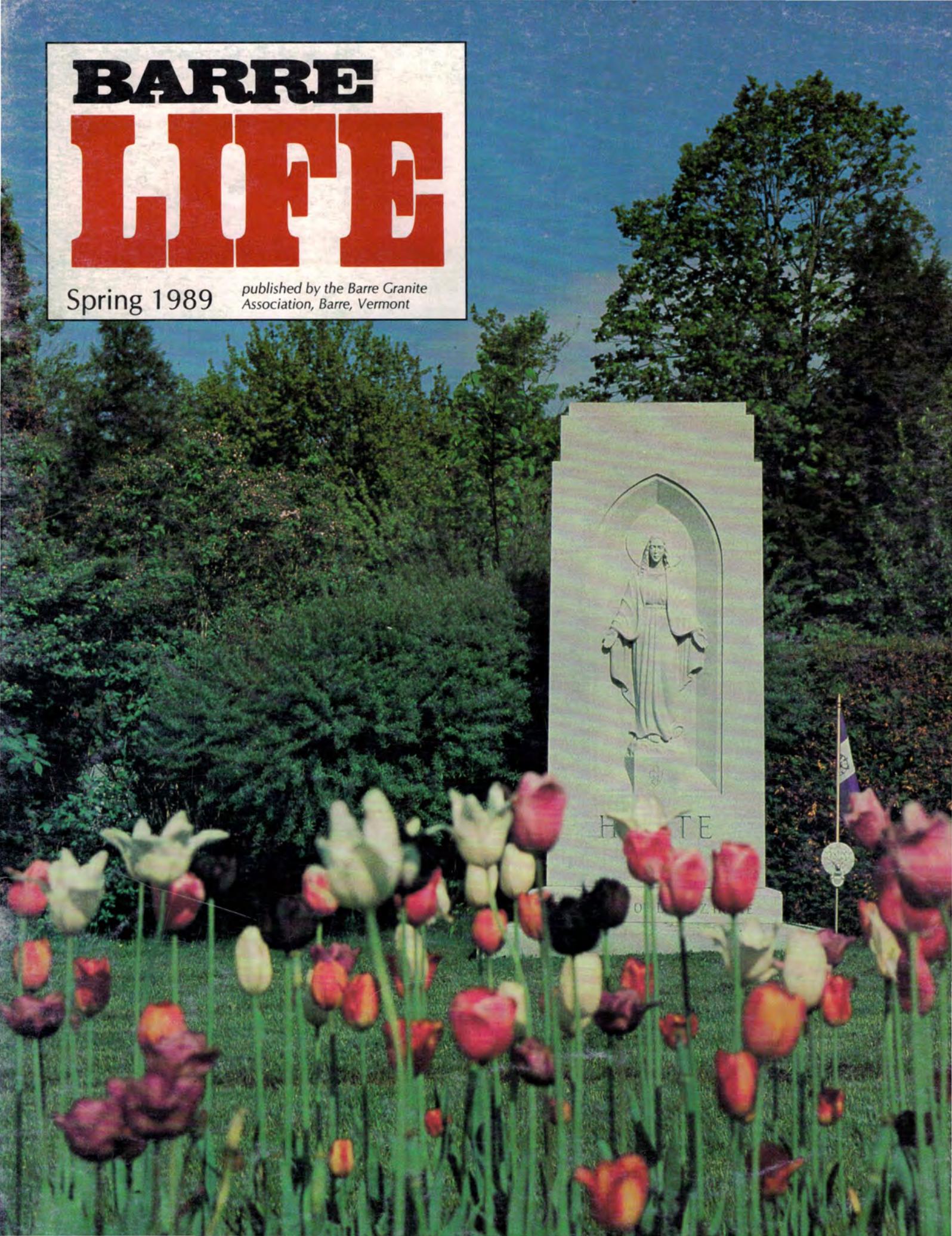


BARRE

LIFE

Spring 1989

*published by the Barre Granite
Association, Barre, Vermont*



BARRE
GUILD

BARRE LIFE

Spring 1989

published by the Barre Granite Association, Barre, Vermont

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Manager of Member Services

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Kurt Swenson
Rock of Ages Corp.

Robert Zider
Beck & Beck, Inc.

It was in April 1889...

...when a group of granite manufacturers in Barre, Vermont, gathered together to establish the Barre Granite Manufacturers' Association, the predecessor of today's Barre Granite Association.

April is a particularly special time of year in Vermont. The melting of the winter snows and the spring showers have the brooks and streams high in their banks. The crocuses have come and gone and we are watching the grass become greener every day. Birds arrive from their winter homes in the south, and the air is clean and fresh.

New life comes in the springtime. It's a time of year for the regeneration of life and of our spirits. Winter is gone and life begins anew.

That is the way it is most every year. And I'm sure that's the way it was in early April 1889.

Barre's population was in the midst of unprecedented growth. People were arriving every day from Europe, Scandinavia, Italy, the British Isles and other nations. Their lives and spirits were being born anew in Barre. Their hopes for the 20th Century could not have been much different than ours are for the 21st Century—peace, hope, joy, success and love.

This issue of *Barre Life* magazine continues the story of our heritage from that springtime of 100 years ago, looking at the coming of the railroad to Barre, the arrival of our great-grandparents and the technology boom.

It was the unparalleled growth of our industry in those early days that led to the formation of the Barre Granite Manufacturers' Association. And growth continues to be an everyday occurrence in Barre.

In these pages you will read about growth in Barre, about manufacturing plant construction, production improvements, and the continuing creation of outstanding monuments.

All this is a clear indication that life is not a seasonal activity in the Barre granite industry. Indeed, life in Barre is a vibrant, zestful, full-time, year 'round habit.



Norman James
Executive Vice President



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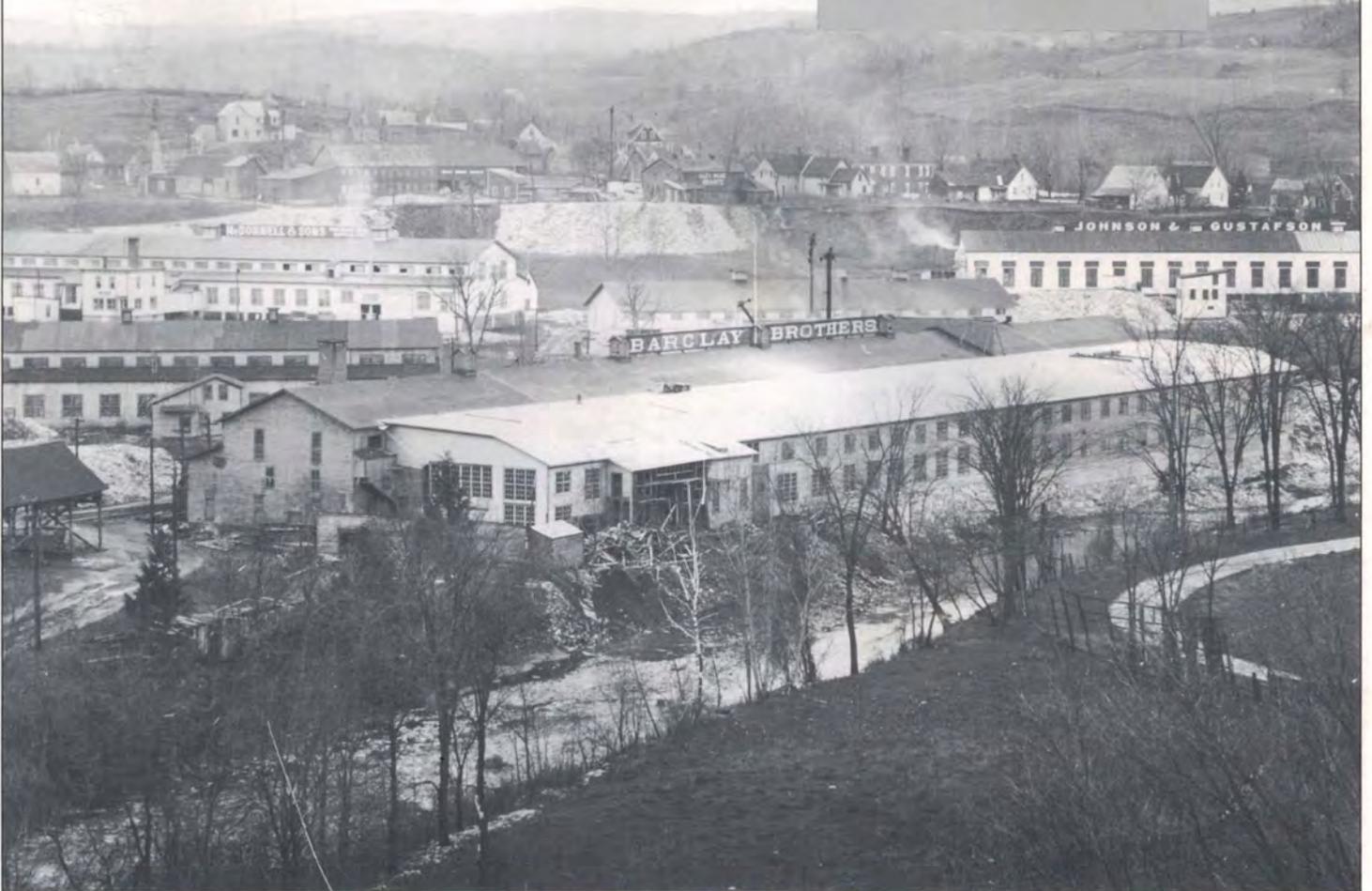
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ABOUT OUR COVER

With tulips brightly in bloom, springtime is full of life and promise in a beautifully monumented garden section of Barre's famous Hope Cemetery.

*Artistry
in granite
since 1889*



As Barre's granite industry flourished, the valley below the Barre quarries soon became filled with manufacturing plants.

Carved in Stone

Part II

The Barre Granite Industry Booms

To commemorate this year's Centennial of the Barre Granite Association, Barre Life shares with readers the proud, colorful and important story of Barre's granite industry. Part I appeared in the Winter issue of Barre Life. This four-part series is based on a new book recounting the history of our industry, funded by long-time BGA member-company the Rock of Ages Corporation.

Artistry in granite since 1889

In the earliest days of Barre, settlers were well aware of the stone that would become known around the world as Barre Gray. Those tillers of the soil knew Barre Gray as a plow-breaking nuisance. By the early 1830s, however, men with vision began quarrying the stone, and it was gaining a wide reputation for its outstanding quality.

Nonetheless, the Barre granite industry was doomed to stagnation as long as Barre remained isolated from the rest of the world.

While America in the 19th century was developing its love affair with the railroad, progress was slow in bringing rail service to central Vermont. It would be the summer of 1875 before Barre could finally unleash its granite industry.

But Barre's quarriers and manufacturers still faced a formidable obstacle. It was one thing to be able to ship granite around the world; it was quite another just to get it down the perilous trek from Millstone Hill to the Barre depot with horses and oxen.

In 1888, work began on a final rail link that would zig-zag back and forth up the hill between the main rail line and the quarries. The spur—just four miles long— would be the steepest traction railroad east of the Mississippi.

The coming of the railroad triggered an explosion of growth in the granite industry and in Barre. The lure of steady work and decent wages on "the Hill" drew thousands to town, from other states, from Canada and from overseas.

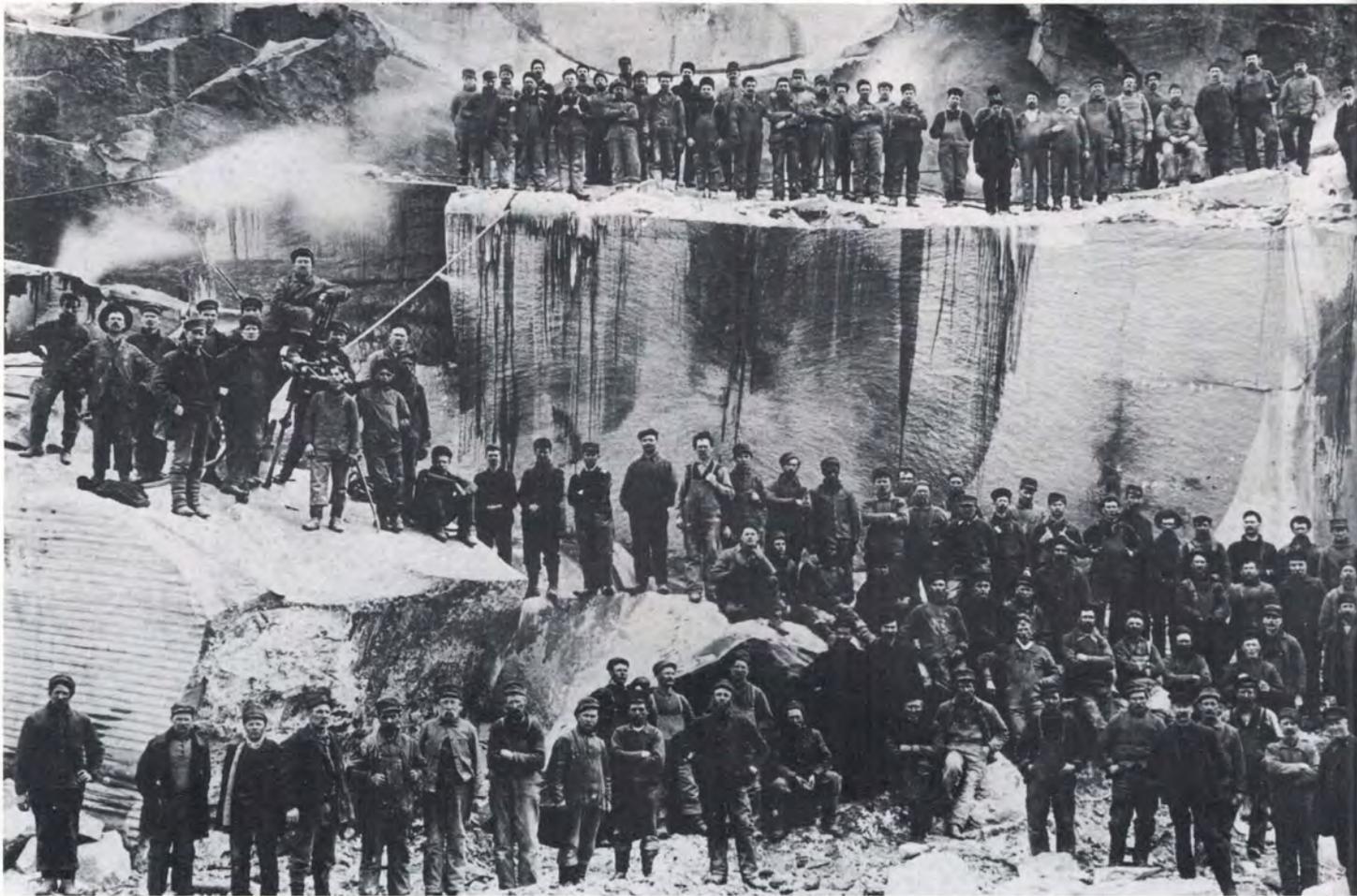
In the decade between 1880 and 1890, Barre tripled its population to 6,790. By the turn of the century, the local population stood at 11,754 and granite manufacturing firms were springing up like wildflowers.

Among the first to flock to Barre to work in the granite quarries and sheds were hundreds of Scots, many from the granite region near Aberdeen, who were attracted by the promise of better wages and a better life. The Scots were followed by a large influx of Italian immigrants, many of them young stone sculptors who came to America in search of fortune. Other



By the late 1800s, Barre finally was linked to the rest of the world by rail. Powerful Barre Railroad engines hauled granite from the quarries to plants in town.





*With the industry's technological boom, Barre's workforce grew rapidly.
Courtesy Archives of Barre History, Aldrich Public Library*



Technological advancements like powered overhead cranes and other equipment for cutting, polishing and surfacing made granite manufacturing faster and more efficient.

Artistry in granite since 1889

immigrant groups that came to Barre included Scandinavians, Spanish, English, Irish, Greeks and French-Canadians.

For these young, hopeful immigrants, life in the granite industry was a wondrous opportunity and back-breaking, often dangerous labor.

The granite worker's first job in "opening up" a quarry was to detonate several explosions at different locations to determine the quality of the stone.

Teams of two men, as hard as the stone they quarried, swung sledge hammers while a third man sitting on the ground turned a drill that slowly worked its way into the stone. The holes were stuffed with explosives and detonated, separating the block of granite from the ledge to be then lifted from the quarry by a boom derrick powered by horses or oxen.

Cutting and finishing, when it was not done outdoors, was done in sheds, built in semi-circles around the quarries and served by a single central derrick boom. The boom, however, could only drop the blocks in front of the sheds, where they had to be rolled by hand inside—a task of nasty proportions when it involved a large block. By 1890, traveling cranes made block moving much easier.

Electricity came to the region by 1885, making possible the advent of power cutting and polishing lathes and surfacing equipment, as well as the first band saw for cutting stone. Pneumatic tools were introduced in the 1890s.

Several Barre companies that began in that era remain in operation today, including the North Barre Granite Company, Giudici Brothers (now the Houle-Giudici Granite Company) and the Peerless Granite Company.

In the 1890s, Barre's granite industry received a big boost with an order for 10 million paving stones for the city of Troy, New York—each block cut by hand to exacting specifications. At that time, about 40 quarries were operating in Barre, and the chief products were monuments and memorials. The marketplace had recognized the remarkable quality, consistency and durability of Barre Gray.

By 1910, well over 3,000 people were working in Barre's granite industry. With a rail link to the outside world and new technologies relieving the back-breaking inefficiency of quarry work, Barre was quickly becoming the Granite Center of the World.

(Part three of the story of the Barre granite industry will appear in the Summer issue of *Barre Life*.)



With the coming of the railroad came a wave of immigrants, who brought their quarrying and cutting skills to Barre.
Courtesy Archives of Barre History, Aldrich Public Library

Congratulations to the 100-Year-Old Barre Granite Association



American Monument Association
933 High Street, Suite 220 Worthington, Ohio 43085 614/885-2713

February 22, 1989

Norman James
Barre Granite Association
51 Church Street Box 481
Barre, VT 05641

Dear Norm:

Less than a month after being hired as Stone in America editor in August 1979, I was officially indoctrinated into the monument industry by attending the BGA-sponsored "Barre Day," part of that year's MBNA Sales Management Seminar schedule of activities.

On that day, I toured Hope Cemetery, rode the Rock of Ages train, visited a plant or two and met many key industry personnel. Also on that day, I became acquainted with the pride that BGA members take in producing a quality, well-crafted memorial.

Although that's nearly 10 years ago, today a trip to Barre remains a must for any newcomer to the monument industry. Likewise, today the BGA and its member companies still represent monument industry professionalism at its highest level.

Congratulations to BGA on its first hundred years. Best wishes for continued success in the second hundred and beyond.

Sincerely,

Bob Moon
Executive Vice-President
American Monument Association

—COMMEMORATIVE STONE MANUFACTURERS OF AMERICA—



MONUMENT BUILDERS OF NORTH AMERICA
1612 CENTRAL STREET · EVANSTON, ILLINOIS 60201 · TELEPHONE AREA 312: 889-2031

OFFICE OF EXECUTIVE
VICE PRESIDENT
JOHN E. DIANIS, CAE

December 21, 1988

Mr. Norman James
Executive Vice President
The Barre Granite Association
P.O. Box 481
Barre, VT 05641

Dear Norm:

On behalf of all MBNA members worldwide, I want to express our congratulations and good wishes to the members of the Barre Granite Association upon reaching their 100th Anniversary of service to the memorial industry. This is an outstanding achievement!

There have been many changes in the industry over this 100-year period. Your association has grown from a modest beginning to a position of leadership in the industry.

Congratulations and our good wishes for another century of service.

Sincerely yours,

John E. Dianis, CAE
Executive Vice President



BGA Members Prepare For Another Century of Progress

Construction and Innovation Abound in Barre

As the Barre Granite Association marks its 100th anniversary, BGA member-firms are busy building, expanding and innovating. Progress and growth have been hallmarks of the Barre granite industry since the first Barre quarry was opened in the early 1800s. This issue of *Barre Life* describes how BGA members are putting their commitment to tomorrow into action today.



A steel frame outlines what will be a new addition to the new Lawson Granite Company plant.



The Rouleau Granite Company's 15-headed polisher is one of the biggest in the industry.

Lawson Granite Company Puts a New Addition On Their New Plant

The Lawson Granite Company took a bold step last year. The manufacturer built a new plant that fully doubled the size of their old plant.

But it wasn't long before the company realized they were outgrowing their new state-of-the-art, 32,000 square foot facility.

This spring, the Lawson Granite Company is completing a 6,000 square foot addition, expanding one craneway and tripling the shipping area. The addition also will include a showroom and studios for an etcher and a sculptor.

"We're trying to use our space to maximum efficiency," said Mark Gherardi, plant manager. The new storage area will enable the company to stockpile frequently ordered monument designs for rapid shipment to dealers, including unusual designs that are favorites of volume customers.

At Rouleau Granite Company, Super Polishing Power

The Rouleau Granite Company has installed one of the biggest and most advanced polishing machines in the monument industry.

Rouleau is now putting a mirror-like finish on 1,000 square feet of granite a day with a new 15-headed, highly automated Breton polisher.

As each slab enters the machine, a computer records its contour and thickness for precise, fast and efficient polishing. This major technological investment represents Rouleau Granite's continued strong commitment to customer service.

At Cetrangolo Finishing Works, Monuments in Ten Days

Following a simple but dramatic reorganization of its manufacturing process, Cetrangolo Finishing Works is now producing all orders for blank monuments in a head-spinning, 10-day turn-around time.

"If we get an order by Wednesday," explains Jerry Cetrangolo, company vice president, "we ship it the following week. There has always been a lot of talk about service, and now we're really trying to do something about it."

Cetrangolo Finishing Works' 10-day turn-around applies to all blank monuments in all colors carried by the company, whether polished two, three or five.

In order to ship monuments within 10 days, the company has installed two huge diamond saws and is making several other major improvements. "The most important change at the company," Jerry says, "has been in the way we *think* about service.

"As we studied our manufacturing process, we began to realize that the actual time required to produce the typical monument totaled about one day. That prompted us to ask why, then, it was taking four to six or more weeks to complete an order. It followed that orders had to be simply lying around the remainder of the time. But unlike cheese or wine, our customers' orders don't improve with age!

"As long as we are willing to believe it takes six weeks to produce a monument, it will! So the first thing we did was change our thinking—the most difficult step. When we put the company in the context of a service station or a bank where there is always immediate service, a six-week backlog began to look absurd."

A New Plant for Riverton Memorial, Inc. Triples Space for Growing, Diversifying Company

Riverton Memorial, Inc. is yet another BGA manufacturer that has looked toward the future and recently built a new plant. Riverton Memorial is moving into a modern, 16,000 square foot building that more than triples the manufacturing space of the old plant.

The old plant will be used for wire sawing, storage and shipping. Construction of the plant, says company President Ernest "Ernie" Lavigne Jr., was a big undertaking. "Our old plant was overcrowded, and as we've expanded and diversified, we've needed a lot more room. Our increased efficiency will be passed on to our customers."



An efficient new 35-ton crane will help Cetrangolo Finishing Works meet its 10-day turn-around time. Here, company President Nick Cetrangolo checks chains and cables before the massive crane hoist is raised into place. Jerry Cetrangolo is at the right.



Studying the specifications for the new Riverton Memorial plant is company President Ernest "Ernie" Lavigne Jr.

At Pepin Granite Company, A New Warehouse to Keep Pace With a Growing Business



Raymond Pepin has added a large warehouse to the Pepin Granite Company plant to help expedite orders.

Pepin Granite Company, Inc. has added a 2,600 square foot warehouse to its manufacturing plant in order to better accommodate its shipping requirements. In its new facility, Pepin Granite is stockpiling high-volume monument units for quick shipment.

Storage and shipping operations have been moved out of the main Pepin building, and manufacturing is expanding into the vacated space, where a new slab splitter is being installed to expedite production.

"We expect to be offering much better service than ever before, and we think we've been giving excellent service already," company President Raymond Pepin said.

Pepin Granite, a 35-year-old company, has specialized for many years in the production of slant markers. The firm now produces all lines of monuments.

One Year Later at Tosi Custom Sandblast: At Work In a New Home



At the recent grand opening reception for the new Tosi Custom Sandblast plant, foremen Mike Gaydos (far left) and Todd Tosi explain sandblasting procedures.

The steady flow of monuments through the new plant of Tosi Custom Sandblast makes it hard to recall the terrible day a year ago when the BGA associate member-firm burned to the ground along with two other Barre granite companies.

For many months, Tosi Custom Sandblast operated in temporary facilities. Now, the full-range sandblast company has a modern, efficient, steel-framed home that includes two shaping rooms and three blowing rooms served by a three-ton overhead crane and a conveyor system.

At the end of January, Barre Mayor Robert Bergeron joined well-wishers at the new plant for a ribbon-cutting ceremony and reception hosted by company owners Nelson and Rita Tosi.

The Tosis' son, Todd, a foreman, looked around the completed building. "We've worked long hours in rented facilities to keep our customers happy. It's nice," he said, "to finally be in our own place."

On the Road

The Barre Granite Association Tells Its Story

At the MBNA Convention...

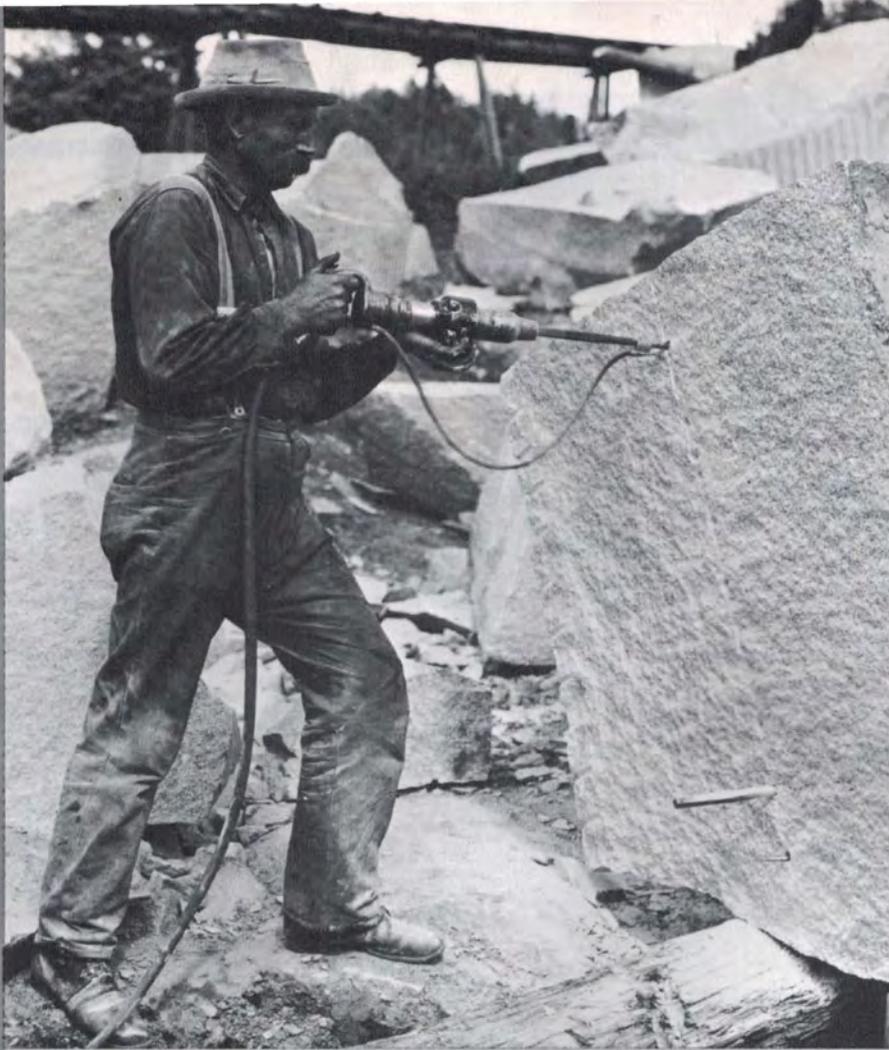
In Reno, Nevada, at the 1989 convention of the Monument Builders of North America, the century-old Barre Granite Association treated hundreds of memorialists at the annual BGA Prayer Breakfast to a big-screen audio/visual show tracing the colorful story of the Barre granite industry.

In addition, each attendee received a copy of "Carved in Stone," the Barre granite industry history book just published by BGA member-firm the Rock of Ages Corporation.

This winter, the BGA and representatives of member-companies also turned out in droves for the annual conventions of the Tri-State Monument Builders in Philadelphia and the New England Monument Dealers in West Springfield, Massachusetts. At both conventions, BGA companies displayed an impressive array of new monument designs.



At the BGA's exhibit in Reno, MBNA President-elect Harley Cook and his wife, Audrey, learn about the Barre granite industry's long, proud history.



CARVED IN STONE

A HISTORY OF THE BARRE GRANITE INDUSTRY

A gift to all convention-goers was the just-published history of the Barre granite industry, provided by BGA member the Rock of Ages Corporation.



George Karnedy, Rock of Ages vice president of sales and marketing, was elected president of MBNA's Manufacturers and Wholesalers Division.



Elberton Granite Association Executive Vice President William Kelly makes a special presentation to BGA Executive Vice President Norman James, paying tribute to the BGA on its 100th birthday.

At the Tri-State Convention...

In Philadelphia, a tremendous turnout of representatives from nearly 60 monument retail firms viewed the monument displays of BGA manufacturers. It was one of the most successful Tri-State gatherings in memory.

Adams Granite Company President Kerry Zorzi (left) with Bud Scrafford of Lake-Scrafford Memorials in Downingtown, Pennsylvania



Anderson-Friberg Company
Vice President for Sales
Peter Friberg (left) and
Sales Representative
Scott Wright



Colombo Granite Company
President Bob Colombo (right)
with Sanford Epstein of Raiken
Memorials in Newark,
New Jersey



C.R. Davidson Company
President Mike Bouchard

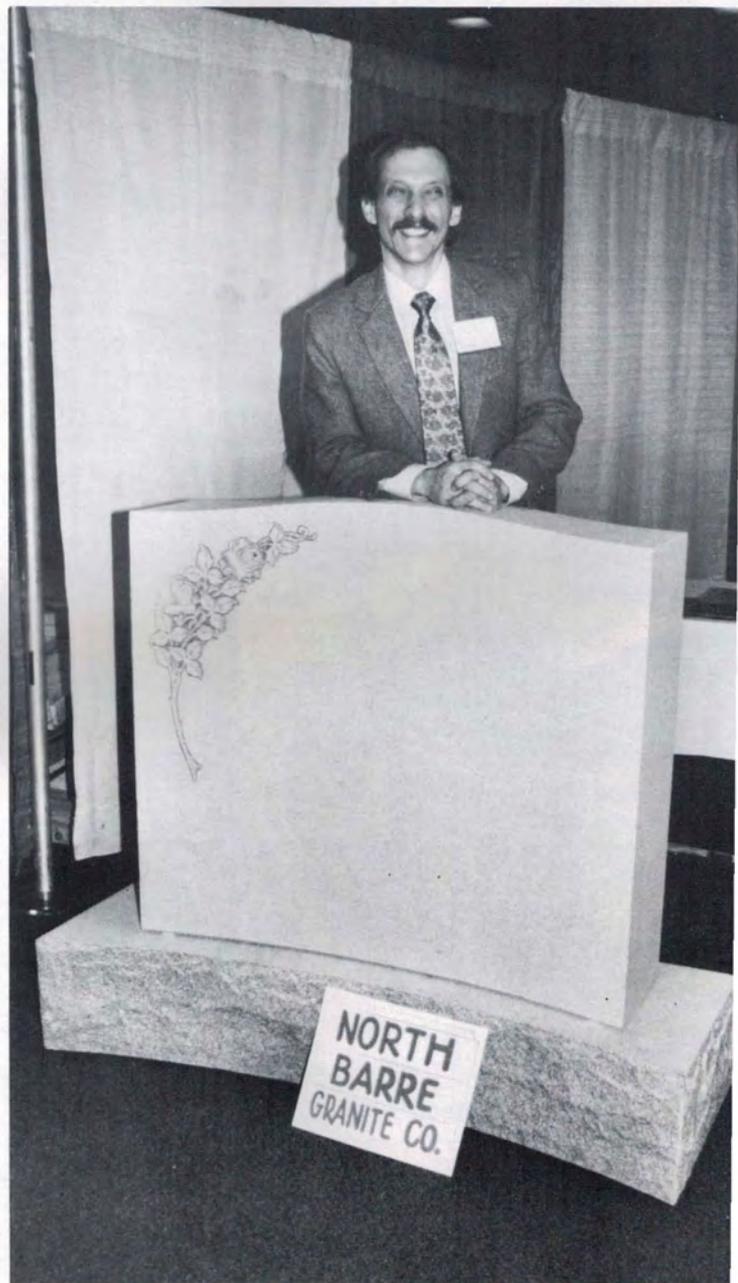


Buttura & Sons
Vice President of
Sales John Buttura



Peerless Granite Company
Secretary/Receptionist
Brunella Mugford and
Vice President of Operations
Bret Mugford

North Barre Granite Company
Expeditor Mike Ornitz



At the New England Convention...

In West Springfield, Massachusetts, one of the largest groups in New England Monument Dealers convention history attended—about 230 people. There were at least two big draws: an outstanding monument display and BGA co-sponsored retail sales expert Charlie Mouser, who exhorted memorialists to find new solutions to old marketing problems.



A. Bellavance & Sons Plant Manager Donald Bellavance

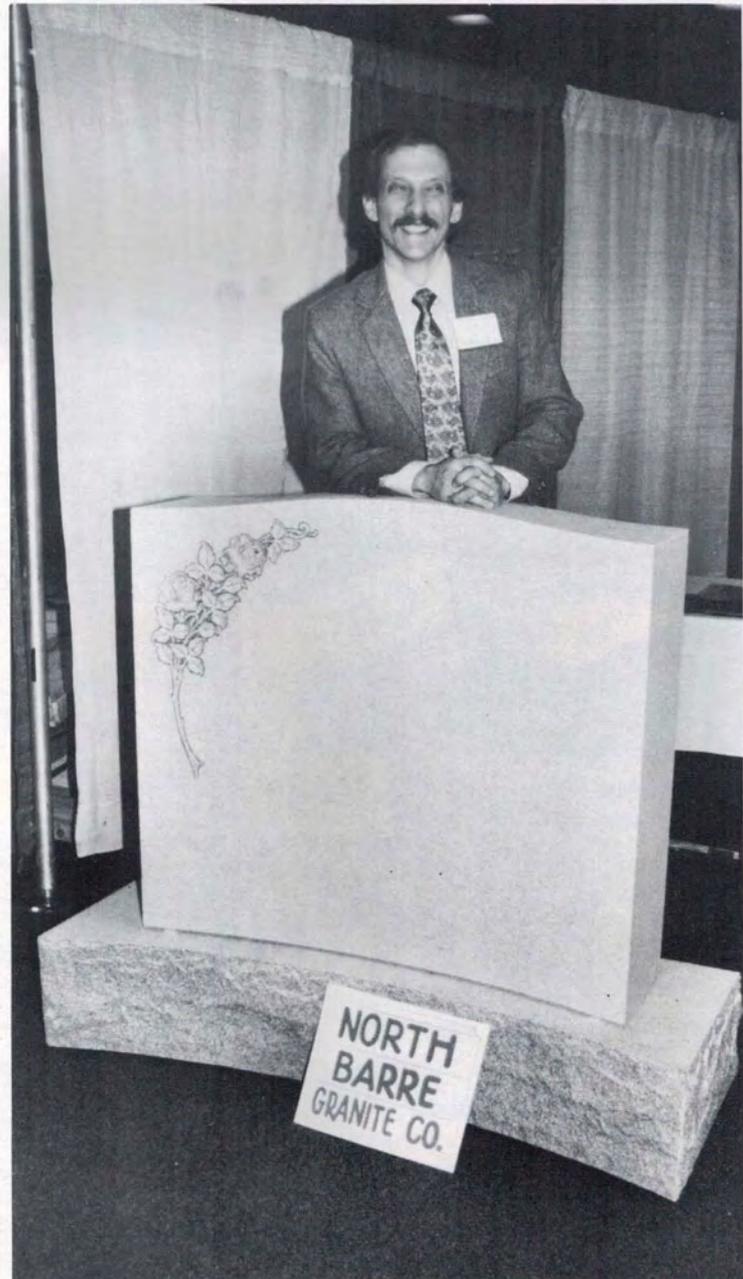
*Beck & Beck Regional Sales
Manager Owen Roessler*





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A. Bellavance & Sons Plant Manager Donald Bellavance

*Beck & Beck Regional Sales
Manager Owen Roessler*





Gran-Quartz Trading
Salesman Randy Reynolds

Family Memorials Office Manager Mary Ann Couture and President Bob Couture (left and center) with Stanley Gallup of Holyoke Memorials in Holyoke, Massachusetts:

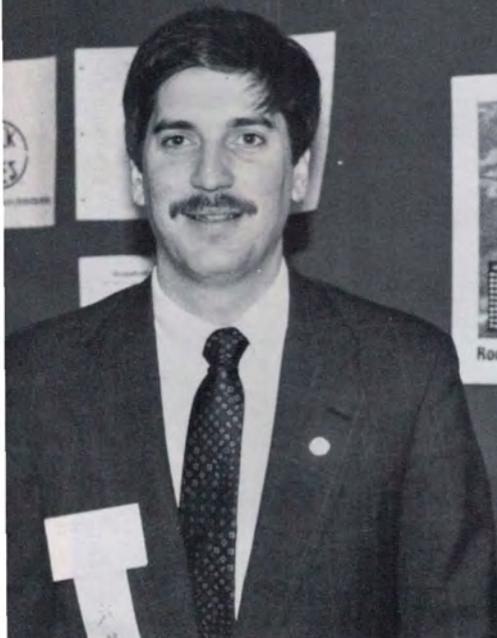


Lawson Granite Company
Sales Representative Ron Plante
(left) with Mike Taylor of
Taylor Memorials in
Pittsfield, Massachusetts

Rouleau Granite Company
Sales and Advertising Manager
Dick Gale



Rock of Ages



Rock of Ages Corporation
Sales Manager Bob Campo

News *about* BGA *members*

IN BARRE: A MAJOR EXHIBIT OF CONTEMPORARY STONE SCULPTURE

The tails of two granite whales flipped playfully in the center of the large exhibition space. Carved images of religious figures added an uplifting grace to the vast room. Sculpted black granite forms came alive with the glow of colored neon.

These and many other stone creations were part of "Currents in Stone," a major sculptural exhibition in Barre this winter.

"There isn't a pool of sculptors like you have in Barre anywhere else in the country," said exhibit director Jerry Williams. "There's a boiling pot of creative energy within the industrial work place."

"Currents in Stone" included pieces from more than 20 artists, two of whom are associate members of the Barre Granite Association, Frank Gaylord and Eric Oberg.

The Barre Sculpture Studios and the new Barre Sculptors & Artisans Guild co-hosted the show in the actual workspace of the Sculpture Studios, located in the heart of Barre's manufacturing district.

The one-month event attracted Vermont Gov. Madeleine Kunin and visitors from around the Northeast, including the young students shown here who are exploring new-found stone treasures.



SCULPTOR FRANK GAYLORD CREATES A MONUMENT TO NEW JERSEY FIREFIGHTERS

For the Fort Lee Fire Department of Fort Lee, New Jersey, BGA associate member Frank Gaylord created this 6½-foot-tall, heroic size Barre gray granite tribute to brave firefighters.

The statue was carved for the American Monument Company of Englewood, New Jersey.



LOOKING BACK: BOB HUTCHINS' NOTEWORTHY CAREER IN SANDBLASTING



Bob "Hutch" Hutchins, regarded as one of the deans of Barre custom sandblasting, has retired. He is pictured here in Barre's Hope Cemetery next to the "cube" monument, one of the best-known pieces that he sandblasted during his career.

Bob first began sandblasting in 1945 and became known as a leading memorial sandblaster as well as an important force in the advance-

ment of the Barre granite industry.

In 1957, he formed Rose-Crest Sandblast Company with Alfeo Brussetti, who is currently with Rose Art Sand Blast Company.

In 1964, Bob spearheaded the formation of the Central Vermont Sandblast Association, and under his leadership, the association worked closely with the BGA to find solutions to sandblasting health and safety problems.

During his career, Bob did sandblasting for nearly every Barre manufacturer. He sandblasted countless monuments, from markers for pets to monuments for the famous, like Chicago Mayor Richard Daley.

MONTPELIER GRANITE WORKS SAYS FAREWELL TO ROCK PITCH STONE CUTTER ALBERT JEROME

Albert Jerome couldn't have come to Montpelier Granite Works with a stronger recommendation.

Company President Joe Mureta recalls the advice he got from his father many years ago: "He told me, 'Joe, if you ever get a chance to hire Albert Jerome, do it!'"

Twenty-eight years ago, Joe *did* get that chance, and he did follow his father's advice. Al Jerome, already a 14-year veteran of the granite industry, became a rock pitch stone cutter



for Montpelier Granite Works.

This winter, Al (pictured on the left) retired. With a smile, he handed over his hammer to his boss and friend, Joe.

"Al was an excellent cutter," Joe

said. "And he was always willing to go above and beyond. If we needed to get a job out in a hurry, Al was always willing to work that much harder to do it. I was always grateful for my father's advice!"

One of Barre's highly respected sales representatives has joined the ranks of the retired.

Charles "Chuck" Orobio, a Beck & Beck Regional Sales Manager, concluded his employment with the BGA member-firm this winter. For 18 years, Chuck had served a large number of Guardian dealers in New Jersey and eastern Pennsylvania.

"Chuck was much more than a salesman," one of his dealers commented when learning of Chuck's retirement. "He was a full-service professional, always willing to go the

A RETIREMENT SALUTE TO BECK & BECK SALES REPRESENTATIVE CHARLES 'CHUCK' OROBIO

extra mile to serve his dealers in the best possible manner. He was always welcome."

As with his work, when Chuck decided to retire he wanted to do a thorough job. He'll be leaving his New Jersey home and taking up residence in Clearwater, Florida.



"The best wishes of Chuck's many friends in the industry will go with him," said Beck & Beck General Sales Manager Dick McBride.



GREARSON & LANE PRODUCE ELEGANT COLUMNS FOR BOSTON OFFICE COMPLEX

Dramatic 28-foot Barre gray granite columns manufactured by the Gearson & Lane Company add elegance to a new office condominium complex in Boston.

Gearson & Lane, the largest circular monumental works in the United States, turned the 4-foot-2-inch columns for the Barre gray granite facade that was produced by another BGA member-firm, the Rock of Ages Corporation. On their pedestals, the columns tower about 35 feet above the sidewalk.

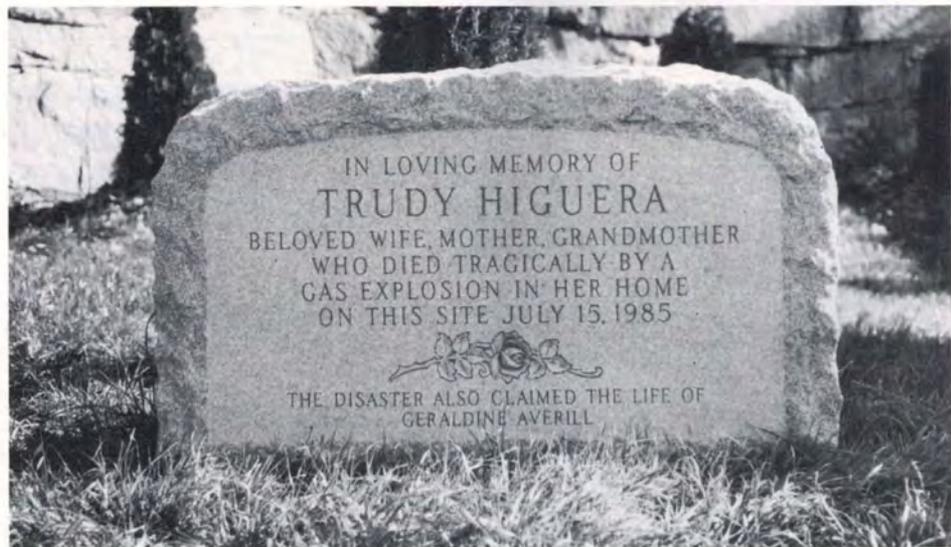
The office building is in the Marina Point area of Boston.

ANDERSON-FRIBERG MANUFACTURES A LASTING TRIBUTE TO EXPLOSION VICTIMS

After a gas explosion destroyed his Barre home and claimed the lives of his wife and a tenant, Roman Higuera decided to erect a tribute to the women at the site.

Mr. Higuera turned to BGA member Anderson-Friberg Company to produce a Barre gray granite monument to the two women.

The shell rock-bordered monument and a bench now sit in a pretty community park where the Higuera home had been, silently preserving memories of two victims of a tragedy.



ROCK OF AGES CORPORATION INSTALLS A GIANT OF A DERRICK



Putting up the 20-story steel derrick was a major job that was equal in magnitude to the derrick itself.

The derrick arrived at Rock of Ages in pieces, ranging in length from 20 to 40 feet. Workers began pre-assembling those pieces while a new engine house was constructed at the Smith Quarry and equipped with a powerful hoist containing a specially manufactured, 12,500-foot-long, one-inch diameter wire fall rope. Later, the partially completed mast and the remaining mast and boom pieces were trucked to a new foundation on the promontory overlooking the Smith Quarry for final assembly.

On a Saturday morning in January, 25 men, a mobile crane, an existing nearby derrick, three huge 992 Caterpillar loaders and various other equipment began to raise the derrick. Over 14,000 feet of 1¾-inch guy wire ropes weighing 5 pounds per foot—a total of 35 tons—were required to permanently hold the derrick in position. Slowly, the derrick was lifted and the cluster of guy ropes tightened until the tallest derrick in granite quarrying history stood erect.

The world's largest dimension granite quarrying derrick is now hoisting massive blocks of Barre gray granite at the Rock of Ages Corporation's Smith Quarry.

The towering 186-foot-tall derrick with a 160-foot boom is a 250-ton class unit capable of lifting granite

blocks weighing 240 tons. In addition to enabling Rock of Ages to safely quarry very large blocks for mausoleums and specialized industrial products, the derrick will enable the company to reduce the amount of work performed in the quarry by quarrying larger blocks.

BUDIAM AMERICA DIAMOND TOOLS OPENS ITS FIRST U.S. SERVICE CENTER FOR THE BARRE GRANITE INDUSTRY

The German diamond circular saw blade manufacturer, Budiam, has opened its first American sales and service station to serve the granite industry of Barre.

Budiam America Diamond Tools, Inc., a new associate member of the BGA, is a highly specialized company that makes and installs diamond-encrusted saw blade segments for the fabrication of granite—and only granite. Budiam also makes grinding and polishing diamond sections as well as tools for coring and boring holes.

"We are very pleased to have Budiam America Diamond Tools as a member of our fine family of firms to do business with," said BGA Executive Vice President Norman James. "And we are especially pleased that this fine firm decided to locate in Barre."

To operate the new Barre station, Budiam sent to America a husband and wife team, Wolfgang and Gudrun Noetzold, pictured center and right in the center photo. On the left is Budiam Vice President Norbert Buttner.



In the left photo, Wolfgang, who is sales and service manager, carefully measures the tension of a saw blade before adjusting it for accurate sawing. Gudrun, who is office secretary (pictured at top), talks by telephone with Budiam headquarters in Eschenburg, West Germany.

The company felt that on-site personnel in Barre were essential to provide the level of service necessary for their specialized products.

Budiam technicians continually

strive to develop and manufacture diamond products for faster, straighter cutting, Norbert Buttner stressed during a visit this winter to the new Barre facility.

"We are stone people. Our family owns a monument manufacturing plant in Germany, and we test our diamond products on 30 different types of granite. We believe our diamond segments are better because of our knowledge about granite and our modern manufacturing methods."

MONUMENT DESIGNS

From Members of the Barre Granite Association



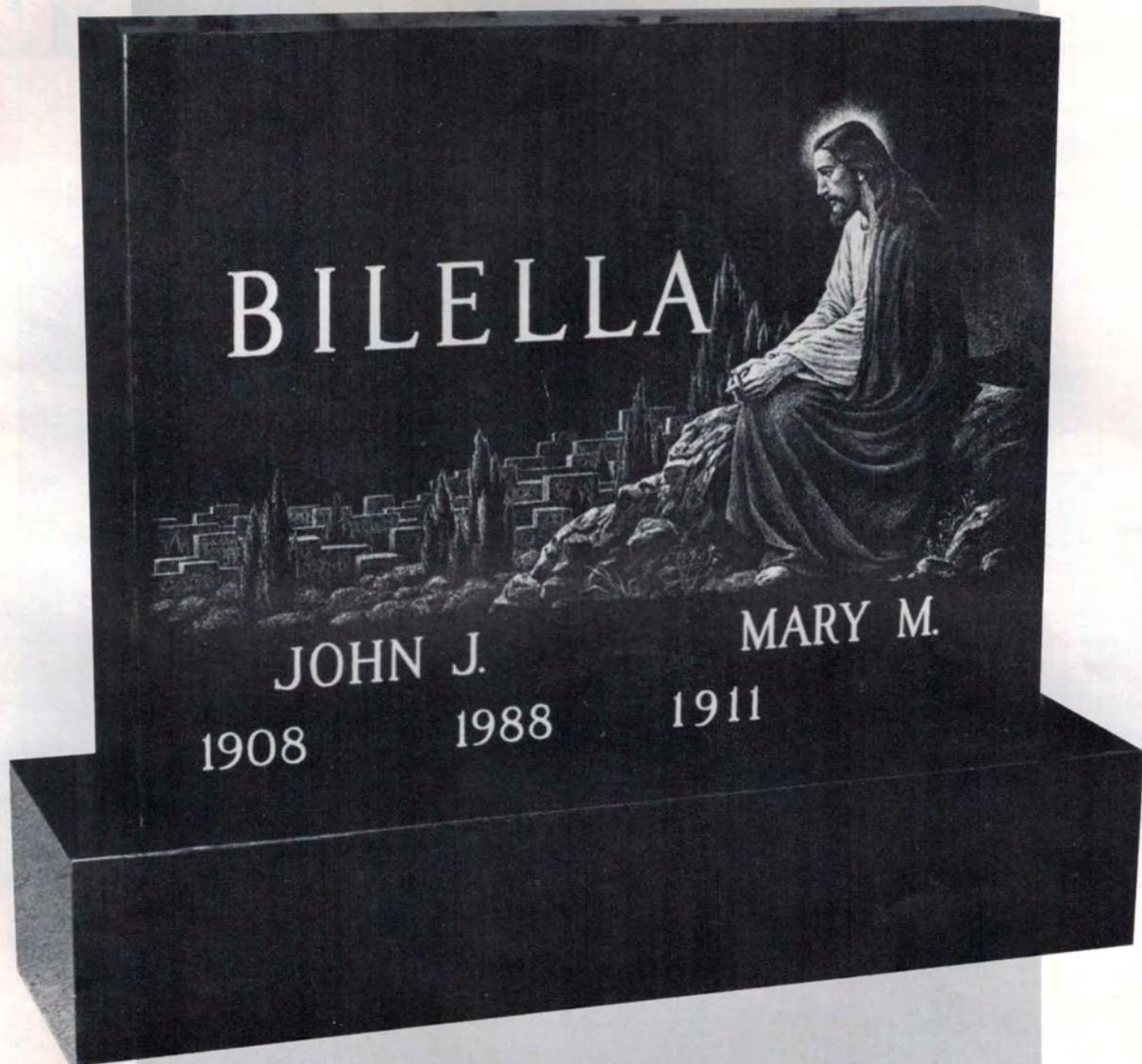
Standing tribute to a lover of the out-of-doors is this uniquely personalized monument, manufactured by **S.L. GARAND & COMPANY**. The etched, 7-foot-tall, Frosty black granite monument was produced for Lee Memorials of South Glens Falls, New York.

BGA MONUMENT DESIGNS



The new centerpiece for Holy Cross Cemetery in Lebanon, Pennsylvania, was created by **DESILETS GRANITE COMPANY** for Ficco Memorials, Inc., also of Lebanon. A hand-carving of St. Joseph highlights the 6-foot-tall steeled Barre gray granite feature.

BGA MONUMENT DESIGNS



The **HOULE-GIUDICI COMPANY** produced this all-polished India black granite monument for the Russell Ziegler Monument Company of Harleysville, Pennsylvania. The etching is complemented by gold lithochrome lettering.

BGA MONUMENT DESIGNS



This fabulous sarcophagus, "The Cocoon of Love," rests in Linden Hill Cemetery in Queens, New York. **ROULEAU GRANITE COMPANY** manufactured the 12-foot-long, Egyptian-inspired sarcophagus from two giant blocks of Stony Creek granite, decorated with carved, inter-woven tree branches. The Cocoon is based on the research and designs of owner Ed Roberts and architect Frank Weise.

FOR THOSE WHO SERVED

MONUMENTS TO VETERANS FROM MEMBERS OF THE BARRE GRANITE ASSOCIATION

For a new park in the tiny Vermont town of Groton, **C.R. Davidson Company, Inc.** produced and donated this handsome steeled Barre gray granite sign. Townspeople turned out in large numbers for the dedication of the park, a few miles from the Davidson plant.



Family Memorials, Inc. produced this intricately cut Impala black granite monument for Tri-County Memorials of Glassboro, New Jersey. The all-polished, pentagon-shaped unit is 5½ feet tall, topped with sandblasted service emblems and a polished, epoxied star. Side panels include a sandblasted flag and the names of servicemen lost in battle.

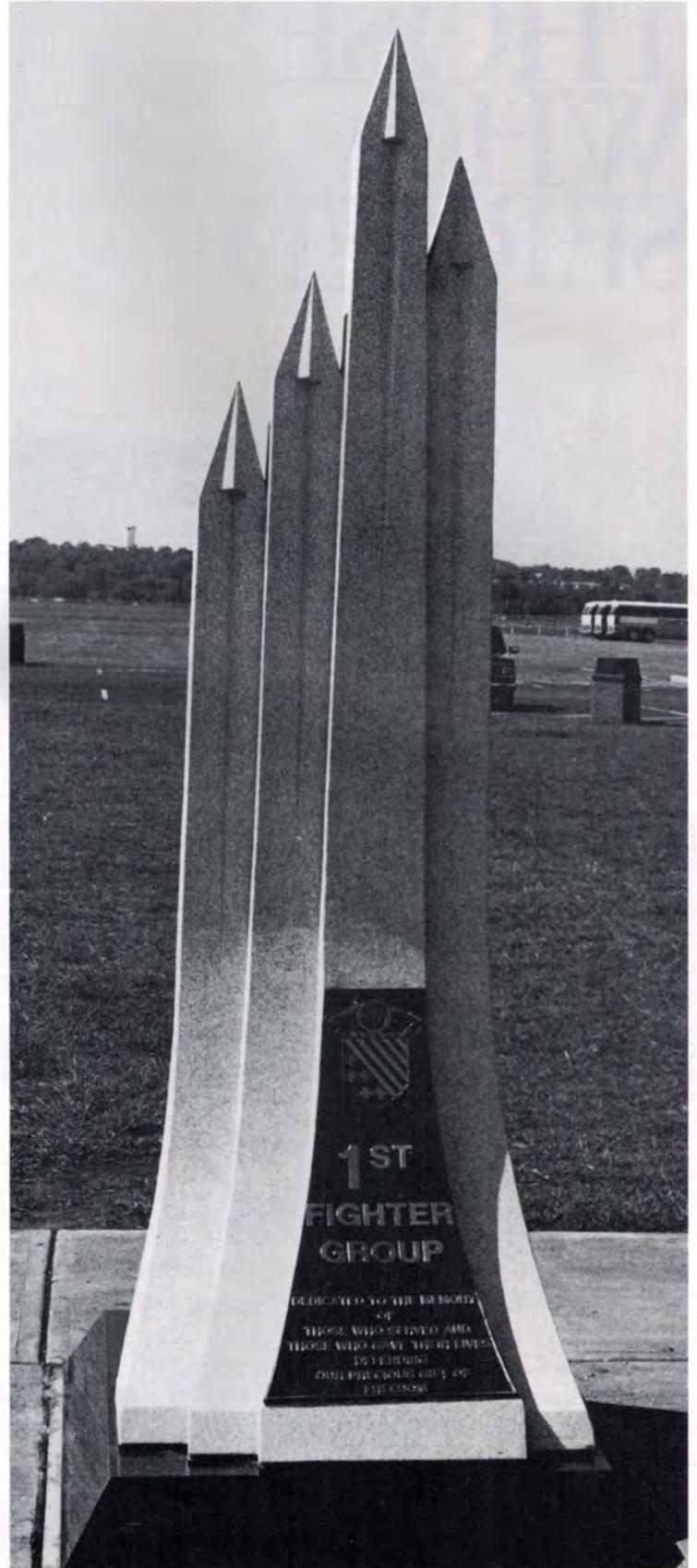


Granite Industries of Vermont Produces a Sleek, Powerful Memorial For the 1st Fighter Group

As visitors walk down the long approach to the 9-foot granite monument at Wright-Patterson Air Force Base, they begin to visualize the drama of fighter aircraft in formation.

The monument is to the 1st Fighter Group, the oldest fighter organization in the United States Air Force. It was recently installed at the Wright-Patterson museum in Dayton, Ohio.

BGA member-firm Granite Industries of Vermont manufactured the memorial for Americraft Memorials of Columbus, Ohio. The upper piece is axed Barre gray granite and represents a vertical zoom of a fighter squadron. The base is Jet black granite. Mounted bronze plaques highlight 1st Fighter Group history and explain its mission...“defending our precious gift of freedom.”



The soaring lines of this Granite Industries of Vermont monument captures the drama and power of the 1st Fighter Group in formation.

From the Rock of Ages Corporation, A Spectacular Tribute to Illinois Vietnam Veterans



The laborious etching process is explained by Rock of Ages spokesman Dennis Merchant (left) to Chicago television newsman Bill Kurtis (center), who visited Barre during production of the memorial.

It was created to help the people of Illinois to grieve and to heal, and it became a reality several months ago.

It is, quite simply, a spectacular memorial dedicated to the servicemen of Illinois who fought, died and were captured in the Vietnam War.

The massive 250,000-ton monument manufactured by Rock of Ages Corporation is an 80-foot circular structure comprised of five Premier black granite walls with interior courtyards that represent the five branches of the armed forces. At the center are 15-foot-high Barre gray granite walls, with an external flame burning above the juncture where the walls meet.

The names of the nearly 3,000 Illinois servicemen who died in the war or are still missing are engraved on the monument, with the message, "To those who died, honor and eternal rest; to those still in bondage, remembrance and hope; to those who returned, gratitude and peace."

Support for the monument came from people throughout Illinois. The City of Springfield, Illinois, and the Oak Ridge Cemetery Board donated cemetery land for the site.

As Rock of Ages began production of the monument, a news reporter for the Chicago CBS affiliate, Bill Kurtis, came to Barre to see the memorial take shape. In his broadcast to the people of Illinois, Kurtis called the completion of the memorial "the difficult, final steps to remember those from Illinois who died in Vietnam."



A magnificent testament to dedication and bravery, the Illinois Vietnam Veterans Memorial is the largest veterans monument ever produced by Rock of Ages Corporation.

Social Mobility and the Shrinking Family Unit

By Donald G. Ward

(Editor's Note: This is the second in a series of four Barre Life articles on important current trends in cemetery design. The first article appeared in the winter issue. The stories are based on a special paper presented by Donald G. Ward, president of Grever & Ward, Inc. of Orchard Park, New York, at the National Catholic Cemetery Conference convention in Chicago last September. Mr. Ward is nationally recognized as a leading cemetery landscape architect.)



Without a doubt, the most significant trend of our time, as it affects cemeteries, is the freedom with which people today move about in the world and the ease with which we change our residence and ties with long-term associations.

Our "roots" no longer anchor us to a single community or region. We almost instantly pull up the tent pegs and move to wherever life seems best and the amenities or economic opportunities seem most promising. Consequently, loyalties to family, friends and community seem secondary. Even retirees are enticed to seek the "new life" in the latest of comfortable environments—looking for excitement, peace of mind or whatever promoters can dream up.

This trend toward instant social mobility has dispersed the American family and has had irreversible impact on cemeteries. The influential, stable family unit that once characterized most American communities has now shrunk to just two lonesome people. Instead of the large traditional family burial lot of 50 years ago, the transition has now been made to two interment spaces—only enough for Ma and Pa.

"What's the problem?" you may ask. There is no problem until you analyze what is being asked for with those two interment spaces, and then the little side trends become apparent.

One of those side trends is the demand for monumented, two-grave lots. Now, instead of seeing 200

monuments per acre, more than 350 monuments per acre may be visible. Why so many monuments? Even the shrunken family unit wants identity, and people choose a monument as an emphatic means of identifying their burial site. As an elderly lady said to me one day, "I want someone to know I was here." Monuments are a clear statement of identification for future family generations.

Along with this side-trend has come the additional twist of monument personalization through the use of color or surface engraving. This is simply one more effort to make a "life statement" of what the deceased did for a vocation, or of what they stood for. In essence, it's a return to the epitaph of several generations ago and a continuing search for identity.

For those who elect ground interment, it is estimated that at least two-thirds of the lot owners choose a monumented two-grave lot; the other one-third choose a lawn-level memorial. The primary impact of this trend on cemeteries is the tremendous increase of obstacles on the land surface and the problems that are created for grave servicing and maintenance, especially if the obsolete row-after-row layouts of the previous centuries are used to accommodate the trend. The problems of reaching every burial site, in all kinds of weather, through tight-set rows of monuments, are often mind-boggling. It's certainly easy to understand why cemeteries have tried to counter the two-grave monument with lawn-level memorial sections, even to the point of saying to the public, "Take it or leave it."

There are other impacts from the two-grave trend—some bad, but some good. There is more paperwork, more recording, more counseling and personal contact, and all at greater cost in time, money and staff; and worse yet, often a downgrading in service to people because of the greater expense.

At the same time, the two-grave lot has resulted in better and more complete land use. Less space is being wasted in today's cemetery, and now nearly every grave is used for interment. Monumented lots in particular are in great demand; they sell themselves and act as a "silent sales force" in the midst of all other necessary sales



programs. In financial terms, more complete land use and “demand” products result in greater retained income for the cemetery, as well as an extended, active longevity that postpones the day when the land runs out. The two-grave lot has made managers squarely face most of the problems of the future cemetery, including the economics that determine failure or prosperity.

The small lot, particularly with monuments, is here to stay, and the challenge is to find the best ways to deal with it. We think many of the answers already exist.

To start the process of co-existing with 350 monuments per acre, it’s necessary to accept the fact that visible memorialization is what most people want and what they are willing to pay for. If monuments are not available, then people are willing to look elsewhere for them.

Also accept the fact that it *is* possible to have 350 monuments per acre, to have adequate operational

space and to actually benefit from the situation. Properly laid out, monument lots can be combined with lawn-level memorial lots in a variety of patterns that result in openness and that can add great value to lot owners of both persuasions. Monument sections have always been easier for everyone to understand and relate to, and when combined with lawn memorial lots, those buyers also share the identity value of nearby monuments.

Freedom-of-choice sections, as we call them, require less guidance and assistance for the visitor, and for the cemetery operation there is less potential for error. Even though these factors may not be measurable in dollar terms, they are typical of the things that must be considered in preparing a new burial section.

(Publication of Don Ward’s paper continues in the Summer issue of *Barre Life*.)

Announcing a New Video from the BGA

"The Story of the Barre Granite Industry"

The fascinating story of the world-respected Barre granite industry is now available as a high-quality videotape. This new video is perfect for use by memorialists in their offices, for presentations to school groups, and at meetings of civic and service clubs.

Beginning with the creation of the world's finest deposit of gray granite, the Barre Granite Association's newest video dramatically recalls the early years of Barre quarrying and manufacturing.

A rapid succession of outstanding historic photographs shows a small New England town changing overnight into a booming manufacturing center with the coming of the railroad, the arrival of immigrant stonecutters and artisans, and the rapid advancement of technology.



"The Story of the Barre Granite Industry" was created in multi-image slide format to commemorate this year's Centennial of the Barre Granite Association. The BGA also is making the program available in 1/2-inch VHS video format, running about 12 minutes, complete with narration and a music soundtrack.

To place your order for a copy of "The Story of the Barre Granite Industry," please complete the form below.

Yes! Please send me "The Story of the Barre Granite Industry"

I am enclosing \$25.00 for each tape ordered.

TOTAL ENCLOSED: _____

Please make your check payable to The Barre Granite Association.

Send your order to:

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Name: _____

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The Barre Granite Association is really a large family. Its members include 27 internationally renowned granite manufacturing companies as well as 39 other granite firms and businesses that believe in our industry and actively support it.

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