Rock of Ages Corporation Sold To Swenson Granite Co.

On February 22, 1984, the John Swenson Granite Company, Inc., purchased the entire holdings of the Rock of Ages Corporation and all of its foreign and domestic subsidiaries.

Kurt M. Swenson, President and Chief Executive Officer of Rock of Ages also announced the election of seven directors of the Corporation and four officers of Rock of Ages.

Elected officers of Rock of Ages are: George Anderson of Barre, Vice President for Finance & Administration; John Corrigan of Barre, Vice President of Quarries; Jon Gregory of Northfield, VT, Vice President of Granite Products; George Kenedy of Barre, Vice President of Sales & Marketing; Gerald Paquette of Manchester, NH, Vice President; and Kurt Swenson of Hopkinton, NH, President and Chief Executive Officer.

In announcing the acquisition of Rock of Ages, Mr. Swenson said the officers of the firm have more than a century of experience, collectively, in the granite industry.

"Someone asked why we wanted to buy Rock of Ages," he said. "The simple answer is that we think Rock of Ages granite is the finest monumental grade granite in the world. In our one-hundred year history in the granite business, no other member of the Swenson family has ever publicly admitted that until today."

Mr. Swenson also said, "We will work hard to expand the market for Barre granite, to minimize price increases and to provide the best service possible to our customers."
SEMINAR FOR SUCCESS II

Mark your calendar for September 10-14 for the Barre Granite Association's Seminar for Success II.

The Seminar for Success, highly rated by more than 115 retail monument dealers last year, is being expanded and designed for people who have been in the retail monument business for five years or less.

Personal monument selling, pre-need selling, elements of drafting, cemetery relations, manufacturing and quarrying and advertising are subjects that will be covered by professionals from the industry.

The program is being designed to provide sufficient flexibility to allow dealers free time to visit manufacturers or sight-see in the beautiful green mountains of Vermont.

Because of classroom limitations, the number of attendees will be limited and space will be filled on a first come, first served basis. Thus, it is important to reserve the dates of September 10-14 for the Seminar for Success.

Complete details, including the fee schedule, course composition, lodging facilities and registration requirements are presently being prepared. You will receive this in the mail together with a reservation form soon.

Cemetery relations, a major concern of every memorialist, is an important course at the Seminar for Success.

Letters!

And here is a sampling of the many letters we received from monument retail dealers who attended last September's BGA Seminar for Success. Seminar for Success II is scheduled for early September, 1984.

My many thanks and appreciation to you and all concerned with the Barre Granite Association.

Everything was nothing less than GREAT!
Cher Jones, Belfast, Maine

...In my humble opinion and in the opinion of the many dealers whom I befriended, the "BGA SEMINAR FOR SUCCESS," was indeed a success. I am looking forward to phase II.

We here at Farview Monuments have already put some of the BGA ideas into use.

Howard Hoppenfeld
Fairfield, New Jersey

...My husband, son and I want to thank you, and all your associates, for an extremely fine seminar. We found every part of it very interesting and educational!

Mary Jane Whitney,
Whitney Monument Works, Inc.
Fairfield, Iowa

I want to thank the Barre Granite Association for myself and also for our company, for the opportunity to attend the Seminar for Success.

It was a most appreciated and educational program ever experienced.

The Barre Granite Association can well be proud of their staff members. They surely make the Association well respected and an invaluable organization.

Ellen W. Beattie,
William E. Dornan & Son
Thomaston, Maine
Individualized instruction is one of the many features of the BGA-sponsored Seminar for Success.

On-site, as well as classroom instruction provides the retail dealer with much more education than routine seminars.
Visiting Barre's world-famous granite quarries provides memorialists with an understanding of the source of their Barre granite memorials.

Quarrying techniques are a part of the instruction at the Seminar for Success.
MBNA CONVENTION

"It’s that time of year again..."

An often quoted phrase in the late fall and winter when monument retail dealers gather at their state, regional and national meetings to renew old acquaintances, establish new friendships and discuss the latest developments in the retail monument business.

The Barre Granite Association has long been a very strong supporter of monument retailer associations because they provide an opportunity for memorialists to improve the monument retail business in their state, region and nation.

(For a report from state and regional conventions see page 18)

Barre granite monuments were purchased in record volume by retailers at the 75th Diamond Jubilee Convention of the Monument Builders of North America in Atlanta, Georgia in early February.

Ten members of the Barre Granite Association were on hand to exhibit their finely crafted granite monuments and many Barre firms reported record sales during the Convention.

The BGA member firms were very pleased, but not surprised with the attraction of their product to the hundreds of retail monument dealers who attended the Convention.

More than twelve hundred people viewed granite monuments of all shapes and sizes, new machinery and supplies used in the monument industry.

BGA member firms exhibiting at the MBNA Convention included: Anderson-Friberg Co.; Beck & Beck, Inc.; Buttura & Sons; Colombo Granite Co.; Lawson Granite Co.; Nativi & Son, Inc.; Rock of Ages Corp.; Thurber Granite Co.; Cetrangolo Finishing Works and C.R. Davidson Co. The BGA also had a large exhibit booth promoting the work of its member companies as well as a wide variety of their sales aids that are provided to retail monument dealers.

One of the highlights of the MBNA Annual Convention was the Prayer Breakfast sponsored by the Barre Granite Association. Allan Hutchinson was chairman of the event. Mrs. Joan Hunt of Nashville, Tennessee and George Karnedy, Vice President of MBNA spoke from selected readings and Robert Trench of South Africa delivered the main address described by scores of the 600 attendees as “very inspiring.”

George Karnedy, Director of Sales and Marketing for Rock of Ages Corporation was re-elected Vice President of the Monument Builders of North America. Melvin Friberg, President of Anderson-Friberg and Richard McBride, Manager of Sales and Advertising for Beck & Beck were re-elected to the Board of Directors of the Manufacturers/Wholesalers Division of MBNA.
Anderson-Friberg Company

"We have participated in every industry exhibit since the 1930's and the 1984 convention in Atlanta was the best yet. We had great attendance and good business in every way," said Melvin Friberg, President of Anderson-Friberg Company.

"The convention was more successful than we had anticipated," said Jackie Colombo, Vice President of Colombo Granite Company. "We had good sales in our booth and we received many good leads."

Colombo Granite Company
The Barre Granite Association display area at the 75th Annual Anniversary Convention of the Monument Builders of North America. Several hundred people visited the BGA booth during the three-day convention and hundreds of pieces of retail dealer sales aids were distributed.

Ed Comolli, Manager of Cemetery Services for the BGA (l) and Milton Lyndes, Executive Vice President of the BGA chat with Paul Wilson former President of Rock of Ages Corporation and now President of Sheidow-Bronze Company.

Muriel and Clyde Davidson, owners of C.R. Davidson Company enjoy a chat with Russell Gingrich of Gingrich Memorials, Mechanicsburg, Pa., a visitor to their display.
Scores of retail dealers and other suppliers visited the Rock of Ages booth that featured a large photograph of the Mercedes Benz automobile which was carved in granite at their Craftsman Center.

Mark Gherardi of Lawson Granite Company (facing) explains the fine craftsmanship of finished memorials from this BGA member company.

The C.R. Davidson Co., Inc., display area at the MBNA National Convention in Atlanta, Georgia.
(l-r) Billy Brown, Past MBNA President from Florence, South Carolina; Mrs. Joan Hunt of Nashville, Tennessee, wife of Past MBNA President, Charles W. Hunt; Bob Trench of South Africa, Prayer Breakfast Featured Speaker; Allan Hutchinson of London Ontario, the Chairman of the Prayer Breakfast; and Milton V. Lyndes, Executive Vice President of the Barre Granite Association, host for the Prayer Breakfast.

Buttura & Sons

Brent Buttura, President of Buttura & Sons said, "We were so busy in our booth I didn’t have time to see all the other displays. It was a good convention and it provided good exposure for our company."

Melvin Friberg, President of Anderson-Friberg Company chats with Mike Allen of Allen Monument & Vaults of Northville, Michigan. On the right is Wm. Kirk Boughnes, Owner-Manager of Boswell Monuments in Barnesville, Ohio. At the far left is Bob Pope, Vice President, Administration, at Anderson-Friberg.
Lawson Granite Company

“The 1984 MBNA Convention in Atlanta was very important to us,” said Mark Gherardi of Lawson Granite Company. “We made many contacts.”

Nativi & Son

“The best convention we ever attended,” said Glen Atherton of Nativi & Son. “Silvio (company President) and I were able to personally meet many of our customers from the mid-west and we were able to successfully promote our business. We received many, many leads.”

A very small part of the 600 people who attended the Annual MBNA Prayer Breakfast sponsored by the Barre Granite Association.
Above: Nick Cetrangolo, President of Cetrangolo Finishing Works shown here at right. Both he and his brother Jerry had much traffic at their booth which displayed Barre granite memorials.

Nick Cetrangolo, President of Cetrangolo Finishing Works said, "It was a very worthwhile trip. We met a lot of nice people, picked up very solid accounts and our stock of Barre granite went over well."

Thurber Granite Company

"We sold more than $50,000 worth of goods," said Paul Savard, President of Thurber Granite Company. "The convention opened new avenues for us and provided us with new acquaintances. It was most satisfying for my company."
Ray Comolli, Sales Manager for Rock of Ages noted the nearly one hundred franchised Rock of Ages dealers in attendance and said, "We were also pleased that several of our top 25 dealers came to the convention. Our general exposure was good and we had many dealers request our consideration for a future franchise for them."

Jackie Colombo, Vice President of Colombo Granite Company, (l) and her husband Robert, President of the BGA member firm chat with Mr. & Mrs. Ray L. Darrough of Sioux Falls Monument Company, Sioux Falls, South Dakota, as the Darrough's sign up for a drawing for famous Vermont maple syrup.

Beck & Beck

Dick McBride, Manager of Sales and Advertising for Beck & Beck said, "We had unusually high sales and attendance at our booth was very good. Dealers were obviously impressed with the quality of the exhibits and they responded by buying."
REWARD FOR SAFETY—
A ROCK OF AGES PROGRAM

Imagine being told that your employer is awarding you a gift worth as much as $250 and you can choose it yourself. Would you take the new camera or the chainsaw, the two sets of skis or the shotgun?

Rock of Ages Corporation recently presented that tempting choice to 29 quarry workers employed at their granite quarries. In addition, nearly 100 Rock of Ages Manufacturing and Quarry workers were each awarded $50. Sixteen employees were lucky enough to win both the $250 and the $50 awards.

Each work group at Rock of Ages earns its award by working safely, being credited for every hour that every person works without injury. The awarding of incentives is operated as a drawing from among the names of all eligible employees.

The safety incentive program was initiated in January, 1980 and more than $130,000 has been given to Rock of Ages workers since then.

1 Everyone is all smiles during most recent ROCK OF AGES safety award drawing. Adrian Vasseur (right) quarry foreman for Rock of Ages, pulls the next winner of $50.00. Looking on at left is Randy Swan, company Safety Director.

2 The Stantoski Family memorial was manufactured by DESILETS GRANITE COMPANY for Baltic Monuments, Inc., of Chicago, Illinois. Michael Sheean of Desilets hand-carved the bas-relief figures. The memorial, a combination of Barre granite and Rib Mountain, stands eight feet tall.

3 Arnie Comtois, Regional Sales Manager for BECK & BECK in New York and western Pennsylvania receives an award from Dick McBride, (right) the BGA member firm’s Manager of Sales and Advertising. Comtois’ award, in recognition of his outstanding sales record in the last quarter of 1983, was given as part of BECK & BECK’s Great Guardian Giveaway sales promotion. Aimed primarily at retail monument dealers, the promotion program also included BECK & BECK’s Regional Sales Managers. Participants in the sales promotion were eligible to earn expensive gifts by increasing their sales of Guardian Memorials over the last quarter of 1982. The higher the sales percentage, the more gifts a winner received. One hundred and twenty-eight retail monument dealers participated and almost all of them earned a reward.
dealers received one or more gifts in the special promotion.

The Skyvue High School granite sign was made by GALLAGHER & SONS MONUMENTS, INC., of Malaga, Ohio. In the photo are: (l - r) Nancy Baker, a student at Skyvue; Oscar Frank, Industrial Arts Teacher whose class built the base; Carol Thomas, President of the Student Council; Steven Grimm, High School Principal and Sharon Fiorio, Student Council Advisor.

MET AND WED AT NORTH BARRE GRANITE COMPANY—Well, not literally, but Steve Moran and Jody Cherrie did meet each other when they began working in the drafting department and they were married on September 16, 1983.

Rinaldo “Joe” Puricelli (right) is shown being congratulated by Norman Beck, president of BECK & BECK, INC., on the occasion of his retirement after fifty years service in the local granite industry. Beck presented Puricelli with an engraved watch and thanked him for his long service. Puricelli started with Waldron Shield Company as a draftsman in 1934. He was employed next at Jones Brothers Company where he worked as a draftsman and later as an estimator and purchasing agent.

He had been the shipping manager at BECK & BECK up to his retirement on January 31st.
Barre granite is better than other gray granites because of its ability to withstand the penetration of dirt and grime. The Roberts monument is made of Barre granite. It is nearly seven decades old, and because of its location in the cemetery, near trees and large shrubs, it attracted an accumulation of plant growth and dirt. All this quickly disappeared, however, when the Roberts
monument was cleaned according to the steps outlined in "Safe Cleaning Procedures for Granite Memorials," a publication of the Barre Granite Association. A copy of this manual, prepared by Edward Comolli, Manager of Cemetery Services for the BGA, is available for you. Merely clip and mail the coupon with a dollar, to cover mailing costs. This is another of the many services of the Barre Granite Association.

Barre Granite Association
51 Church Street
Box 481
Barre, Vermont 05641
Please send my copy of "Safe Cleaning Procedures for Granite Memorials." I have enclosed one dollar ($1) to cover postage and handling costs.

NAME ________________________________
FIRM ________________________________
ADDRESS ______________________________
CITY ________________________________
STATE __________ ZIP __________
The Raintree Restaurant at the Continental Regency was a perfect setting for the BGA-sponsored breakfast.

The attentive audience at the Illinois Monument Association annual meeting.

Milton V. Lyndes, Executive Vice President of the BGA (r) poses with Carl Franklin who provided an inspiring message for those who attended the Prayer Breakfast. Great Lakes Tri-State President Tom Bauer is in the background.
The Rock of Ages exhibit at Grand Rapids.

Dick McBride, Director of Sales and Advertising for Beck & Beck, Inc., attends his firm's booth.

The Barre Granite Association booth.

A portion of the monument dealers who attended the workshops.
Milton V. Lyndes, Executive Vice President of the BGA (c), poses with Maureen Pesavento, a partner at F. Pesavento & Sons of Scranton, Pa.; and Nick Cetrangolo, President of Cetrangolo Finishing Works, a member of the BGA.

Henry Pofi (l) and Vince Tartaglia flank Melvin Friberg, President of Anderson-Friberg, a BGA-member company in Barre. Mr. Friberg is a regular attendee and supporter of the Tri-State Monument Builders group.

A gathering of retail monument dealers at the Anderson-Friberg booth.

John Buttura, Jr., of Buttura & Sons, is engaged in conversation with retail dealers.
One of the highlights of the 1984 Convention of the Tri-State Monument Builders in Cherry Hill was the presentation of this new banner by the Barre Granite Association. Milton V. Lyndes, Executive Vice President of the BGA (second from the left) made the presentation to (l-r) Vince Tartaglia, President of Wilmington Memorial Company in Wilmington, Delaware; Henry Pofi, owner of Branchendorf Memorials in Harrisburg, Pa.; and Jim Cordori, owner of Cordori Memorials in Gettysburg, Pa.

The Silver Anniversary of Milton V. Lyndes as Executive Vice President of the Barre Granite Association was marked by the Tri-State Monument Builders with the presentation of a watch by Vince Tartaglia. Mr. Lyndes expressed his surprise and appreciation for the thoughtful gesture.

Rapt attention is paid to the speakers at the Tri-State program at Cherry Hill.

More than one hundred people registered for the Tri-State Monument Builders convention at Cherry Hill, New Jersey. Here Jack Babic of the Rouleau Granite Company converses with two attendees.

Three Presidents—Jim Menor (l) President of the Monument Builders of North America; Fred Davis, Charter President of the New England Monument Dealers Association and Phil Harris, present President of the NEMDA. The occasion is a presentation of a special award to Mr. Davis, the luncheon speaker at the Golden Anniversary meeting of the NEMDA.

Pete Carr (l) with a visitor at the BGA display.
news from the Cemetery Field

By Edward Comolli
BGA Manager of Cemetery Services

(Editors note: Many monument retail dealers have developed positive relationships with cemeterians by introducing them to effective cemetery planning through Ed Comolli, BGA Manager of Cemetery Services and Grever & Ward, cemetery planners. More income is available for both the cemeterian and the retail monument dealer when cemeteries are designed to get the most use from the space available. The BGA can help you.)
The Town of Bow, New Hampshire realized that the burial space in its cemetery was coming to an end. Through the Barre Granite Association, Grever & Ward, cemetery planners, was commissioned to create a master plan and section design to meet future and immediate on a 6.35 acre site of Evans Cemetery.

With a rather modest annual need for burial space, the new cemetery site was designed for phased development that will permit a new burial section to be added about every 15 to 20 years. As that need occurs, the master plan, with its road system and grading scheme guarantees coordination between present development and each successful future project.

Part of the grading scheme is to deposit surplus burial excavation and other fill in locations where it will best contribute to the next cemetery addition. Other values of the master grading plan are the assurance of proper road grades and positive surface drainage in all parts of the cemetery.

With the master plan the cemetery administrator can plan the use of town equipment on the development as well as making best use of fill as it becomes available from other projects. Both of these factors contribute toward the objective of attractive, salable burial space at a minimum cost. (see plan next page)
Phase 1 (Section 1) of Evans Cemetery is planned with very little grade change and with a simple loop road connected to State Road. This section will provide the Town with a 20 year reserve of attractive low-maintenance burial space consisting largely of monumented two-grave lots. Then while Section 1 is being sold, Phase 2 can be filled, graded, turfed and a road installed for its eventual opening around the year 2000.
Key:
- Medium Shade Tree
- Evergreen Tree
- Shrubs
- Upright Monument

Plan Summary

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<td>3-Grave</td>
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<tr>
<td>6-Grave</td>
<td>3</td>
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<td>Total</td>
<td>282</td>
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Area: 7.8 Acres

Grever & Ward Inc.
Cemetery Planning
3802 N. Buffalo Street
Orchard Park, NY 14217
716-662-7700

1
Barre Granite Association
The Huang family memorial was produced by BECK & BECK, INC., for Presbrey-Leland, Inc., of Valhalla, New York. Set in Putnam Cemetery in Greenwich, Connecticut, this majestic memorial is 28-6 x 14-6 x 14-4 overall. The steps, platform, roof stones and urn are made from Guardian Light Barre granite while all other pieces are Guardian Rose granite. Sixty pieces of granite were put together to build this beautiful memorial which features carving on the front and ends and eight, seven-foot-six-inch columns.
This beautiful mausoleum for the Berganti family was designed and built by Anderson-Friberg. The four crypt mausoleum was manufactured from light Barre granite.
This unusual family monument was manufactured by RIVARD GRANITE COMPANY for Bottinelli & Son Granite Company of New London, Connecticut. This Canadian Pink Granite memorial features a tablet, 2-6 x 1-0 x 2-0, hewn from a rough block with hand axed panel, corners and letters. The balance is a rock finish. The base, 3-2 x 1-6 x 0-10, has a steeled top with the balance a rock finish.
Created by ROULEAU GRANITE COMPANY, this pre­need Barre granite memorial was manufactured for retired Barre Police Chief Floyd Chandler and his family. Note the Chief’s badge sandblasted in the upper left corner of the memorial and the cultured rose in the opposite cor­ner. This memorial is 3-10 x 0-8 x 2-2 on a base 4-0 x 0-10 x 0-8.
This beautiful Barre granite family monument was manufactured by ADAMS GRANITE COMPANY for Justy Monument Company of Auburn, New York. The memorial features 4½” round letters raised one-half inch. Note the Barre Guild tag indicating this Barre granite memorial has met the very rigid standards of excellence of the Barre Guild. The granite memorialization industry’s strongest perpetual warranty will accompany this family monument. (5-0 x 0-10 x 2-6, all polished on a base 7-6 x 1-4 x 0-10).
The etching of the Last Supper highlights the English family memorial. Produced in Jet Black granite by PEERLESS GRANITE COMPANY for Marchi Memorials of Winsted, Connecticut, this memorial is 2-6 x 0-8 x 2-2 and rests on a base 3-2 x 1-2 x 0-8.
VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION

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<tr>
<th>Company Name</th>
<th>Address</th>
<th>Phone Number</th>
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<td>Adams Granite Co.</td>
<td>Lewis St. (Elgio Zorzi)</td>
<td>800-342-1070</td>
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<td>Anderson-Friberg Co.</td>
<td>Willey St. (Melvin Friberg)</td>
<td>800-451-3255</td>
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<td>Beck &amp; Beck, Inc.</td>
<td>Center St. (Norman Beck)</td>
<td>802-476-3179</td>
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<td>Buttura &amp; Sons, Inc.</td>
<td>Boynton St. (Brent Buttura)</td>
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<td>Celenti &amp; Bianchi</td>
<td>P.O. Box 220 (Irlo Bianchi)</td>
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<td>Cetrangolo Finishing Works</td>
<td>Northfield (Nick Cetrangolo)</td>
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<td>Chioldi Granite Corp.</td>
<td>S. Front St. (John Mattson)</td>
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<td>Pioneer (Richard Garand)</td>
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