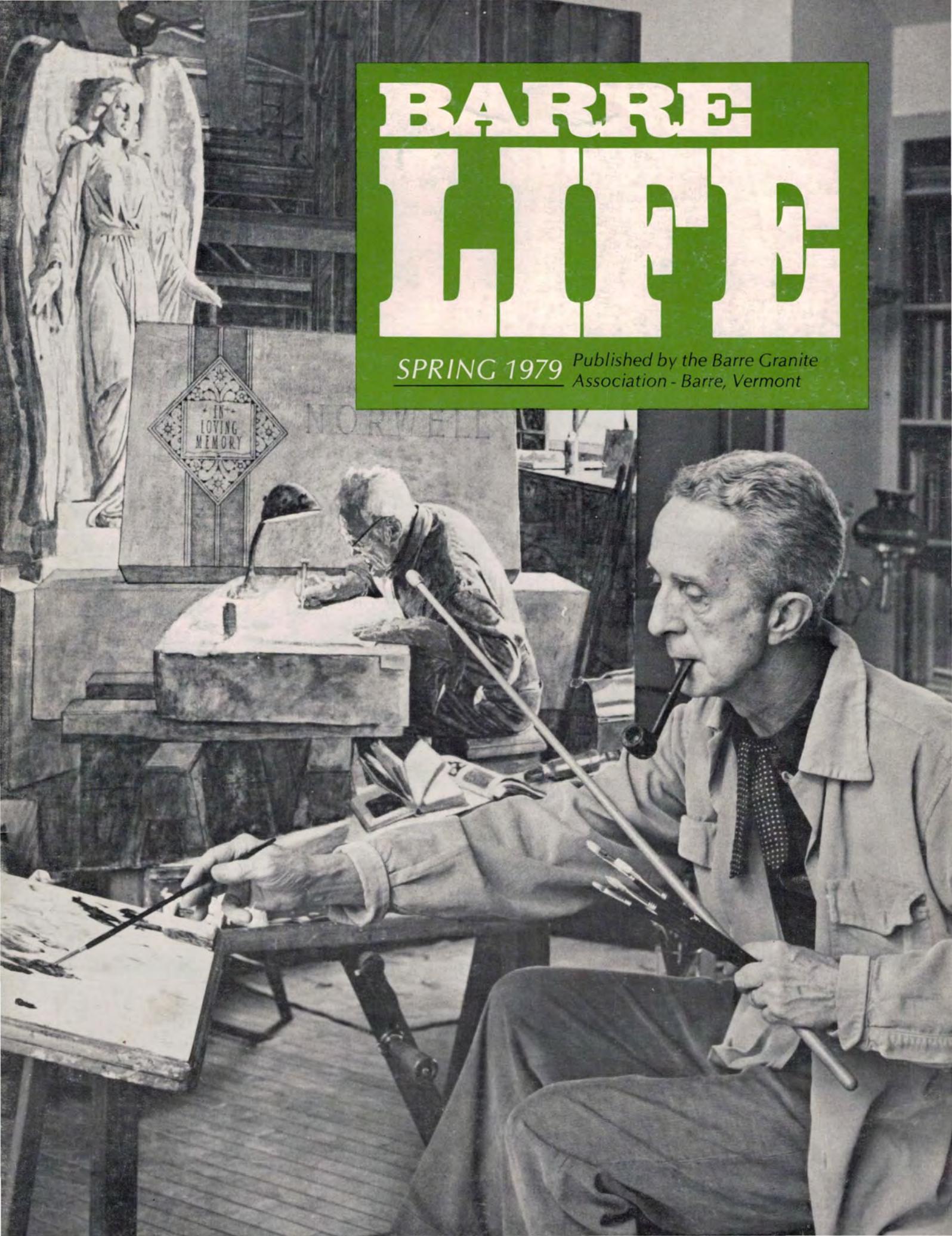


BARRE LIFE

SPRING 1979 *Published by the Barre Granite
Association - Barre, Vermont*



About Our Cover Picture

The beloved artist and illustrator, Norman Rockwell, died November 8, 1978. Made famous by his paintings on the cover of the *Saturday Evening Post*, Rockwell was the first nationally known artist to be connected with the monument industry.



BARRE LIFE

SPRING 1979

BARRE LIFE is published quarterly at no charge by the Barre Granite Association, Box 481, Barre, VT 05641. Tel. 802-476-4131.

Milton V. Lyndes, Editor
Executive Vice President

Glenn A. Sulham
Manager of Member Services

Edward Comolli
Manager of Cemetery Services

John Salvador
Treasurer

BOARD OF TRUSTEES

Fred Ralph, President
Rock of Ages Corp.

Melvin Friberg,
Anderson-Friberg, Inc.

Donald Fontana,
Peerless Granite Co.

Louis LaCroix
LaCross Memorials

Stuart Abbiati,
South Barre Granite Co.

Robert Zider
Beck & Beck, Inc.

Lucien Rouleau,
Rouleau Granite Co.

PRINTED BY
NORTHLIGHT STUDIO PRESS INC.,
BARRE, VERMONT

Norman Rockwell

His Association with the Barre Monument Industry

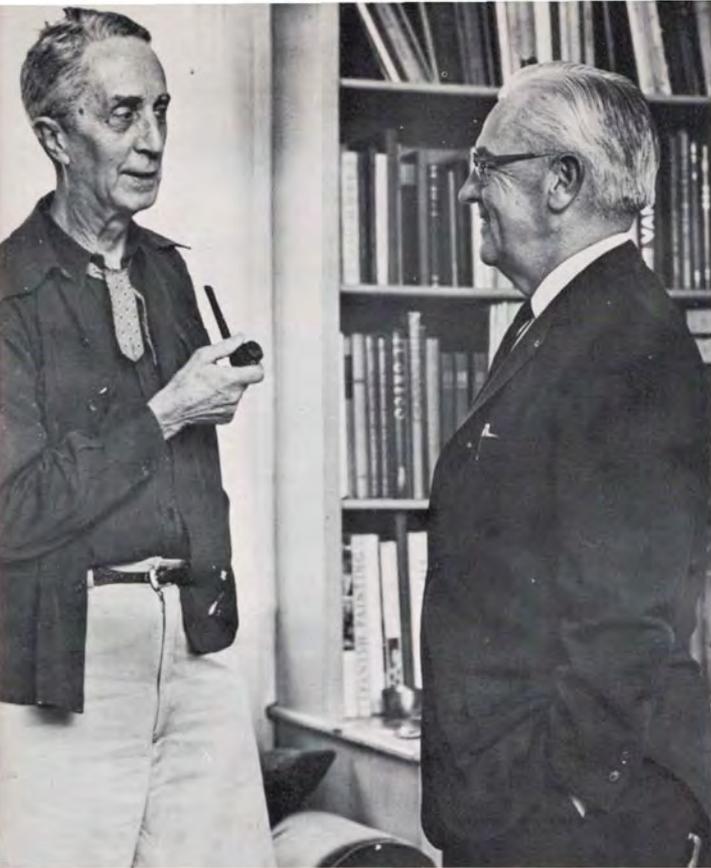
In 1955 the Rock of Ages Corporation of Barre commissioned a painting by Norman Rockwell as a part of its national sales campaign. This appeared in the March 26, 1955 issue of the *Saturday Evening Post*.

After 1955 the Rock of Ages Corporation commissioned Rockwell to do several more paintings which were used for sales promotional purposes and national advertising campaigns. Rockwell had been a long-time resident of Vermont and many of his paintings had featured Vermonters.

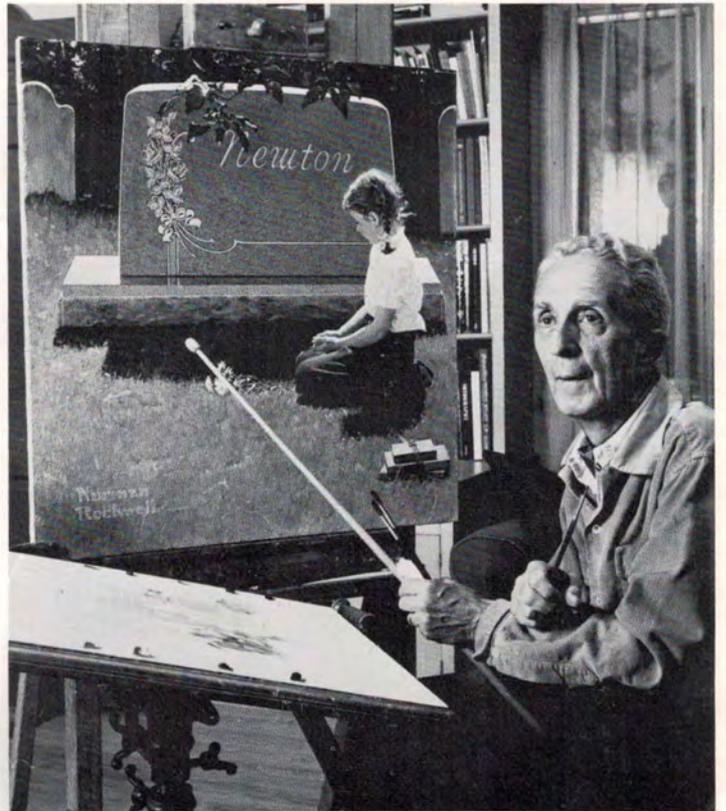
George Seivwright was used as the model for one of the most popular paintings he did for Rock of Ages. As the story goes, Rockwell had interviewed many persons in the Rock of Ages Craftsmen's Center as he searched for a model to represent the typical granite artisan. While passing one of the offices in the plant, Rockwell noticed George Seivwright. Immediately he selected him to serve as the model. He seemed to typify for Rockwell the appearance of a granite craftsman. Little did Rockwell know that Mr. Seivwright had been a member of the Board of Directors of Rock of Ages since 1930.

Norman Rockwell's work with the Barre granite industry went a long way toward helping to promote the values of traditional memorialization to the American public. Today, more than ever before, Rockwell's paintings touch the heart-strings of many Americans who see the increasingly important values of tradition, family love and stability.

BARRE LIFE salutes the memory of Norman Rockwell for his contribution to the Barre granite industry.



Norman Rockwell visited many times with Harold L. Henzelman, Vice-President in Charge of Sales of the Rock of Ages Corporation, while working on the illustrations for Rock of Ages ads.



One of the most poignant monument advertisements ever to appear included this painting by Rockwell in 1955 for the Rock of Ages Corporation.

This photograph of Rockwell and Robert S. Gillette, Rock of Ages President, was taken at Rockwell's Studio in 1962 as he completed his latest painting. George Seivwright, a Rock of Ages employee and Board member, served as a model for the granite craftsman in this painting. Before Rockwell began the painting, a contest was held among 700 Rock of Ages dealers to select the memorial design that would be illustrated. Norwell Design No. 4291 was selected as the featured memorial.



Women In Industry

This issue of BARRE LIFE continues its series of articles on the important roles that women play in the Barre monument industry.

Barre women have responsibilities in quarrying, manufacturing, administration and selling. Maurice Memorials, a BGA member-company, is represented in several midwestern states by Barre's first woman sales representative, Mrs. Billie Peterson.

The Stone Trades School in Barre has also had many women learning the techniques of monumental design and drafting, sandblasting and other aspects of shop operation. These women have taken their places in some official capacity both at the manufacturing level and with retail monument firms.

WELLS-LAMSON QUARRY COMPANY relies on Harriet B. Tenney to handle all of its payroll, insurance and quarry billing. Wells-Lamson produces Select Barre Granite for the Barre granite industry.



VICE-PRESIDENT JACKIE COLOMBO of the Colombo Granite Company works with her husband Bob Colombo in all aspects of that company's operations.

ROCK OF AGES relies on Jean Rouse to handle all incoming phone calls and act as receptionist in their modern and attractive office.





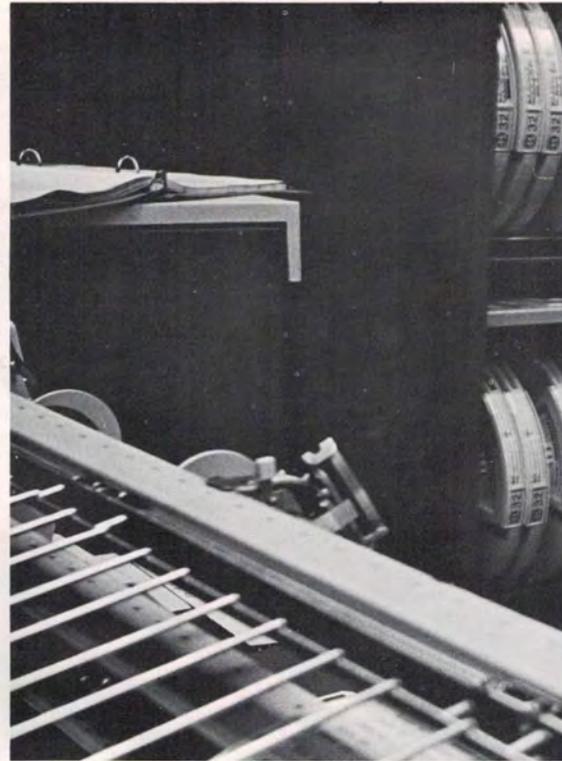
MURIEL DAVIDSON of the C.R. Davidson & Company works with her husband Clyde in the operation of their monument manufacturing firm. Her work includes contacts with retailers and the administration of their office. **JEAN M. MC PHEE** (right) works as a secretary to Muriel & Clyde Davidson of the C.R. Davidson & Company.



ANDERSON-FRIBERG COMPANY's secretary is Joan Habbep (left). Phyllis Gordon is the Anderson-Friberg bookkeeper and assistant to Mel Friberg, its president.

CETRANGOLO FINISHING WORKS administrative matters are handled by Lucille Campbell (left) and Elsie Bell.

Women In Industry [continued]



THE BECK & BECK COMPUTER is operated

BECK & BECK employee Fedora Somaini is in charge of all order entries and processing as well as other secretarial duties.



DRAFTSPERSON JANET WRIGHT is employed by Cetrangolo Finishing Works in Northfield, a BGA member. Janet is one of several women who work in monumental drafting in the Barre granite industry.





Rhonda Gagne.



BOOKKEEPING AT BECK & BECK is handled by assistant Elizabeth Martin (left) and Phyllis Burke, who is the senior bookkeeper for that firm.



VALZ GRANITE COMPANY has two women in key positions. They are Cynthia Vanetti (left), daughter of the late Aldo Vanetti, and Dolores Chouinard.



BUTTURA & SONS office personnel include Frances DeRoche and Alberta Pacini (standing). They assist John Buttura, President, and Brent Buttura, Sales Manager.



THURBER GRANITE COMPANY gives full responsibility to Irene Brown for estimating, office management and contacts with retail monument dealers by phone and correspondence. Irene was previously employed at the Barre Granite Association.



ROULEAU GRANITE COMPANY OFFICE STAFF works with Lucien Rouleau, President, and Paul Rouleau, Treasurer, in handling all of the administrative operation of that large firm.

Ellen Robbins

Edith Camley, computer operator.

Elaine Fuller, Ernesta Graham, and Karen Farnham.



Carol Livendale, bookkeeper.





THURBER GRANITE COMPANY gives full responsibility to Irene Brown for estimating, office management and contacts with retail monument dealers by phone and correspondence. Irene was previously employed at the Barre Granite Association.



ROULEAU GRANITE COMPANY OFFICE STAFF works with Lucien Rouleau, President, and Paul Rouleau, Treasurer, in handling all of the administrative operation of that large firm.

Ellen Robbins

Edith Camley,
computer operator.

Elaine Fuller,
Ernesita Graham,
and **Karen Farnham.**



Carol Livendale, bookkeeper.





Member Services

Glenn Sulham, BGA Manager
Member Services

MEET YOUR BARRE CONSOLIDATION SERVICE STAFF

The Barre Guild Freight Consolidation Service handles millions of pounds of freight consigned to retail monument dealers located beyond the North-eastern part of the United States.

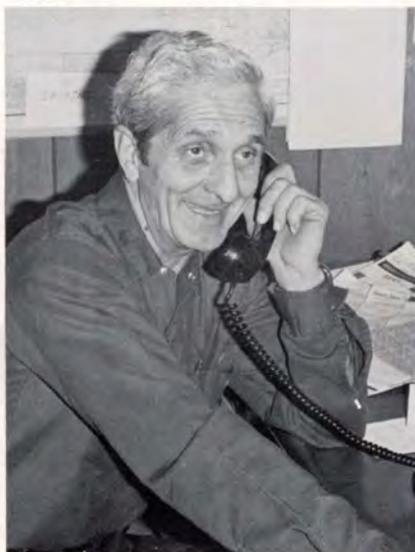
Headed up by Glenn Sulham, BGA Manager of Member Services, the Consolidation personnel work as a team to move your shipments as efficiently and quickly as possible.

The Terminal itself, one of the largest in Barre, is located a short distance from the BGA office. Here, freight is consolidated from various manufacturers into a single shipment for retailers, providing lower freight rates.

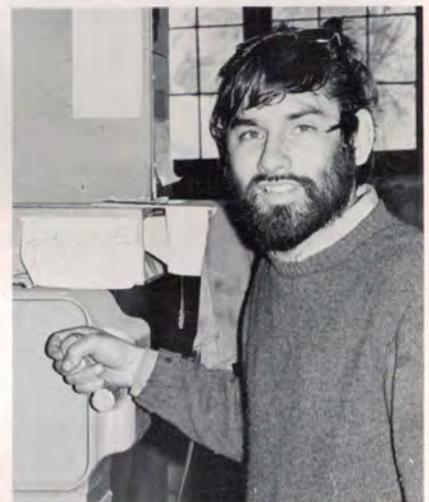
GARDNER WALKER, TERMINAL MANAGER, is in charge of the Barre Guild Freight Consolidation Terminal, including all incoming and outgoing freight. Being an avid golfer, Gardner loves the summer weather.



BECKY SPOONER, EXECUTIVE ASSISTANT, is the key administrative person in the Barre Guild Freight Consolidation Service. In addition to contacting retailers, she is responsible for all of the records and paper work necessary for the shipment of granite to retailers. Becky's favorite sport is snowmobiling and is Secretary-Treasurer of their local snowmobile club.



PAT SHEPARD, BGA ASSISTANT TREASURER, maintains all of the financial records and billing for the Barre Guild Freight Consolidation Service. Glenn Sulham, Manager of Member Services, is also the General Manager of the Barre Guild Freight Consolidation Service.



CECIL ROYEA, ASSISTANT TERMINAL MANAGER, works with Gardner Walker in expediting all freight shipments. Cecil has many interests, including snowmobiling, motorcycles and golf.



Member Services

Glenn Sulham, BGA Manager
Member Services

MEET YOUR BARRE CONSOLIDATION SERVICE STAFF

The Barre Guild Freight Consolidation Service handles millions of pounds of freight consigned to retail monument dealers located beyond the North-eastern part of the United States.

Headed up by Glenn Sulham, BGA Manager of Member Services, the Consolidation personnel work as a team to move your shipments as efficiently and quickly as possible.

The Terminal itself, one of the largest in Barre, is located a short distance from the BGA office. Here, freight is consolidated from various manufacturers into a single shipment for retailers, providing lower freight rates.

GARDNER WALKER, TERMINAL MANAGER, is in charge of the Barre Guild Freight Consolidation Terminal, including all incoming and outgoing freight. Being an avid golfer, Gardner loves the summer weather.



BECKY SPOONER, EXECUTIVE ASSISTANT, is the key administrative person in the Barre Guild Freight Consolidation Service. In addition to contacting retailers, she is responsible for all of the records and paper work necessary for the shipment of granite to retailers. Becky's favorite sport is snowmobiling and is Secretary-Treasurer of their local snowmobile club.



PAT SHEPARD, BGA ASSISTANT TREASURER, maintains all of the financial records and billing for the Barre Guild Freight Consolidation Service. Glenn Sulham, Manager of Member Services, is also the General Manager of the Barre Guild Freight Consolidation Service.

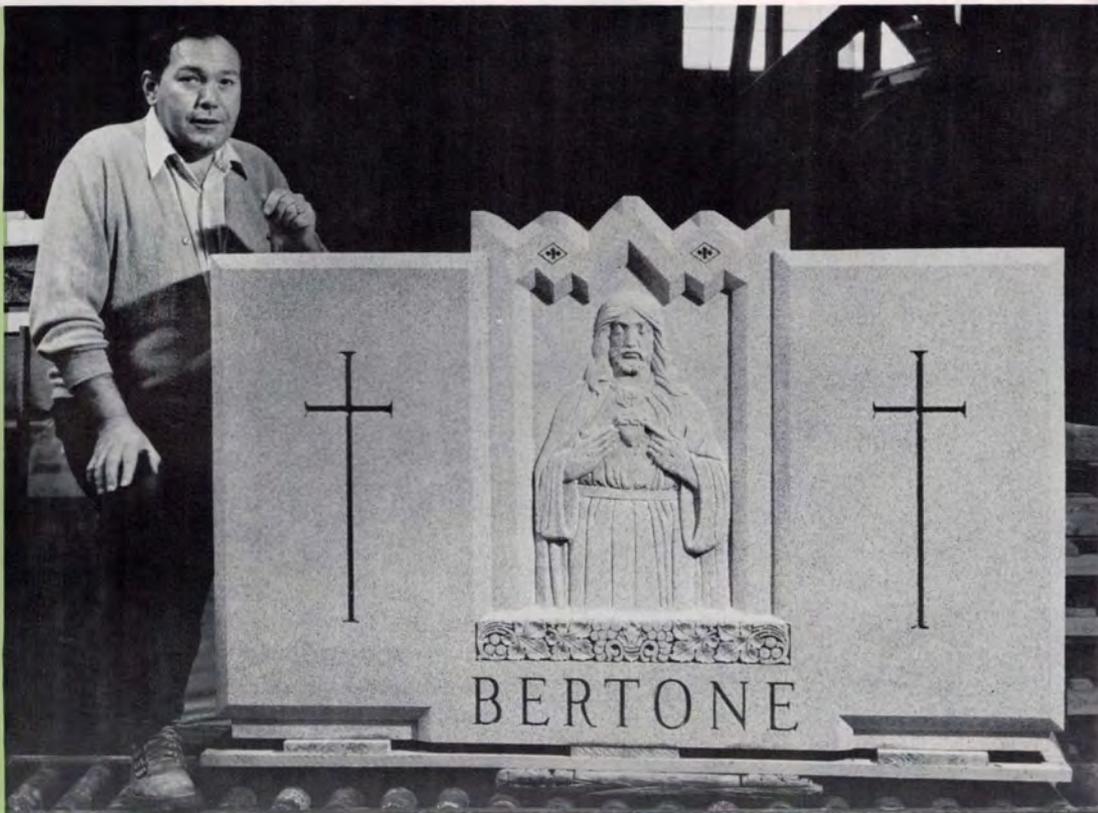


CECIL ROYEA, ASSISTANT TERMINAL MANAGER, works with Gardner Walker in expediting all freight shipments. Cecil has many interests, including snowmobiling, motorcycles and golf.

News about BGA members

SOUTH BARRE GRANITE COMPANY has recently produced another world-famous Barre Granite memorial for Dennis Memorials in Fishkill, New York.

Stuart Abbiati, President of South Barre Granite, shown here, sells a wide variety of memorialization



RACQUET BALL is a popular sport in Barre. Regular players on the local racquet ball courts are (from left) Ray Rouleau, Ray Stroutsos, Paul Rouleau and Jim Mulligan. Ray and Paul Rouleau are with the Rouleau Granite Co., Ray Stroutsos is with Cook, Watkins & Patch and Jim Mulligan with Berg, Carmolli & Kent, a BGA Sustaining Member.





N. BRENT BUTTURA



LEO BUTTURA, JR.



JOHN BUTTURA, JR.

New Promotions at Buttura & Sons

John Buttura, President of Buttura & Sons, Inc. of Barre, has announced several promotions within his large manufacturing firm which is a long-time member of the Barre Granite Association. M. Brent Buttura has been appointed Sales Manager. He is a graduate of Burdett Business College in 1958 and served in the U.S. Army for two years after graduation. He has been employed for 19 years with this firm. Brent and his wife Kathy have three children, Lisa, Holly and Kevin.

Leo Buttura, Jr. has been promoted to the position of Production Manager. He is a graduate of the University of Vermont with a degree in Business Administration. He was an outstanding football player while in high school. He and his wife Nancy and daughter Jennifer live in Barre.

John Buttura, Jr. has recently re-joined the firm and will be a sales representative covering the New England area. He resides in Gloucester, Mass. with his wife Susan. He is a graduate of Keene State College and was with the school system in Gloucester.



BARRE GRANITE STEPS A GIFT OF ROCK OF AGES. Mr. C.J. Slaybaugh, (second from right) President of the Rock of Ages Corporation, recently presented a gift of new Barre granite steps to the Brown Public Library in Northfield, Vermont. Years ago the Rock of Ages Manufacturing Plant was located in Northfield and some of its present employees reside there.

**News
about BGA
members**

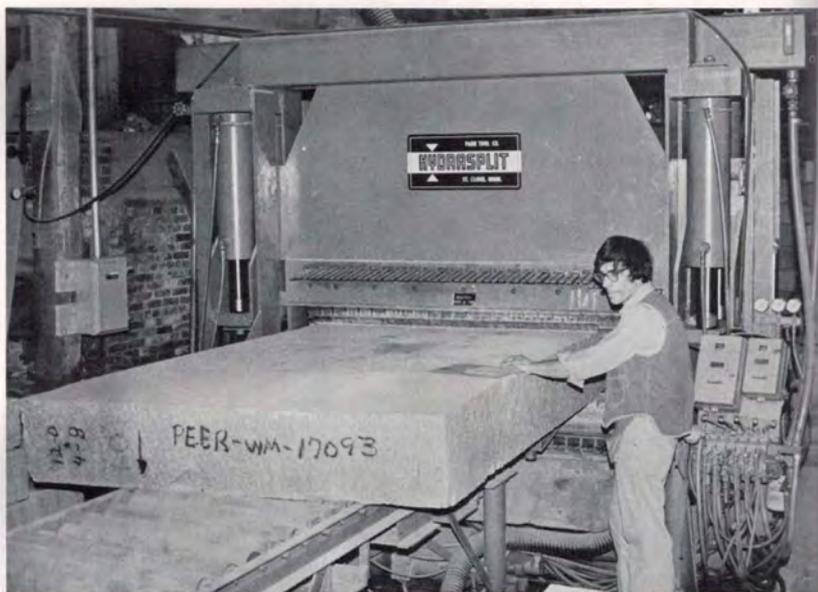
(continued)

**VALZ GRANITE
COMPANY sales
manager Paul
Mascitti inspects a
beautiful Barre
Granite memorial
purchased by Tom
Bonvino & Son,
Middletown,
Connecticut.**



**PEERLESS GRANITE COMPANY, a
BGA Member, has recently installed a
new Hydrasplit as part of their
continuing modernization program.**

**RICHARD GARAND OF S.L. GARAND
& COMPANY tries out the controls of
his firm's new Hydrasplit machine
which was recently installed.**



**CHIOLDI GRANITE CORPORATION has
recently produced a beautiful feature in Sele
Barre Granite for Gast Monuments, Inc
Chicago, Illinois. John Mattson pictured here
is President of Chioldi Granite Corporation
The feature was designed by Bert Gast**



Rock of Ages Salesmen Honored

Norman Campo (right), New England District Sales Manager of the Rock of Ages Corporation, recently received a silver bowl in honor of his outstanding record for sales in the New England area. The presentation was made by George Karnedy, General Sales Manager, at the Annual Maple Breakfast sponsored by the Rock of Ages Corporation at the MBNA Convention in Phoenix, Arizona.



Henry Corra (left), Rock of Ages District Sales Manager, and George Quillia (right), also a District Sales Manager with Rock of Ages, were both recently honored for their 25 years of service to the sales success of their company.

Corra covers a territory which includes Pennsylvania, South Carolina, Maryland, and Tennessee. Quillia is Sales Manager for Ohio, Michigan, part of Pennsylvania and West Virginia. President C.J. Slaybaugh presented gold wrist watches to Corra and Quillia in honor of their silver anniversary.





A Good Camera

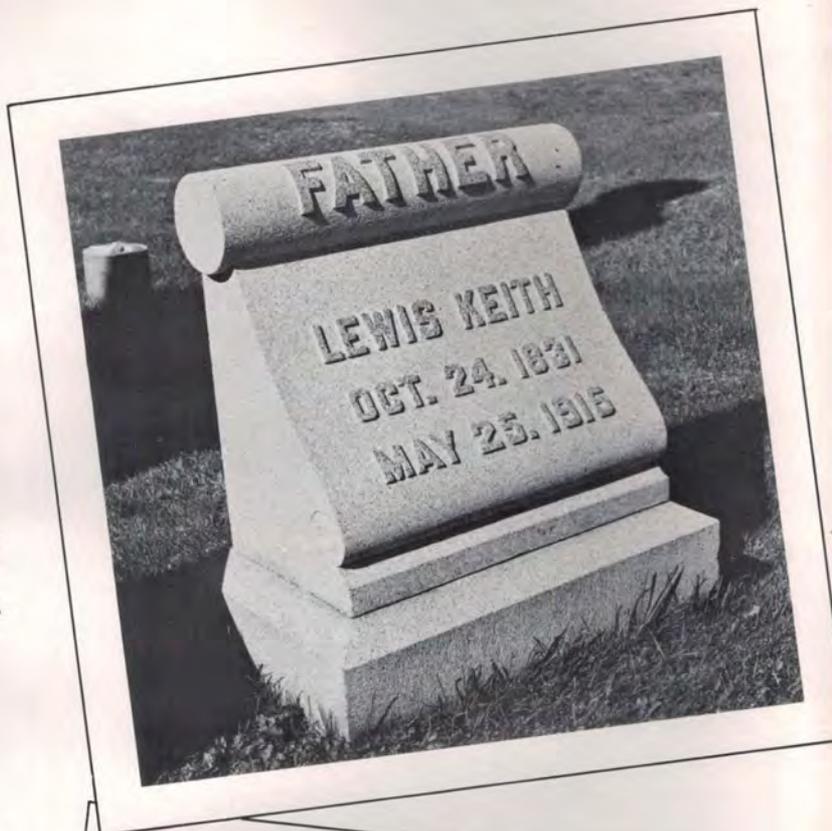
*no
retailer
should
be
without one*

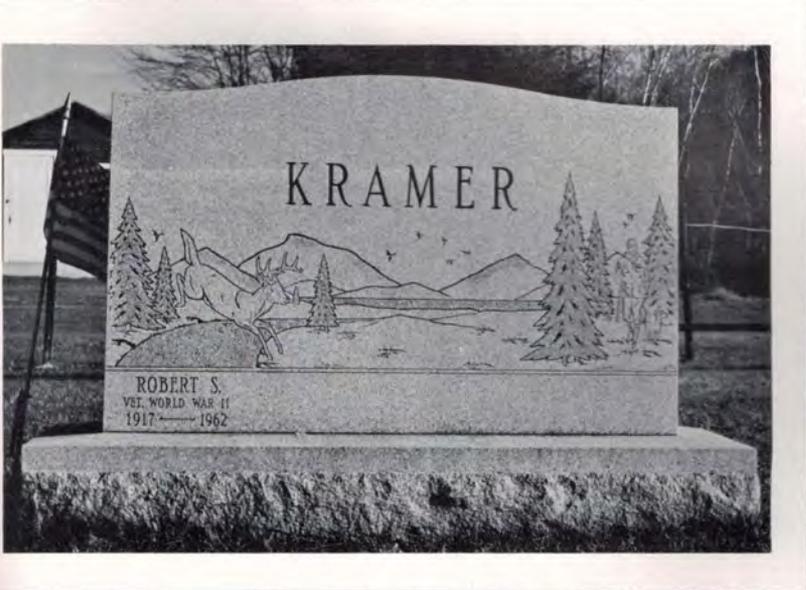
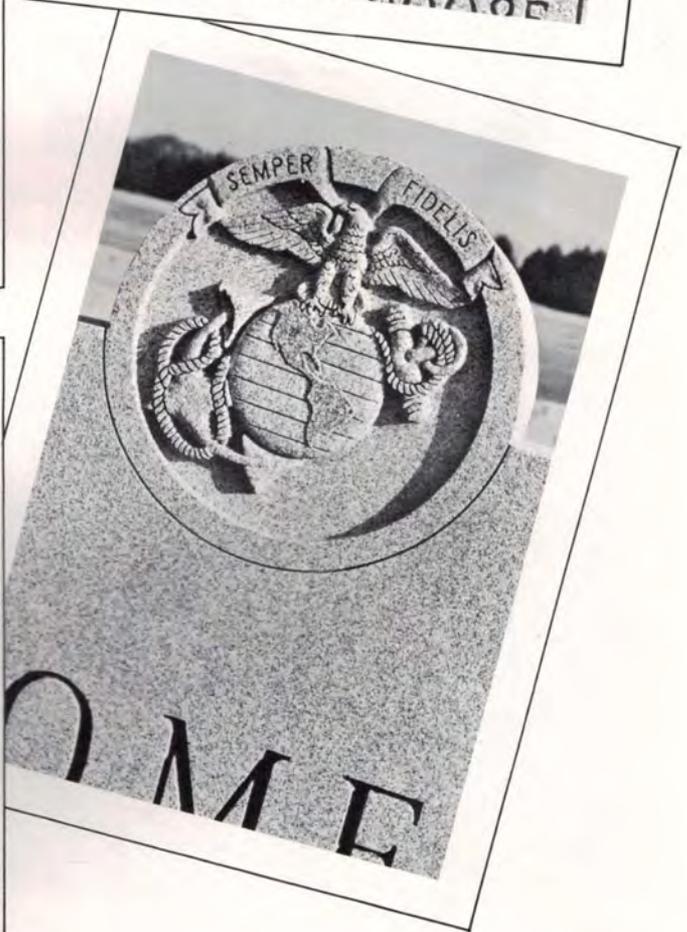
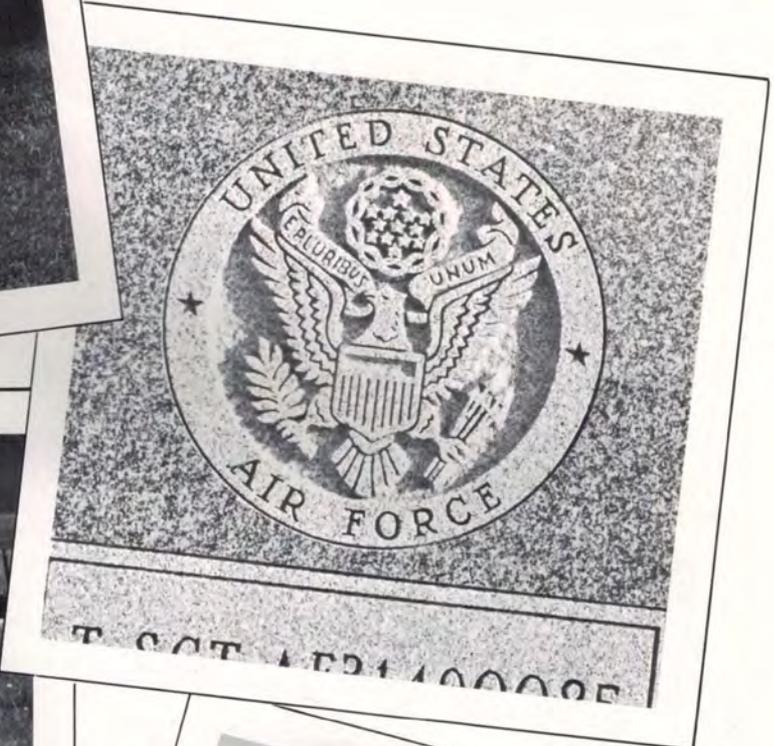
A camera should be an important part of every retail monument dealer's equipment. If you have photographs of monuments you have previously sold, they are very helpful in showing prospective customers who may have an interest in better memorialization. This is particularly true if you are selling on a pre-need basis.

Today's cameras are practically fool-proof. Excellent pictures can be taken quite easily with the automated cameras. During your travels if you see a particularly fine example of memorialization, a photograph will help you in ordering a similar one or incorporating some part of the design in another monument.

The most important value of photographs is showing the customer something better than what he or she had in mind. Although most monument designs are not copyrighted, you must be careful to utilize designs that are not limited under the copyright laws.

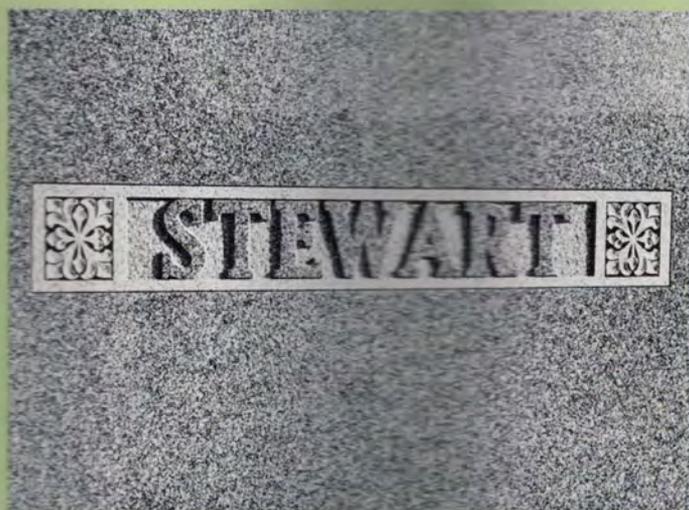
The photographs on these pages illustrate the advantages of using a camera in your retail business.





Using your camera

(continued)





McBride Elected President of MBNA Manufacturers and Quarriers Division

Dick McBride, of Barre, Vermont has been elected President of the Manufacturers and Quarriers Division of the Monument Builders of North America. His election took place at the annual meeting of the MBNA in Phoenix, Arizona. He succeeds Joe Fendley of Elberton, Georgia.

Dick McBride is the Sales Manager for Beck & Beck, Inc., a member company of the Barre Granite Association. At one time he was General Manager of the Barre Granite Association and is widely known throughout the monument industry.

The Manufacturers and Quarriers Division of MBNA sponsors the industry-wide public relations program. Granite manufacturing companies are currently spending about \$100,000 annually to promote traditional memorialization to the buying public. This is being done through Harshe, Rotman & Druck, a public relations firm with national offices.

While in Phoenix, Dick McBride was featured in the Phoenix newspaper with Dennis Johnson of Fort Dodge, Iowa. This news story contained extensive quotations of both McBride and Johnson about the value of traditional memorialization.

Barre Stone Trades School - a L

Recently representatives from Elbert County, Georgia, toured Barre's Stone Trades School in preparation for the building of a similar facility in Elberton, Ga. The Stone Trades School in Barre is the only one of its kind in the United States. It provides to local students an opportunity to learn the basics of stone cutting, sandblasting and the operation of some of the granite machinery that is used in local granite plants.

J.P. Abernathy, Principal of the Elbert County Comprehensive High School and Lynn Tessner a consultant to the Elberton Granite Association, toured the Stone Trades Facility and talked with Paul Nutter, Don Giroux and Ray Leslie about the methods of teaching and the equipment necessary to provide effective training in the stone trades field.

The use of pneumatic tools is taught at the Barre Stone Trades School. J.P. Abernathy and Lynn Tessner observe one of the students operating a pneumatic chisel at a banker.



Fred Ralph, Chairman of BGA Apprentice Training Committee and BGA President, Milton Lyndes, Executive Vice President of the BGA, J.P. Abernathy, Principal of Elbert County Comprehensive High School and Lynn Tessner, Consultant to the Elberton Granite Association, Paul Nutter, Director of the Barre Area Vocational-Technical Center and Don Giroux, Stone Trades Instructor. The Barre Area Stone Trades School is equipped with modern facilities to help local students learn the basics of working in a granite manufacturing plant.

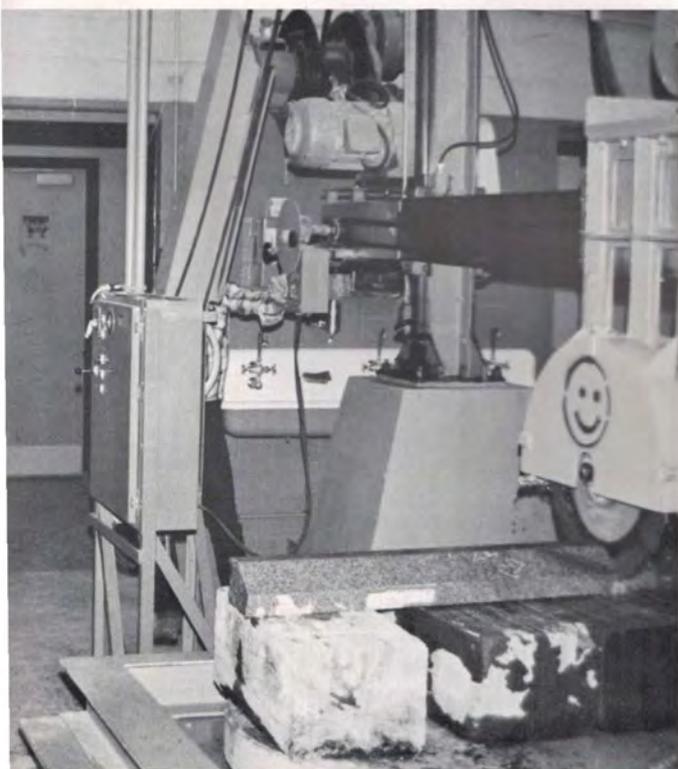


Learning Center for the Industry



Robert Burdett (center), Principal of Spaulding High School, welcomed J.P. Abernathy and Lynn Tessner prior to their tour of the Stone Trades School Facility in Barre.

Ray Leslie (left), Instructor in Monumental Design and Drafting, explains the work being performed by one of his students at the drafting table for J.P. Abernathy, Fred Ralph and Lynn Tessner.



Use of the radial saw is part of each student's training. J.P. Abernathy observes this equipment in operation.



THE DAILY MONUMENT COMPANY OF AKRON, OHIO recently sent one of its supervisory employees, Joyce Kerns, for a short course at the Barre Stone Trades School in Barre, Vermont. Joyce is in charge of the Daily Sandblast Department and she obtained additional training in that field. She is shown here with Don Giroux, at left, the Stone Trades Instructor and Robert Daily, President of the Daily Monument Co.



A GAMBLER'S MEMORIAL

When Mrs. Vieira walked into the Rex Monumental Works of New Bedford, Mass. she was holding the Ace and Queen of Hearts and a pair of dice. She wanted a memorial for her husband, who loved gambling. Donald Rex, Owner and President of the firm, created this memorial. He reports that there has been considerable comment since it was erected. However, Mrs. Vieira and her family have achieved their purpose in memorializing her husband in a very personal way.

"A New Foundation"
In Barre
Granite



When Energy Secretary James Schlessinger recently visited Vermont, he was presented with a Barre granite block with the words "A New Foundation" inscribed upon it, which words were used by President Carter to describe the thrust of his administration. The Barre granite block was presented by Tom Fitzpatrick (left), a member of the Barre Jaycees. At right is Senator Patrick Leahy of Vermont. The occasion of the presentation was a national awards banquet to name the outstanding Young Farmer of the United States.

Barre's Motion Picture Can Help Your PR Program

Page 12 — THE CORYDON DEMOCRAT, Corydon, Ind., Wednesday, January 31, 1979

Rotary Club notes:

Many monuments made from granite quarry in Vermont

The Stone Whistle

To program chairman Blaine Wiseman of the Old Capital Bank and Trust Co., Tuesday's Rotary Club subject was more in mortician Roger Royse's line than in his. The program was "The Story of Granite," involving tombstones and cemeteries.

Nevertheless, the banker said, he gets many requests to participate in funerals. His clients say, "You've carried me all my life — I'd like you to be pallbearer when I'm gone."

Wiseman introduced Clem Courtney, formerly of LaGrange, Ill., a representative for nine different companies that sell granite wholesale. When Courtney came to Corydon some time ago on business with Orwick Monument Co. Inc., he "found paradise," Wiseman said. Two years ago he moved here and built a home in the Southwood Addition west of Corydon, where he lives with his wife, Muriel.

Courtney presented a film in which actor John Forsythe told of the granite quarry of Barre, Vt. and the monuments that are carved from it. He said the film has been shown in every state of the union and in Central America.

Forsythe portrays a man whose joy in life is to collect and preserve old monuments. The first frames of the film

show him taking a rubbing from an old tombstone. The appearance of a young girl allows him to explain to her and the audience that such a stone is "a monument to a person's life."

Unfortunately, cemeteries of the 19th century have stones that were soft enough for our ancestors to cut, and which are therefore subject to the abrasive forces of nature. Modern technology makes possible the use of granite. Non-porous and hard as sapphire, "It lasts just about forever."

The film takes its viewers on a tour of the Barre granite quarry, which, millions of years ago, was a molten mass in the center of the earth. Some force brought it to the surface under tremendous pressure. The granite occupies a space 10 miles deep and five miles in radius, and so far man "has only scratched the surface."

Methods of extracting granite from the earth are demonstrated, and visits to sculptors and craftsmen who carve gravestones show how huge blocks become works of art.

A journey through a cemetery shows various personalized stones. Sketches or writings from the family often provide the craftsman with an idea for the stone.

Club president A. Barkley Travis announced that the New Albany Rotary Club will be guests at the Corydon club's "Sweetheart night" on Feb. 13.

The group wished a "Happy Birthday" to Lewis D. Lamon, who introduced his son, Lewis D. Lamon Jr. Other guests were John Mattingly and Robert Redden, seniors from Corydon Central High School and John Flynn and John and Bill Orwick.

Edmund Schneider will be program chairman at the Feb. 6 meeting.

Many retailers throughout the country have successfully used "The Stone Whistle" motion picture as a part of their local public relations program.

We have received a newspaper clipping from Corydon, Indiana, which illustrates the excellent publicity with this film which was produced by the Barre Granite Association.

Clem Courtney, a well known salesman who represents Barre firms, showed "The Stone Whistle" at his local Rotary Club meeting. Clem calls on the Orwick Monument Co. in Corydon, and we are sure that the showing of this film as well as the newspaper article will inform many people about traditional monuments.

"The Stone Whistle" has already been purchased by many retail monument dealers for use in their own communities. Or, you can borrow it free-of-charge through Modern Talking Picture Service.

You may write to the Barre Granite Association and obtain the address of the nearest film library that carries this motion picture. It features John Forsythe, star of radio and television, and tells the dramatic story of traditional memorialization. It is a 30-minute film showing how monuments are made and illustrating many different types of monuments available from Barre, Vermont, "The Granite Center of the World."

Dear Milt,

Just a note to let you know how much I appreciated you sending me the film "Stone Whistle" for a program that I gave to the genealogical society here in Fairfield. It was very well received and I am happy to report that all comments were very favorable.

I was pleased with the interest showed by the members in attendance and the many questions they asked.

Thanks again for everything.

Sincerely Yours,
Lew Whitney
Whitney Monument Works, Inc.
Fairfield, Ohio

Letters

from our Readers

Letters (continued)

Milton Lyndes,
Barre Granite Association

Dear Milt,
Congratulations! Barre Life Magazine is super, and the best ever published by our trade.

I particularly enjoyed the issue just mailed to me as it revived some pleasant nostalgia — you know what a sentimentalist I am.

Your editorial depicting the "Family of Barre" was poignant, and I have never gotten over the feeling that I am still part of your close-knit group. After all, my grandfather did own the firm that Lothar Beck eventually purchased.

Cordially,
Conrad Kenerson
Kenerson Studio, Ormond, Florida

Tom Riley
Barre Granite Association

Dear Tom,
Please accept my sincere thanks for coming to Grand Rapids and putting on such an excellent Sales Meeting.

The research program done by the Barre Granite Association gave our sales people a lot to think about and I received nothing but favorable comments on the entire program.

Please express our thanks to all your associates at the Barre Granite Association.

Wishing you much success in your new position.

Very truly yours,
PATTEN MONUMENT CO.
Donald J. Patten

Barre Granite Association

Dear Friends,
The Paleteers wish to thank you for your generous donation toward our Sidewalk Art Show.

The Central Vermont Art Association wishes to offer you its warmest thanks, and gratitude for the cooperation the Association received from the Barre Granite Association during the recent Barre Festival.

With such good friends supporting us so well, we feel inspired to bigger and better things for next year's festival.

Again, our sincere thanks to you.
The Central Vermont Art Assoc.
Robert Whitcomb, President
Bernadette Eddy, Secretary

Barre Granite Association
Gentlemen:

I received the certificate of guarantee on my monument, and am very pleased with it, it is beautiful.

My address is

Florence May Gregory
615 E. Franklin Street
Clinton, Md. 64735

Mr. Milton V. Lyndes
Barre Granite Association

Dear Milton:

We just received the Winter Barre Life magazine. I want to thank you for the inspirational message on the back cover.

The feature on Epitaphs is great. We need more of this. I have put these pages in plastic and put in a binder with the price and make it part of our sales presentation.

This is certainly a great way to increase sales. I hope you will have more pages like this in the future. A picture is worth a thousand words.

This is our 35 day of snow on the ground and for us this is a long time.

Sincerely yours,
Crawford A. King, Jr.
POHL & KING MONUMENT CO.

Mr. Thomas Riley
Barre Granite Association

Dear Tom:

On behalf of Monument Builders of Ohio and the Great Lakes Tri-State Planning Committee, we would like to thank you for your faithful support of this years Tri-State Convention.

We thank you both for your presentation of that very important industrial survey, and also for your financial support of our program.

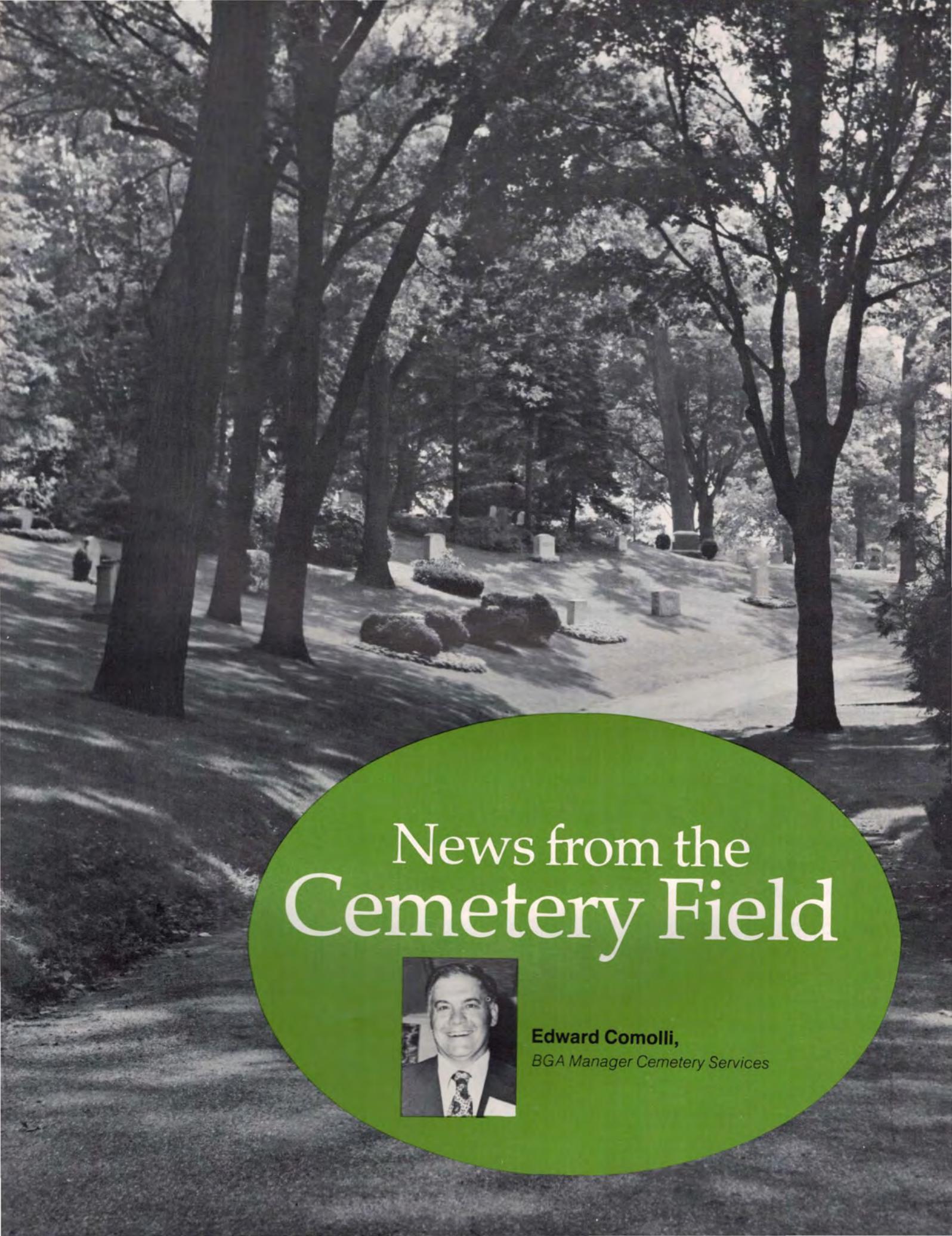
As always BGA has rallied to the support of the retailers cause. It is people like you that afford us an optimistic view of our future.

We do regret hearing the news of your leaving our industry. Your enthusiasm and inspiration have been a real luxury to us. Your accomplishments in the short time you have been with BGA are overwhelming. We will miss you; however we have great faith that you will be successful in your new position.

We would like to look at your leaving BGA as our loss, but we're sure the medical industry's gain. It has been a pleasure working with you.

Sincerely,
William H. Corbin, President
Carl J. Faehnle Jr., Secretary
Monument Builders of Ohio

P.S. Hope this year's deer season proves successful for you.



News from the Cemetery Field



Edward Comolli,
BGA Manager Cemetery Services

Barre Helps Design Over 28,000 New Monumented Grave Spaces

This means up to \$8 million more business for retailers

During 1978, the Barre Granite Association worked with 18 different cemeteries in sponsoring and helping to pay for modern monument section designs. This amounted to more than 28,000 monumented grave spaces.

Most of these grave spaces were designed as two-grave monumented lots. However, there were some larger lots including some mausoleum lots and a few single-grave double-depth monumented lots.

It is estimated that total monument sales at retail for monuments on these grave spaces could amount to at least \$8,000,000 income for retail monument dealers as well as substantial income for cemeteries.

Edward Comolli, Manager of the BGA Cemetery Service Program, was responsible for the administrative and field work which provided an opportunity for Barre to sponsor these modern monument section plans. Each plan was drawn by Grever & Ward, leading cemetery architects, who worked closely with each cemetery to meet their particular needs.

CEMETERY DESIGN PROGRAM - YEAR 1978

	Monumented Graves
1. Christ Lutheran Cem., Shrewsbury, PA	751
2. Fairview Cem., W. Hartford, CT Mark Lazaroski, Supt.	2478
3. Forest Hills Cem., Jamaica Plain, MA Albert Olsen, Gen. Mgr.	6185
4. Gibson Cem., Pelham, NH Richard Derby, Chrm. Trustees	2145
5. Linwood Cem., Haverhill, MA Howard Rogers, Supt.	997
6. St. Mary's Cem., Ridgefield, CT Richard Serfilippi, Supt.	268 (17 Maus. Lots)
7. Sunnyside Cem., Sugar Hill, NH, Donald Jesseman, Chrm. Trustees	319
8. Wiltwyck Cem., Kingston, NY Oscar Lawatsch, Sec. Trustees	900
9. Calvary Cem., Gloucester, MA Rev. Daniel Sullivan, Parish Pastor	2068
10. St. Boniface, Williamsport, PA Msgr. Eugene Clark, Parish Pastor	2400
11. Evergreen Cem., Portland, ME Frank Cofran, Supt.	940
12. Elmwood Cem., Bradford, MA Herbert Kimball, Supt.	608
13. St. Sebastian, Middletown, CT Frank Muckle, Supt.	2583
14. St. Josephs, Bristol, CT Mrs. Kay Hayes, Supt.	2628
15. St. Josephs, Bristol, CT Mrs. Kay Hayes, Supt.	844
16. Mt. Hope, Acton, MA Stewart Kennedy, Supt.	610
17. Coventry Cem., Coventry, CT Margaret Kenyon, Clerk	1047
18. Howland Township, Warren, OH Harry Wolcott, Supt.	783

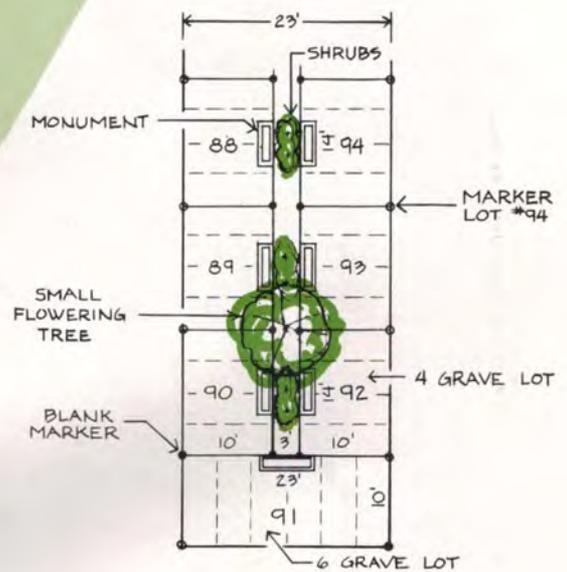
28,554

Streeter District Cemetery

SUGAR HILL, N.H.



DETAIL A



If some of your undeveloped cemetery property has an odd shape to it, a capable architect can help you utilize this land in an advantageous way.

From time to time cemetery managers ask the Barre Granite Association if it is possible to adapt modern cemetery design to small unusually shaped acreage that is part of an existing cemetery. This was the case with Streeter District Cemetery.

In this plan a turn-around circle was added to an existing narrow cemetery road. The area now becomes an attractive and useful addition to the property. The low land will eventually be filled for additional cemetery graves. Grever & Ward, cemetery architects, provided this plan on a share-the-cost basis. This means that the Barre Granite Association joined with the cemetery, each paying one-half the cost.

The result: good use of land with easy access at a very modest cost to the cemetery.

PLAN SUMMARY

LOT SIZE	MON.	%	TOTAL GRAVES
2 GRAVE LOT	52	34	104
3 GRAVE LOT	8	5	24
4 GRAVE LOT	86	57	344
5 GRAVE LOT	3	2	15
6 GRAVE LOT	3	2	18
TOTAL	152	100	505
SIZE OF BURIAL AREA = 0.56 AC.			

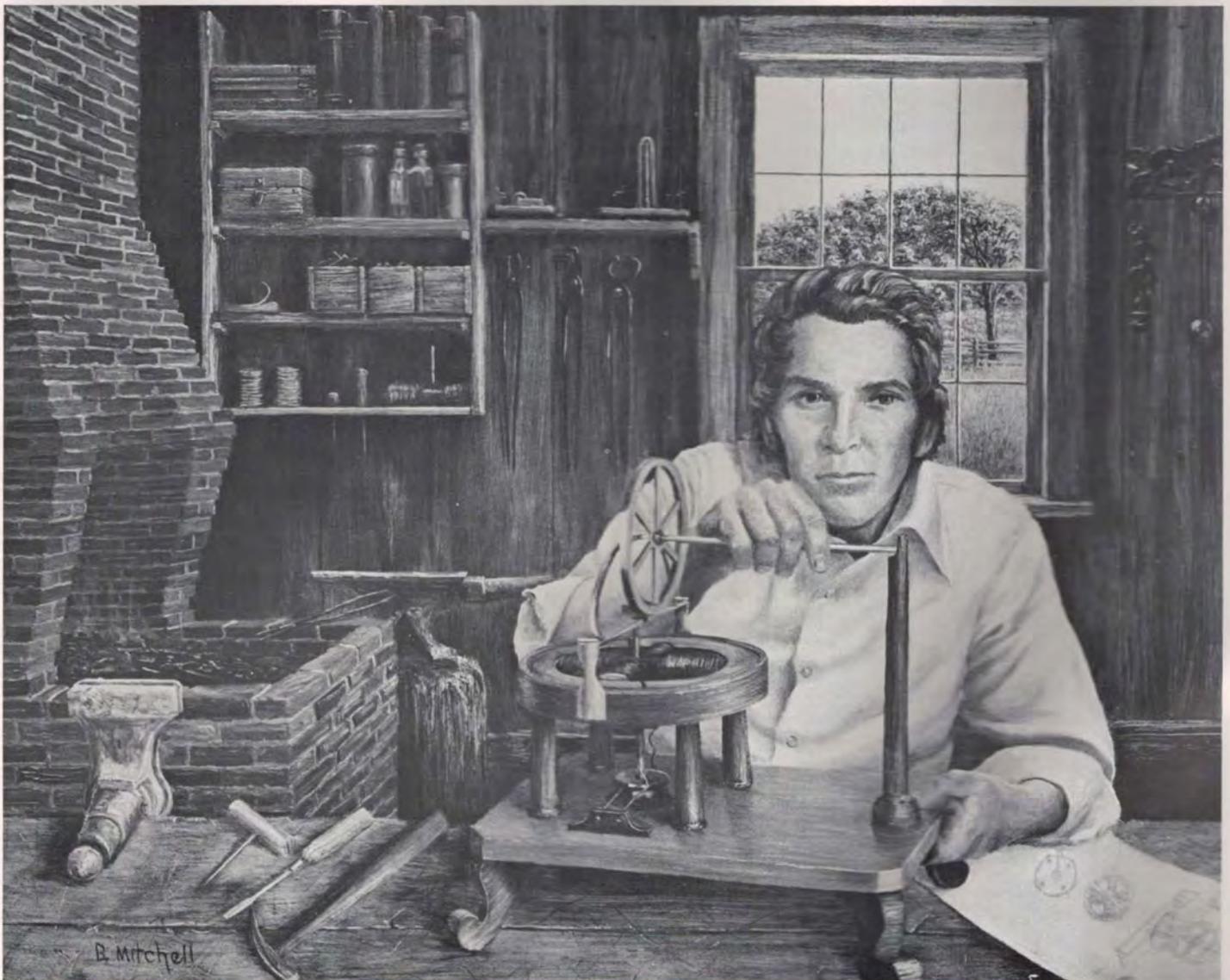
VERMONT FIRSTS

The World's First Electric Motor Was Made In Vermont



In the little village of Forest Dale, Vermont, Thomas Davenport built the world's first electric motor in 1834. Later, he would design the first electric railway, an electric printing press, and even an electric player piano.

Interestingly enough, Davenport wound the armatures for his original motor with thread from his wife's wedding dress, proving again that there is always a woman somewhere behind every great man.

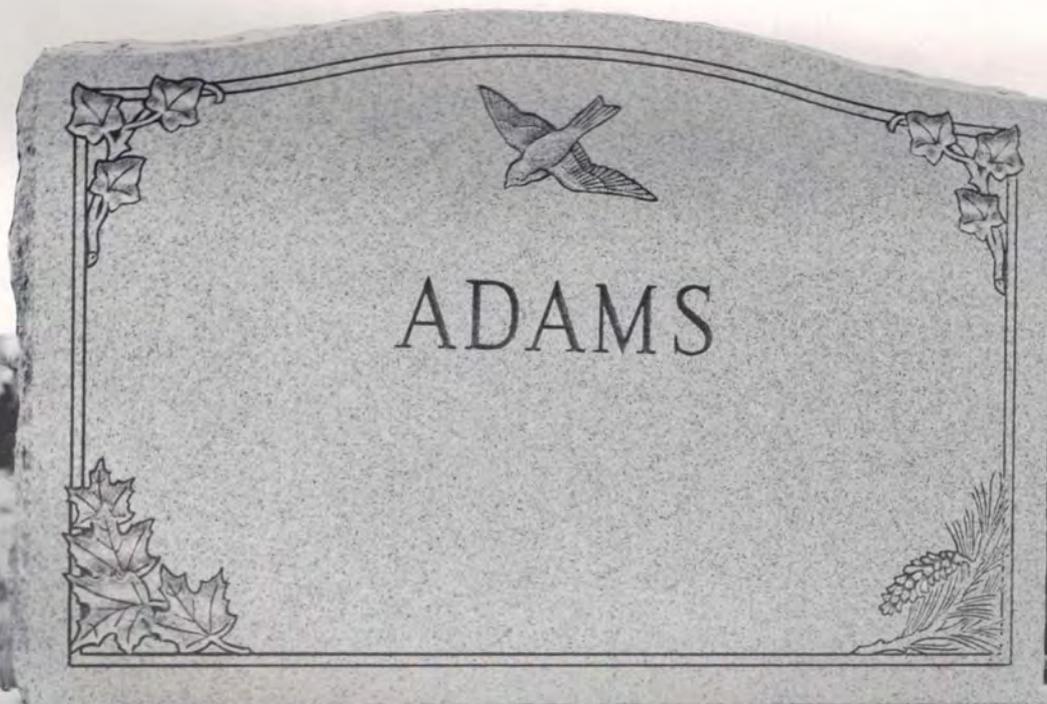


From the "Vermont Firsts" Collection of the First Vermont Bank

MEMORIAL DESIGNS

*From Barre — the Memorial Art
Center of the World*

*Memorials
manufactured
in Barre, Vermont
have that special
quality that is
easily recognized
in any cemetery.
These photographs
of Barre memorials
are presented
as a service to
retail monument
dealers and
their customers.*

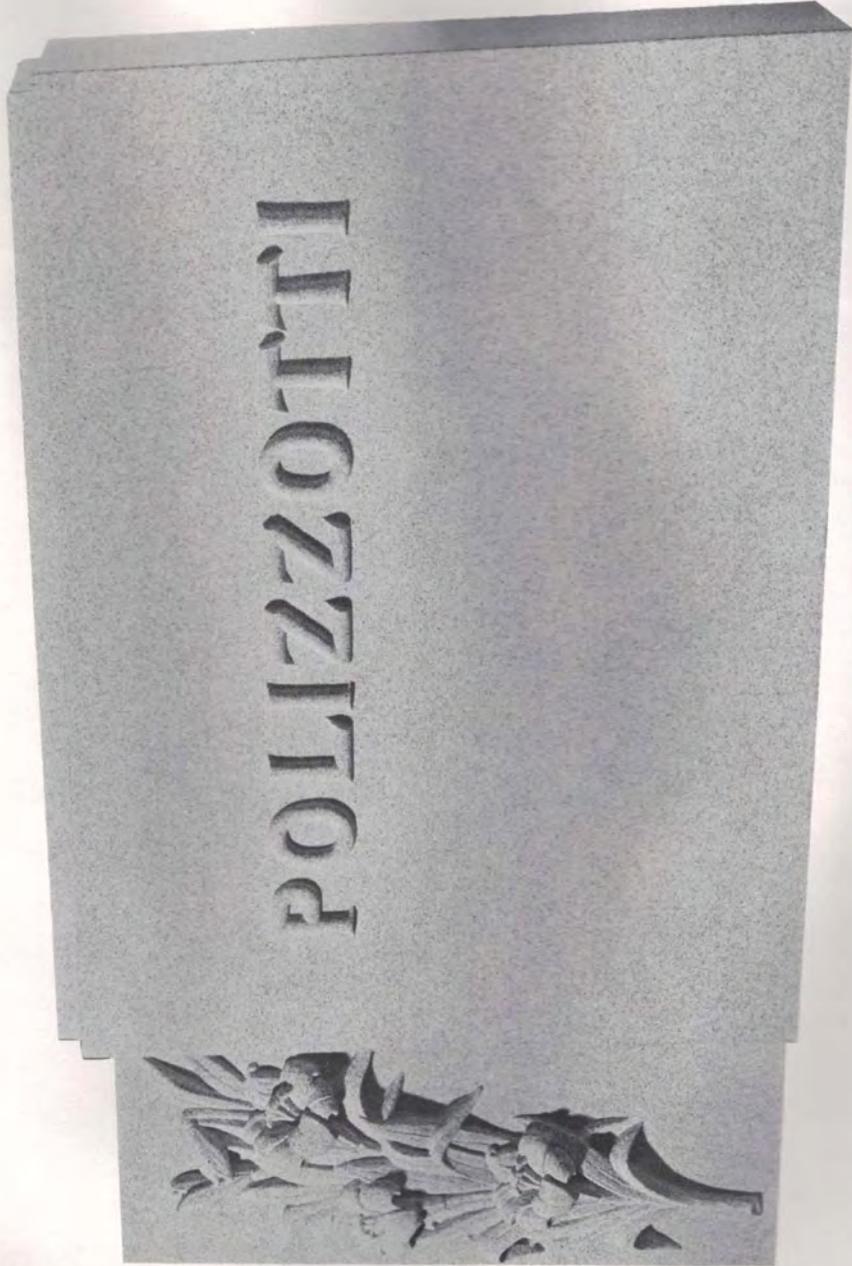
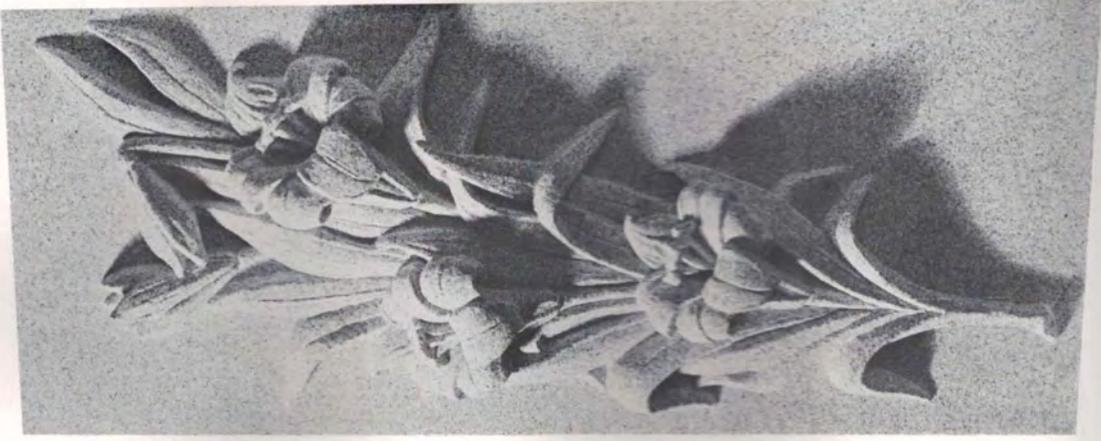




Produced by Rock of Ages Corporation for Baker Monument Co., Falmouth, MA.



Produced by Buttura & Sons for Aldo Modena, Pittsburgh, PA.



Steinberg



Precious Memories

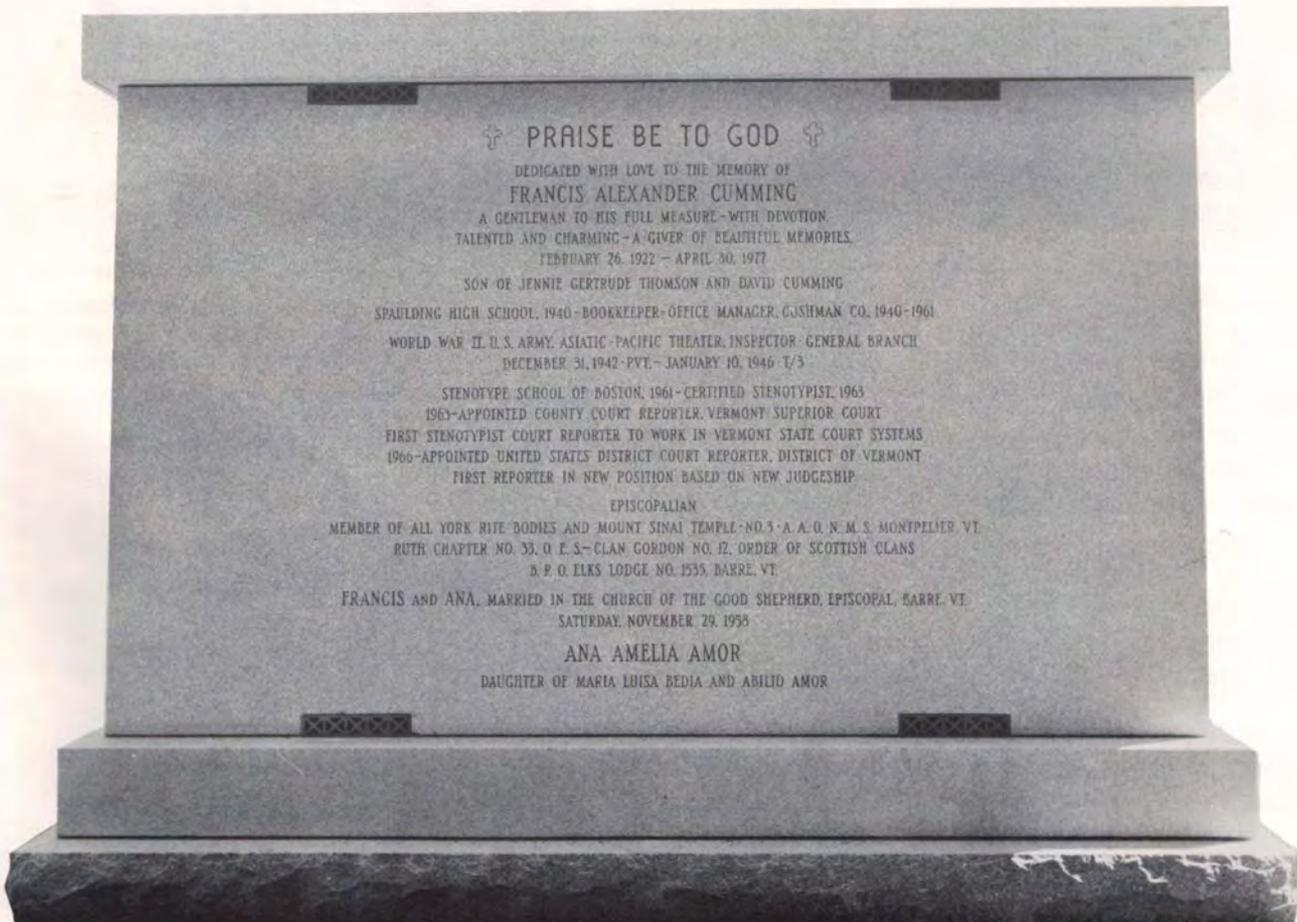


The Cumming Mausoleum

The Cumming Mausoleum is truly a work of memorial art which only the Barre area is capable of producing.

Manufactured in Select Barre Granite by Beck & Beck, Inc. of Barre, the Cumming memorial design was created by Mrs. Ana Cumming with Joe Puricelli of Beck & Beck. Al Comi of Barre did the full sized drawings which were used during the manufacturing process.

Ana Cumming, wife of Francis A. Cumming, is a long-time employee of the United Steel Workers Union in Barre. Both she and BARRE LIFE are proud of this outstanding memorial tribute to Mr. Cumming.



Barre Assists Michigan Retailers with Educational Conference

In response to a request from the retail monument dealers of Michigan, the Barre Granite Association put on a one-day Educational Conference on January 27 in Lansing, Mich.

Nearly 50 retailers attended. They heard presentations by Pete Carr on "Methods of Retail Pricing" as well as "How to Get Your Retail Price," and a slide presentation entitled "A Visit with a Monument Retailer." Pete Carr has been a conference leader for the BGA for many years. He is an experienced retail monument dealer from Quincy, Mass.

A new member of the conference team from Barre is Ray Leslie who is the monument design and drafting teacher in the Stone Trades School in Barre. His presentation included an excellent series of colored slides on the preparation of lettering for sandblast. Ray Leslie has spent many years in the Barre monument industry and is highly qualified as an instructor in monumental design and drafting.

Milton Lyndes, BGA Executive Vice President, also participated in the one-day conference.

Each retailer who attended the conference received a summary of the material which was presented by the speakers. The Retailer Business Conferences provided by the Barre Granite Association have been given to retailers in many states throughout the country. They usually begin at 9:30 a.m. and end by 3:30 p.m. and give retailers an opportunity for receiving high quality education without the necessity of travelling a long distance and making overnight accommodations.

If your state association would like to consider a Monument Retailer Business Conference your Barre friends would be happy to work with you.



 **RAY LESLIE (left)** led the discussion on preparing. He is the Memorial Design and Drafting Instructor at Stone Trades School. He is pictured here at the head table with



MR. AND MRS. TOM WOODRUFF of the Robar Granite Company in Detroit. Tom is the President of the Michigan Division. His energy and outgoing personality helped make the Conference enjoyable and productive.



MR. AND MRS. FRED ARNET II. Fred who is Secretary-Treasurer of the Michigan Division of MBNA played an important role in organizing the Dealer Business Conference.



PETE CARR, BGA Conference Leader, is a top retail salesman and owner. Pete has had long experience in selling all types of memorial work in a very competitive area.



lettering for sandblast.
at the Barre Stone Trades
Pete Carr and Wes Frederic.





Barre Granite Association
 51 Church Street Box 481
 Barre, Vermont 05641
 Tel. 802 476-4131

BULK RATE
U. S. POSTAGE
PAID
 Barre, Vermont
 Permit No. 139

ADDRESS CORRECTION REQUESTED

VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION

ADAMS GRANITE CO. Lewis St. (Elgio Zorzi)	802-476-5281	HOULE-GIUDICI CO. S. Front St. (Gene Houle)	802-476-3621
ANDERSON-FRIBERG CO. Willey St. (Melvin Friberg)	802-476-7021	LaCROSS MEMORIALS, INC. Boynton St. (Louis LaCroix)	802-479-2526
BECK & BECK, INC. Center St. (Norman Beck)	802-476-3179	LAWSON GRANITE CO. Quarry St. (Albert Gherardi Jr.)	802-476-3541
BUTTURA & SONS, INC. Boynton St. (John Buttura)	802-476-6646	MAURICE MEMORIALS, INC. Granite St. (Raoul Maurice)	802-476-3742
CELENTE & BIANCHI Willey St. (Elda Bianchi)	802-476-4463	MONTPELIER GRANITE WORKS Granite St. (Joe Mureta)	802-223-2581
CETRANGOLO FINISHING WORKS Northfield (Nick Cetrangolo)	802-485-5711	NATIVI & SON, INC. Center St. (Silvio Nativi)	802-476-7101
CHIOLDI GRANITE CORP. S. Front St. (John Mattson)	802-476-3661	NORTH BARRE GRANITE CO. Railroad St. (Jules Chatot)	802-476-6624
COLOMBO GRANITE CO. Boynton St. (Bob Colombo)	802-476-7061	PEERLESS GRANITE CO. Willey St. (Donald Fontana)	802-476-3061
COOK, WATKINS & PATCH CO. Blackwell St. (David Reid)	802-476-4175	RIVARD GRANITE CO. Mill St. (Robert Rivard)	802-476-3542
C.R. DAVIDSON CO. INC. (Clyde Davidson)	802-548-3591	ROCK OF AGES CORP. Graniteville (Jay Slaybaugh)	802-476-3115
DESILETS GRANITE CO. Barre St. (Vic Roselli)	802-223-2111	ROULEAU GRANITE CO. Metro Center (Lucien Rouleau)	802-476-6636
EVERLASTING MEMORIAL WORKS Pioneer (Gary Pletzer)	802-223-2642	SOUTH BARRE GRANITE CO. Circle St. (Stuart Abbiati)	802-476-8521
FAMILY MEMORIALS, INC. Burnham's Meadow (Robert Couture)	802-476-7831	THURBER GRANITE CO. Circle St. (Paul Savard)	802-479-9622
S.L. GARAND & CO. Pioneer (Richard Garand)	802-223-2301	VALZ GRANITE CO. Willey St. (Harold Duff)	802-476-3911
GREARSON & LANE CO. Burnham's Meadow (Lloyd Grearson)	802-476-7102	WELLS-LAMSON QUARRY CO. Websterville (James Kelley)	802-476-4126