Co.
Guy Edson
2 Granite St., Montpelier, VT 05602
800-950-3066 * 802-223-3502
Fax: 802-223-6610
gpedson@aol.com

Peerless Granite Co.
Bret Mugford
P.O. Box 313, Barre, VT 05641
800-654-6069 * 802-476-3061
Fax: 802-475-3014

Pepin Granite Co., Inc.
John Pepin
P.O. Box 566, Barre, VT 05641
800-654-5420 * 802-476-5830
Fax: 802-476-5470
office@pepingranite.net
www.pepingranite.net

Riverton Memorials, Inc.
Ernest Lavigne, Jr.
P.O. Box 284, Northfield Falls, VT 05664
800-643-8082 * 802-485-3371
Fax: 800-952-8268 * 802-485-6535
rivertonmemorial@trans-video.net

Spruce Mountain Granites & Custom Sandblasting
Paul Bagalio II & Barry Duquette
P.O. Box 427, Barre, VT 05641
866-476-7474 * 802-476-7474
Fax: 802-476-8181
smgranites@aol.com

Saporiti Sandblast Co.
Roger Trepanier
P.O. Box 187
East Barre, VT 05649
802-476-4063

Swenson Granite Co., LLC
Bob Pope
P.O. Box 626, Barre, VT 05641
802-476-7021 * Fax: 802-476-2251
dhill@swensongranite.com
www.swensongranite.com

Tosi Custom Sandblast Co.
Todd Tosi & Michael Gaydos
849 Darling Rd.
West Berlin, VT 05663
802-476-3851 * Fax: 802-476-3866

Maplecroft
Bed & Breakfast
A Victorian Inn
70 Washington Street
802-476-0760 • maplecroftvermont.com

A Victorian Bed & Breakfast
For more information about Maplecroft
Contact Paul Heller
802-476-0760
70 Washington St.
Barre, VT 05641
www.maplecroftvermont.com
The BGA Thanks Our Supporting Members

**Accounting**

Salvador & Babic PC  
Tom Babic  
240 South Main St.  
Barre, VT 05641  
802-476-8673 * Fax: 802-479-5165

**Banking**

Chittenden Bank  
Marsha Wimble  
292 North Main St.  
Barre, VT 05641  
802-476-0031 * Fax: 802-476-0039  
MWimble@chittenden.com  
www.Chittenden.com

Community National Bank  
Steve Gurin  
316 North Main St.  
Barre VT 05601  
802-476-6565 * Fax: 802-476-1185  
barre@communitynationalbank.com  
www.communitynationalbank.com

Key Bank of Vermont  
Jennifer Flies  
315 North Main St.  
Barre, VT 05641  
802-476-4135 * Fax: 802-476-3316  
www.key.com

**Computer Services**

Breen Systems Management, Inc.  
Matthew P. Mertens  
600 Blair Park Road, Suite 150  
Williston, VT 05495  
802-879-4212 * Fax: 802-878-1717  
matt@breensys.com  
www.breensys.com

Monumental Computer Applications, Inc.  
9 Genesee Street  
P.O. Box 489  
Cherry Valley, NY 13320  
607-264-3611  
www.monu-cad.com

**Education**

The Vermont Granite Museum of Barre  
P.O. Box 282  
Barre, VT 05641  
802-476-4605 * Fax: 802-476-6866  
info@granitemuseum.com  
www.granitemuseum.com

**Insurance**

Berg, Carmolli & Kent, Inc.  
Dick Huskes  
P.O. Box 628  
Barre, VT 05641  
802-479-1046 * Fax: 802-479-2761  
dickh@BCKinsurance.com

**Investing**

Edward D. Jones  
Hans Asoera  
322 North Main St., Suite 4  
Barre, VT 05641  
802-476-6200 * Fax: 888-223-5557  
www.edwardjones.com

**Legal Services**

Zalinger, Cameron & Lambe, PC  
J. Scott Cameron  
P.O. Box 1310  
140 Main St.  
Montpelier, VT 05601  
802-223-1000 * Fax: 802-223-5271  
jscameron@zclpc.com
The BGA Thanks Our Supporting Members

**Printing**

L. Brown & Sons Printing  
Larry Brown  
14-20 Jefferson St.  
Barre, VT 05641  
800-486-1947 * 802-476-3164  
Fax: 802-476-3166  
printlbdb@aol.com

Minuteman Press  
Jon Cunningham  
7 Main St.  
Montpelier, VT 05604  
802-864-5440 * Fax: 802-864-5606  
www.minutemanvermont.com

**Restaurants**

Hilltop Restaurant  
John Reilly  
P.O. Box 169 / Quarry Hill Road  
Websterville, VT 05678  
802-479-2129 * Fax: 802-479-1764

**Suppliers**

Cabot Creamery Cooperative  
Roberta MacDonald  
1 Home Farm Way  
Montpelier, VT 05602  
800-229-9361 * Fax: 802-371-1200  
www.cabotcheese.com

Derusha Supply USA, Inc.  
Garry & Terry Derusha  
P.O. Box 228  
Beebe Plain, VT 05823  
800-567-2778 * Fax: 802-876-5973  
terry@derusha.com  
www.derusha.com

Dessureau Machines, Inc.  
Art Dessureau  
P.O. Box 402  
Barre, VT 05641  
800-671-4561 * 802-476-7041  
Fax: 802-476-5292  
mdessureau@dessureau.com

Ducharme’s Machine Shop  
Pierre Ducharme  
1670 McGlynn Road  
Graniteville, VT 05654  
802-476-6575 * Fax: 802-476-6575

Granite City Tool Company  
Donald Allen  
P.O. Box 411  
11 Blackwell St.  
Barre, VT 05641  
800-451-4570 * 802-476-3137  
Fax: 802-476-8403  
Granitecitytoolco@verizon.net  
www.granitecitytoolvt.com

Bob’s Camera & Video  
Bob Sager  
84 North Main St., Barre VT 05601  
802-476-4342
The BGA Thanks Our Supporting Members

**Suppliers**

Gran-Quartz L. P.
Peter deKok
P.O. Box 2206
Tucker, GA 30085-2206
770-621-5200 * Fax: 770-621-9771
www.granquartz.com

IMEX Diamond Tools and Segments
William Payne
P.O. Box 55 / 50 Railroad St.
Barre, VT 05641
802-479-7995 * Fax: 802-479-3439

Mass Crane and Hoist Service, Inc
George Frost
80 Turnpike Road
Chelmsford, MA 01824
800-909-2299 * 978-244-1435

Miles Supply Co., Inc.
Charlie Martin
P.O. Box 237
Barre, VT 05641
802-476-3963 * Fax: 802-476-3954
info@milesupply.com
www.milesupply.com

N-E-D Corporation
Yvan LeBlanc
423 East Montpelier Road
Barre, VT 05641
802-476-6520 * Fax: 802-476-7460

Park Industries
6600 Saukview Drive
St. Cloud, MN 56303
320-251-5077 * Fax: 320-229-3412
www.parkindustries.com

Pyramid Supply & Euro Stone
Randy Reynolds – Machine Division
P.O. Box 368
85 South Main St.
Barre, VT 05641
802-479-5332 * Fax: 802-476-6909
worldsedgeframes@aol.com

Reynolds & Son, Inc.
Bruce Seel
P.O. Box 380
South Barre, VT 05670
800-639-2901 * 802-479-0101
Fax: 802-479-0135

Stone Tech, Inc. * Diamond Tools
Wolfgang Noetzold
P.O. Box 661
Barre, VT 05641
802-476-3122 * 802-476-4140
StoneTech@verizon.net

Trow & Holden Company
Norm Akley
P.O. Box 475
Barre, VT 05641
800-451-4349 * 802-476-7221
Fax: 802-476-7025
norm@trowholden.com
info@trowandholden.com
www.trowandholden.com
The BGA Thanks Our Supporting Members

**Trucking**

A. Bellavance & Sons, Inc.
Roland Bellavance
P.O. Box 398, Barre, VT 05641
802-257-2828 * 802-479-9311
Fax: 802-479-9777
rolandb@bellavancetrucking.com
www.bellavancetrucking.com

Granite Importers Trucking
Ray Pouliot
P.O. Box 712
Barre, VT 05641
802-476-5812 * Fax: 802-476-7349

**Quarries**

Rock of Ages Corporation
Quarry Division
Robert Campo – Vice President
P.O. Box 482, Barre, VT 05641
802-476-3121 * Fax: 802-476-3110
rcampo@barrerockofages.com
www.rockofages.com

**MORSEFARM**

**MAPLE SUGARWORKS**

Corporate Gifts * Country Store * Folk Art
Visit Our On-LineStore
www.morsefarm.com
Call For Brochure: 800-242-2740
In Central Vermont: 223-2740
Morse Farm * 1168 County Rd Montpelier, VT 05602

**COMFORT INN**

**AT MAPLEWOOD, LTD.**
Exit 7, I-89, Montpelier, VT
802-229-2222
Upscale Comfort Inn • 213 Paine Turnpike N., Montpelier, VT 05602
89 rooms • 18 2 1/2 room suites • VIP suite with whirlpool in living room and Steambath
• Lounge Open Daily • Free Deluxe Continental Breakfast • 30 minutes to ski areas
• Business Center in Lobby • Complimentary High Speed Internet in every room
www.comfortinnsuites.com

**“A Quality Family Farm Shop”**

Free Maple Tours and Tastings
Large Gift Shop Featuring
Vermont Maple Products
Corporate Gift Baskets - Free Catalog
World’s Best Maple Creemees!
1 Mile North of East Montpelier
Village on Route 14 North
800-376-5757 * 802-223-5757
Family Operated for 8 Generations

**BROOKSIDE COUNTRY STORE**

Where You Will Find What You Are Looking For

*Fine Wines at Discount Prices
*Maple Products * Great Coffee
Always friendly & efficient service

Corner of Route 14 and Gunner Brook Road, Barre
Phone/Fax: 802-476-5560 Ronaldplante@verizon.net

RON PLANTE, PRESIDENT
581 mixerbox conversion kit for the Lindsay style sandblast tanks. ShapeCarve like the pros with the infinitely controllable 581 hand wheel operated mixing valve.

Save time and money with this innovative multi use placing tool. Other plates available, so give us a call!
MILES SUPPLY ANNUAL GIVEAWAY PROMOTION

Earn one chance in the giveaway drawing for every purchase of either 10 rolls of 10 yard stencil or 5 rolls of 20 yard stencil.

Any style of 3M™ Sandblast Stencil Product will qualify. Eligible purchases must be ordered from Miles Supply, shipped and paid for between September 1, 2007 and December 31, 2007. Customers will be notified each time a qualifying purchase is made. Giveaway drawing will be held at the MBNA National Convention in Baltimore, MD. Contact Miles Supply for more details. Limit one win per customer.

Miles Supply
The Stone Industry's Cutting Edge

100 POINTS

40 $100 gas cards to be given away!

WIN FREE GAS

3M Authorized Dealer
Industrial Products

Barre, Vermont
phone (800) 396-8049 • fax (802) 476-3954

Elberton, Georgia
phone (888) 283-5863 • fax (706) 213-1790

Montrose, Pennsylvania
phone (888) 278-8383 • fax (570) 278-0436

www.milessupply.com

Abrasives • Dust Collection Equipment • Polishing Products • Edge Shaping Supplies • Sandblast Supplies • Sandblast Equipment • Cemetery Supplies • Miles Supply Cleaners • Safety Equipment • Diamond Products • Wiressaw Supplies • Handling Equipment • Handling Supplies • Shipping Supplies • Drilling Equipment • Carbide Tools • StoneTone Monument Paint
The newest addition to products available through the BGA is the Poly-Dri golf shirts with the embroidered Barre Guild logo. These were a big hit at the Stonecrafters Exhibition this past August in Barre, and are being offered through the Barre Guild Store. These shirts are 100% polyester with textured microfibre knit, which makes them extremely comfortable, particularly in hot weather. Shirts are available for men and women in all sizes and several colors. Simply fill out the order form with your payment information and your choice of shirts and we will ship them to you.

As always, please call our office if you would like other colors or have any questions.

Four Easy Ways To Order

1. Mail to the BGA
2. Fax to 802-476-4765
3. Call 802-476-4131
4. E-mail at BGA@barregranite.org

Ordered By:  
Name  
Address  
City State Zip  
Daytime Phone  
Date  
Master Card Visa Check or Money Order  
Card # Exp  
Signature  

Ship To:  
Name  
Address  
City State Zip  
Fax  

Thank you for your order and your support of the BGA

<table>
<thead>
<tr>
<th>Size</th>
<th>Color</th>
<th>Price Each</th>
<th>Quantity</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>$25.00</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Sub-total

Shipping Charges $5.00

Total
## The Barre Guild Store

### Support Materials

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>#1</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#2</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#3</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#4</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#5</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#6</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#7</td>
<td>45</td>
<td></td>
</tr>
<tr>
<td>#8</td>
<td>35</td>
<td></td>
</tr>
<tr>
<td>#9</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>#10</td>
<td>35</td>
<td></td>
</tr>
<tr>
<td>#11</td>
<td>45</td>
<td></td>
</tr>
<tr>
<td>#12</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>#13</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#14</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#15</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>#16</td>
<td>45</td>
<td></td>
</tr>
<tr>
<td>#17</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>#18</td>
<td>35</td>
<td></td>
</tr>
<tr>
<td>#19</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>#20</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>#21</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>#22</td>
<td>20</td>
<td></td>
</tr>
<tr>
<td>#23</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>#24</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>#25</td>
<td>45</td>
<td></td>
</tr>
<tr>
<td>#26</td>
<td>25</td>
<td></td>
</tr>
<tr>
<td>#27</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>#28</td>
<td>28 FH</td>
<td></td>
</tr>
<tr>
<td>#29</td>
<td>28 P</td>
<td></td>
</tr>
<tr>
<td>#30</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>#31</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>#32</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td>#33</td>
<td>30</td>
<td></td>
</tr>
</tbody>
</table>

**Booklets:**
13. "The Story of Granite" $5.50
16. "Barre Granite Heritage" $4.95
17. "What Every Cemetery Needs to Know About Barre Granite Memorials" $4.95
18. "Carved in Stone" $4.00

**Posters:**
19. "How To Customize Barre Memorials" $1.00
   - Poster is 18" x 24"

**Video Tapes:** $10.00 each
20. "Artistry in Granite"

**Sales Promotional Tools:**
22. Single Video, approximately 10 minutes $19.95
23. Continuous Viewing of Video, approximately 2 hours, $24.95

**Other Merchandise:**
25. Set of four Barre Guild Pilsner Glasses $20.00
26. Shovel with Granite Tie Clip $5.00
27. Pick & Shovel Granite Tie Pin $5.00
28. Leaf Mount Granite Earring Set with either surgical steel French hooks - FH or posts - P $12.00
29. 1" Cross Necklace $8.50
30. Necklace 7/16" x 3/8" $8.50
31. Necklace 5/8" x 1/2" $8.50
32. Steel & granite letter opener $15.00
33. Bolo tie with granite medallion and leather look cord $15.00
34. 8" x 8" Barre Gray Granite Clock with black litho - $40.00
A New BGA 2 DVD Set is Available - 21st Century Granite Innovation & Craftsmanship

The Barre Granite association is proud to announce a new 2 DVD set highlighting innovative new technologies in the granite industry. 21st Century Granite Innovation & Craftsmanship provides a behind the scenes look at the large computerized saws that have become state of the art equipment in the industry.

The DVD features scenes of the latest equipment and skilled, talented, craftsman in action producing memorials and granite products of the highest caliber. 21st Century Granite Innovation & Craftsmanship Volume 1 is designed to be played in your retail show room to showcase the process of memorial art creation for your clients with a music sound track. The second DVD Volume 2 includes narration and facts pertaining to the granite industry scenes and is useful for answering commonly asked questions. Running time is approximately 15 minutes.

This DVD is a great way to show your customers what goes into making a quality memorial!

2 DVD Set - 21st Century Granite Innovation & Craftsmanship $24.95

Endless Choices, the latest BGA video of memorial art is also now available on DVD.

Endless Choices - the latest BGA video of Memorial Art on DVD or VHS $19.95
BGA Remembers

In Memory Of

Michael Brent Buttura, 68, a lifelong Barre resident died July 6, 2007, surrounded by his family after a heroic battle with cancer.

Born on August 11, 1938 in Barre, he was the son of Leo and Pauline (Roberts) Buttura Sr. He attended Barre schools, graduating in 1956 from Spaulding High School. In 1958 he graduated from Burdett College in Boston, Mass. He honorably served in the US Army from 1958 – 1960, later serving in the Army reserves.

After his military service, he began work in the family granite business, Buttura and Sons. He worked in the office and in sales for many years and served as the company’s vice president for 23 years. From 1983 until his resignation, he served as president of the firm. More recently, he had worked as a salesman for North Barre Granite.

Brent was a member of St. Monica Catholic Church, the Barre Hunting Club, the Barre Elks Lodge and Mutuo, Inc. He spent many hours volunteering with the Barre Basketball Committee. He was an avid sports fan and hunter, enjoyed horse races, collecting baseball cards and coins, bowling and spent many hours gardening.

His greatest joy was spending time with his daughters Holly and Lisa and her husband and playing with his grandchildren.

Brent was a member of the Barre Granite Association where he had served for nine years as a trustee and four years a president. Brent was well known and respected and will be sadly missed by the many friends he had throughout the granite industry.

Shortly before his passing, Brent designed his family memorial which was manufactured by North Barre Granite and set next to his parents in Hope Cemetery in Barre, Vermont.
Barre Granite Monuments at the Veteran's Cemetery in Randolph, Vermont
A Dark Barre Granite was used for this 6-0 X 0-10 x 3-0 all polished monument with an oval top and tapered ends was created for the Mears family and is in the Wilson Cemetery in Lower Graniteville, VT. It has a Black insert with an etching. The base size is 9-0 x 1-4 x 0-10 and has a polished top with a polished 2” margin with balance rock pitch.