Thanks for the warm welcome!

When I assumed my position with the Barre Granite Association on October 26, I faced the challenging task of learning about an industry not very familiar to me and getting to know the people who work in it in a state I hadn’t lived in for more than 30 years.

Having toiled previously in the vineyards of small business in New England and Washington, D.C., I must admit a certain sense of anxiety about adjusting to a somewhat decided change after nearly three decades. The lure of returning to my native state, coupled with the opportunities to be among people whose standards and sense of pride in the industry equal, if not exceed, the reputation of the products they make was too compelling to refuse.

In five months, I have visited all the voting (manufacturing) members, attended five monument dealer conventions and meetings, participated in five meetings of the BGA Board of Trustees, presided over 19 staff meetings, visited the Capitol in Montpelier often to meet with legislators and testify on legislation to spur economic development in Vermont, and tried to rally the media behind the granite industry and its contribution to the economy of Central Vermont.

And how has it gone so far, you ask? To quote one of my kids, “It’s been a blast!”

I have enjoyed the people I have met, the good wishes and encouragement bestowed upon me, and the sincere warmth and support one receives from running an association that has gained so much respect and goodwill over the past century.

Of my hundreds of new friendships, though, I like none better than the fellow who told me at the MBNA Convention in Louisville, “I always feel better when I sell Barre granite products.”

Lewis A. Shattuck
Executive Vice President
BGA Granite Signs Brochure: An Opportunity To Expand Your Product Line!

Beautiful granite signs crafted by Barre Granite Association manufacturers offer you, the progressive seller of granite memorials, an opportunity to enter an up-and-coming market.

You and your customers already know that the best monuments come from Barre, Vermont.

Now BGA manufacturers are applying their artistic talents to other granite markets like the sign market.

It comes as no surprise that businesses, large and small, are opting for granite signs: Granite conveys an image of durability and permanence no other material can. And granite's natural beauty makes it a medium appropriate for any environment.

As you'll see in this brochure, BGA manufacturers can and have fabricated signs in every size, shape and color for large corporations and small businesses, churches, civic groups, fraternal organizations, schools—the list goes on and on.

To order your supply of “Signs of the Times: Volume 1,” check the box on the order form on page 32. Imprinting is available.
Greening Of Gray:
Barre Granite Manufacturers
REDUCE, REUSE, RECYCLE

Today, the environment—its protection and preservation—takes center stage. Last year, 30,000 representatives from 170 nations met in Rio de Janeiro for Earth Summit '92 to discuss ways to reduce global warming, end pollution, in short, preserve the planet.

In Barre, the growing trend among granite manufacturers is to keep the earth (and their beautiful state) clean and green—while, at the same time, reduce their operating costs.

Vermont has long been a champion of preserving the environment, and the granite industry has, over the years, kept pace with the myriad of state environmental and occupational safety regulations—from installing dust-collection systems in the 1930s to creating granite-waste settling ponds in the late 1970s.

The environment aside, consider these statistics: Collectively, BGA member-firms spend upward of $1.75 million annually on their electric bill, $1 million annually on their fuel bill and $500,000 annually on their water bill.

While mother nature may have blessed Vermont with the perfect granite, she tempered her bounty with a six-month-long winter, which adds considerable expense to the manufacturing process.

But Yankee ingenuity prevails in Vermont, in the form of cost-cutting and energy-saving measures.

Last year, BGA Associate Member Green Mountain Power Corporation, the supplier of power to the majority of BGA member-firms, instituted a demand-side power management program as an alternative to the construction of new power-generating facilities. Under the program, eligible commercial and industrial customers—such as granite manufacturing plants—receive both technical expertise, and, as a sweetener, financial incentives for reducing energy consumption.

The Pilot Program
Saving Energy And Money

North Barre Granite Company was the first Barre-area granite manufacturing firm to sign up for the program.

Company President Charles Chatot explains how the program worked for his firm: “Representatives from GMP conducted a walk-through survey of our plant. They checked things like motor sizes, pumps, suction motors, lighting, heating system, our hot water tanks. Then they came back with the results of their survey in two categories. The first were the accelerated measures, changes that could be implemented with little or no technical assistance—like changing lights. The second, the standard measures, involved things like changing motors.”

Chatot liked what he saw, and instituted the changes. For starters, 142 office and plant lights were replaced with brighter, lower-wattage bulbs. At Green Mountain Power Corporation’s suggestion, he replaced old office windows with triple-glazed windows and switched from electric heat to a forced hot-water heating system, eliminating two hot-water tanks in the process.

Chatot estimates a 10 percent savings on his electric bill thus far. Plus, there were additional financial incentives: Green Mountain Power Corporation reimbursed Chatot by reducing pay back to two years.

Water, Water Everywhere
And Not A Drop To Waste

North Barre Granite Company was also among the first granite manufacturers to recycle water used in its manufacturing processes. Chatot says his system was installed in the early ’70s. At the beginning of the cycle, used city water is discharged into an outdoor settling pond where solids (mostly granite dust with trace deposits of silicon carbide from wire saws and polishing bricks) sink. Cleaner water near the surface is pumped back indoors and passes through two pH-balanced mixing tanks to trap additional solids. This cleaner water is stored in a 10,000-gallon tank, ready for reuse. Fresh city water feeds into the system as needed to replace water lost through evaporation.

When Barre City increased its water rates last year by 70 percent, Granite Industries of Vermont counteracted and built a water-recycling system for its polishers and saws. The system, similar in operation to North Barre Granite
Company's, was built from scratch by GIV Maintenance Men Donald Beaudin and Ziggy Ducharme. Recycled water is stored in a salvaged 10,000-gallon storage tank.

Colombo Granite Company began recycling its water last year with a simple system that relies on gravity to send used water outside to the settling pond and an electric pump to bring cleaner water, siphoned from the surface, back to the plant for a variety of uses including the cooling of Colombo Granite Company's air compressor. President Bob Colombo says that he has cut his water bill by two-thirds since he began recycling.

Over at Anderson-Friberg Company, water recycling has been combined with granite-waste dewatering. According to President Mel Friberg, 11 years ago—again with an increase in city water rates as incentive—his company installed a system to recycle the water from all the firm's diamond saws. This custom-built system incorporates a sort of barn-cleaning device that dredges settled granite dust from the bottoms of two 5,000-gallon tanks, hauls it up a ramp, and deposits it into a holding tank. When filled, this holding tank is emptied by forklift into an outside pit for further drying before trucking to an ordinary landfill. The water from the two 5,000-gallon tanks is used again in the sawing process. BGA Associate Member Associated Memorial Products, Inc., a sawing and polishing plant owned and operated by Anderson-Friberg Company, also recycles its water.

Hope Springs Eternal
For Two BGA Firms

Meanwhile, Buttura & Sons, Inc., and Montpelier

Granite Works took water recycling a step deeper—literally. “Our plant is more like an ark,” says John Buttura of Buttura & Sons, Inc. The Buttura plant was built on a bed of grout (discarded granite blocks) on what had been a swamp. “When the City of Barre doubled water rates in the mid '70s, Buttura & Sons tapped into one of several artesian springs beneath our plant, then buried two tanks with a combined capacity of 30,000 gallons. Surface water is pumped back in from settling ponds and reused in the plant.”

In Montpelier, Joe Mureta, president of Montpelier Granite Works, proved you can fight city hall. Last year, when his water rates increased from $300 a year to $1,000 per month, Joe took matters into his own hands and dug his own well, tapping into an artesian spring that generates some 150 gallons of water per minute, which are stored inside the plant in four 100-gallon pressurized tanks.

An additional benefit of water recycling, for both the environment and manufacturers, is that less waste water finds its way into city sewer systems.
(From left) Maintenance Men Ziggy Ducharme and Donald Beaudin, Granite Industries of Vermont, and the water recycling unit they created.

Used water prior to recycling.

Joe Mureta, president of Montpelier Granite Works, with his solution.
Higher Efficiency Means Lower Power Consumption

Electricity generation is one of the largest contributors to pollution, including acid rain, smog and global warming. The obvious alternative to building new plants: Reduce consumption.

**Montpelier Granite Works** is a prime example of a BGA granite manufacturer who is taking other steps to reduce power consumption. **Montpelier Granite Works**, along with BGA Associate Member Capital City Sandblast, who leases space from **Montpelier Granite Works**, purchased a new state-of-the-art, power-on-demand compressor, which will ultimately replace a 100-year-old air compressor both firms now use. The new compressor uses a fraction of the power needed to drive the old belt-driven model. As an added incentive, the compressor qualified under the Green Mountain Power Corporation equipment replacement program that provides eligible customers with financial incentives to purchase high-efficiency equipment when replacing existing equipment.
Colombo Granite Company Chief of Maintenance Kendall Roberts mans the energy-efficient polisher he built.

Bob Colombo says that he has cut his water bill by two-thirds since he began recycling.

Don’t Be Fuelish
Keeping Business Under Wraps

Several years ago, to combat rising fuel prices, Colombo Granite Company replaced the roof and added insulation to its manufacturing plant. According to Jackie Colombo, the project that has reached the end of its useful life. Cash incentives are payable upon completion of each cost-effective measure installed and reduce the customer's payback by paying the incremental cost between standard-efficiency and high-efficiency equipment.

Colombo Granite Company also lowered its energy consumption and received a cash incentive through the retrofitting of a motor on a recently installed single-head polisher that was custom built by Chief of Maintenance Kendall Roberts.

"Through increased energy efficiency, reduced energy costs, and the ability to defer future power purchases, both the customer and the environment benefit," says Green Mountain Power Corporation Manager of Commercial and Industrial Programs Paul Barnett. "Decreased energy costs fall directly to the bottom line."

Colombo Granite Company
paid for itself in just two years in savings on fuel.

During the past four years, Granite Industries of Vermont has sealed off old windows and added insulation to its manufacturing plant, including three-quarters of its roof, and most recently to its office. According to President Jeff Martel, the combination of insulation and the installation of 88 percent-efficient heating units in the plant has cut the firm’s fuel bill in half.

Buttur & Sons, Inc., insulated its manufacturing plant a few years back in order to retain heat and conserve fuel. John Buttur says the effect of the insulation on their heating bill is significant.

A Simple Solution: Reduce, Reuse, Recycle

Waste paper and discarded packaging have plagued businesses since day one. And the granite industry is no exception. At Colombo Granite Company, the back side of obsolete memos or other correspondence serve as a clean slate for in-house scratch paper. All cardboard boxes are broken down and used in the shipping of monuments at North Barre Granite Company. Scrap lumber from crating ends up in someone’s wood-burning stove during Vermont’s winter. Yankee ingenuity prevails in Vermont—and the environment benefits.

(This issue of Barre Life was printed on recycled paper manufactured with 50 percent waste paper, including 10 percent post-consumer fiber. All inks, including the color cover, are soybean based.)
Milton V. Lyndes, 69, died March 17, 1993, in Vermont Respite House in Williston, Vt., where he had been a resident for the past year.

He was born in Marshfield, Vt., Sept. 6, 1923, the son of Stanley and Evelyn (Maltin) Lyndes. Milton was a graduate of Technical High School and American International College, both in Springfield, Mass. He received a master of science in public relations from the Boston University School of Communications in 1949 and was an instructor there from 1949 to 1950. He served in the U.S. Navy from 1943 to 1946 as a fighter pilot and instructor.

In 1950, he was married to Priscilla Young of Southold, Long Island. That same year he entered the FBI where he served as a special agent in Washington, D.C., North Carolina, Michigan, and New York, until 1955. During the next four years he was supervisor of planning and research in the Public Relations Division of American Standard Corp. in its executive headquarters in New York City. In 1959, he and his family moved to Barre where he was executive vice president of the Barre Granite Association until his retirement in 1986.

He leaves two sons, Thomas Lyndes of Wilsonville, Ore., and Bruce Lyndes of White River Junction; two daughters Pamela Verriotto of Essex, and Alison Calderara of Jericho; four grandchildren, Evan and Jordan Calderara, and Morgan and Andrew Verriotto; a sister, Jean Andrews of Cumberland, Maine, wife of Edward C. Andrews, former president of the University of Vermont and of the Maine Medical Center; and numerous cousins, nieces, and nephews in the Vermont-New Hampshire area.

Memorial contributions may be made to Vermont Respite House, 60 Talcott Road, Williston, VT 05495-0954.

Milton V. Lyndes
1923-1993

Michael Bouchard, president of C.R. Davidson Company of South Ryegate, Vt., has been elected president of the manufacturers and wholesalers division of the Monument Builders of North America. Bouchard, who also serves on BGA board of trustees, is a former college administrator and former owner/operator of three Vermont general stores. He purchased the 64-year-old C.R. Davidson Company in 1989 and handles sales and customer relations, the purchasing of rough stock and oversees production.

Martha Langone has been promoted to manager of finance and administration for the Barre Granite Association. She joined the BGA in 1987 as administrative assistant; in 1990 she was promoted to executive assistant. She has extensive experience as both a secretary and in accounting and earned a bachelor's degree in education from Johnson State College. Before coming to the BGA she was in charge of day-to-day operations at the Vermont Labor Relations Board.

Mike Bouchard, president Manufacturers and Wholesalers Division of MBNA

Martha Langone, manager of Finance and Administration
Buttura & Sons, Inc.
Harold’s New Salesman

(From left) Harold Duff, sales representative, and Gordon Lambert, sales manager.

“Dealers want someone with experience,” says Harold Duff, new sales representative at Buttura & Sons, Inc. And experience is what they’ll be getting.

Harold started work at Buttura & Sons, Inc., this February. His career in the granite industry, however, took off in 1964 when he returned to his native Vermont after a short stint as a machinist at Pratt & Whitney, the aircraft company, in Connecticut.

His first experience back in Vermont was operating a polisher and other granite manufacturing machinery. This hands-on experience proved valuable when he went to work for Valz Granite Company and became its general manager. Harold then took this experience to the Rock of Ages Corporation where he had worked for the past 12 years—first as a customer service representative, then as its chief estimator, working with retailers across the United States.

“The theme at Buttura has always been teamwork,” says John Buttura. “Our customers will benefit from the experience that we have to offer them. Harold will work closely with Sales Manager Gordon Lambert who is no stranger to experience either.”

With so many friends in the granite industry, Harold will stay in contact with them by phone. But much of his time will be spent on the road covering the Eastern Seaboard states. “I’ve found people want to see whom they are dealing with,” Harold says.

Gem Mist, Red Diamond, as well as Dark Barre Gray, rank highly among the granites he’ll be selling for Buttura & Sons, Inc. “People still recognize a good piece of work,” he says. “And I can’t sell something I don’t believe in.”

Rock of Ages Corporation
A Massive Memorial

Rock of Ages Corporation shipped one of the largest monolithic memorials ever produced at its Craftsman Center in Barre.

Conceptualized and designed by Donald H. MacLeod of D.H. MacLeod Memorials, Valhalla, N.Y., the Barre Gray granite memorial weighs 59,400 pounds (some 30 tons), measures more than 33 feet long by two feet thick by five feet tall and combines flowing lines, tastefully sculptured floral carving and striking raised Chinese characters.

Sandy Macys, Times-Argus
C.R. DAVIDSON COMPANY, INC.

Granite: Tilton White
Seat: 3-6 x 1-5 x 0-4
Finish: Steeled Top, Rock-Pitched Sides
Legs: 1-6 x 0-4 x 1-6
Finish: Steeled Sides, Balance Rock-Pitched
Designer: Gary Goodwin

NORTH BARRE GRANITE COMPANY, INC.

Granite: Ebony Mist
Seat: 3-4 x 1-2 x 0-4
Finish: Polished Top, Balance Steeled
Support: 3-0 x 0-8 x 1-2
Finish: Polished-2, Balance Steeled

PEERLESS GRANITE COMPANY, INC.

Granite: Mahogany
Overall Size: 3-6 x 1-8 x 1-6
Finish: Polished & Steeled

RIVARD GRANITE COMPANY, INC.

Granite: Barre Gray
Overall Size: 5-0 x 1-8 x 0-4
Finish: Polished & Steeled
ADAMS GRANITE COMPANY, INC.

Granite: Select Light Barre Gray
Date: 3-10 x 2-1 x 4-8
Base 1: 4-8 x 2-8 x 1-0
Base 2: 6-0 x 4-0 x 1-4
Retailer: Old Capitol Monument Works, Inc.
Vandalia, Ill.

ANDERSON-FRIBERG COMPANY, INC.

Granite: Select Light Barre Memorial
Featuring Deluxe Cultivated AFCO Roses
Designer: Anderson-Friberg
Company, Inc.
Sculptor: Eric Oberg
Retailer: Valente Memorials
Albany, N.Y.
BUTTURA & SONS, INC.

Granite: North American Pink
Finish: Steeled
Base 1: 2-6 x 2-6 x 4-0
Base 2: 3-0 x 3-0 x 1-0
Base 3: 4-4 x 4-4 x 1-0
Retailer: P. Contegiacomo & Son Monuments
In Photo: (From left) Charisse Stevenson with her grandfather Robert Otis of Buttura & Sons, Inc., who worked on the piece.

COLOMBO GRANITE COMPANY, INC.

Granite: Dakota Mahogany
Die: 3-0 x 0-8 x 2-0
Finish: Polished-2, Balance Rock-Pitched
Base: 3-0 x 1-2 x 0-8
Designer: Jody Moran
C.R. DAVIDSON COMPANY, INC.

Granite: Barre Gray
Die: 5-2 x 0-10 x 2-10
Finish: Steeled
Base: 6-2 x 1-4 x 0-10
Finish: Axed Margin, Drop Wash
Retailer: Karl Lutz
Monument Co., Inc.
Syracuse, N.Y.

COUTURE GRANITE COMPANY, INC.

Granite: Mahogany
Die: 4-4 x 0-10 x 3-2
Finish: Polished-3, Fluted Column Ends
Base: 5-0 x 1-6 x 0-10
Finish: Polished Drop Wash, Polished Bevel, Balance Rock-Pitched
Retailer: Cullis Memorials
Brookhaven, Pa.

ROTHSCHILD

Barre Life, Spring 1993
FAMILY MEMORIALS, INC.
Granite: Impala Black
Die: 3-0 x 0-8 x 2-0
Finish: Polished
Base: 3-10 x 1-2 x 0-8
Finish: Polished Top, Balance Rock-Pitched
Retailer: Holyoke Memorials Holyoke, Mass.

DESILETS GRANITE COMPANY
Granite: Canadian Pink
Die: 4-0 x 0-8 x 2-4
Finish: Polished-2, Steeled Heart Balance Rock-Pitched Special Rose Design
Base: 4-10 x 1-4 x 0-8
Finish: Polished Top, Back Sawed & Dusted Balance Rock-Pitched
Retailer: Featured At The Road To 2000
GRANITE IMPORTERS, INC.

Granite: 42 Different Colors  
Finish: Polished  
Dimensions: 26-Inch Tall x 10 1/2-Inch Diameter  
Turned Cylinder Of Epoxyed Granite Samples  
Retailer: Featured At The Road To 2000  

GRANITE INDUSTRIES OF VERMONT  

Title: “Abide”  
Granite: Stony Creek  
Finish: Steeled, Tapered Four Sides  
Base: 2-0 x 2-0 x 4-0  
Sculptor: Sharon BuMann  
Retailer: O’Connor Memorials  
Brewerton, N.Y.
GREARSON & LANE COMPANY

Granite: Select Light Barre
Dimensions: 16-Inches Tall x 14-Inch Diameter

HOULE-GIUDICI GRANITE COMPANY

Granite: North American Pink
Die: 3-0 x 0-8 x 2-2
Finish: Polished-2, Balance Rock-Pitched
Base: 3-10 x 1-2 x 0-8
Finish: Polished Top, Balance Rock-Pitched
Retailer: Lacky Monuments
Galesburg, Ill.
LACROSS MEMORIALS, INC.
Granite: Barre Gray; Overall Size: 25-0 x 4-2 x 16-0; Finish: Steeled & Polished; Columns: Turned By Gracarson & Lane Company; Designer: Roger Robertson, Buyer: Retailer: Keene Monument Co., Inc., Keene, N.H.

LAWSON GRANITE COMPANY, INC.
Granite: Light Barre Gray; Die: 8-0 x 2-0 x 3-4; Base 1: 9-0 x 3-0 x 0-8; Base 2: 11-0 x 5-0 x 1-2; Finish: Steeled; Retailer: Safford Monument Company Paris, Ill.
MAURICE MEMORIALS, INC.
Granite: Dark Barre Gray
Die: 3-0 x 0-8 x 2-2
Finish: Polished-2, Balance
Base: 4-0 x 1-2 x 0-8
Finish: Polished Top, Balance
Retailer: Featured At The Road
To 2000

MONTPELIER GRANITE WORKS, INC.
Granite: Canadian Pink
Die: 4-0 x 0-8 x 2-6
Finish: Polished-2, Balance Scalloped
Base: 4-6 x 1-2 x 0-8
Finish: Polished Top, Balance Rock-Pitched
NORTH BARRE GRANITE COMPANY, INC.

Granite: Jet Black  
Die: 6-0 x 0-8 x 4-6  
Finish: Polished, Angled Top, Tapered Ends  
Base 1: 5-9 x 0-8 x 0-6  
Finish: Polished Top, Balance Steeled  
Base 2: 6-6 x 1-0 x 0-8  
Finish: Polished Top, 3-Inch Margin  
Balance Rock-Pitched  
Retailer: Raiken-Epstein Memorials, Newark, N.J.

NORTHEAST GRANITE COMPANY

Granite: Barre Gray  
Die: 4-10 x 0-10 x 1-8  
Base: 5-8 x 1-8 x 0-10  
Finish: Steelled
PEPIN GRANITE COMPANY, INC.
Granite: Medium Barre Gray
Die: 3-0 x 1-2 x 6-0
Finish: Steeled-2, Balance Rock-Pitched
Carving: 2-6 x 0-5 Christ On Deep Rippled Background
Base: 5-0 x 1-6 x 0-8
Finish: Steeled Top, 6-Inch Beveled Front, Two 8-Inch Diameter Core Holes

PEERLESS GRANITE COMPANY, INC.
Granite: Jet Black
Die: 3-0 x 0-8 x 2-4
Finish: Polished
Base: 4-0 x 1-2 x 0-8
Finish: Polished Top, Balance Rock-Pitched
Retailer: MBNA '93 Convention Feature Item

JOSEPH G. 1924 1992
JUDITH E. 1924 BABY 1944 1945
KAREN J. 1944
JENNY 1946

Barre Life, Spring 1993
MONUMENTS

RIVARD GRANITE COMPANY, INC.
Granite: Barre Gray
Die: 2-6 x 0-6 x 2-0
Finish: Polished 2, Balance Rock-Border
Base: 3-2 x 1-0 x 0-6
Finish: Polished Top, Balance Rock-Pitched
Retailer: Featured At The Road To 2000

RIVERTON MEMORIAL, INC.
Granite: Canadian Pink
Die: 3-0 x 0-8 x 2-0
Finish: Polished-2, Balance Rock-Pitched
Base: 3-0 x 1-2 x 0-8
Finish: Polished Top, Polished 1/2-Inch Margin
Base: Balance Rock-Pitched
Retailer: Provost Monument
Benton, Me.
ROCK OF AGES CORPORATION
Granite: Sealmark Blue Gray; Die: 4-0 x 1-0 x 10-0; Carving: 5-6 Hand-Carved Bas-Relief Madonna; Finish: Polished; Each Wing: 5-0 x 0-10 x 2-6; Raised Sprays of Shape-Carved Roses; Finish: Memocraft; Base: 17-0 x 1-8 x 1-0; Finish: Memocraft, Balance Rock-Pitched; Retailer: Pohl & King Monument Company, St. Louis, Mo.

ROULEAU GRANITE COMPANY
Granite: Mountain Rose
Die: 2-6 x 0-8 x 2-4
Finish: Polished
Base: 3-0 x 1-0 x 0-8
Finish: Polished Top, Balance Rock-Pitched
Illinois Monument Association
December 4-5, 1992, Bloomingdale, Illinois


New England Monument Dealers Association
Following an introduction by BGA President Peter Friberg, BGA Executive Vice President Lewis A. Shattuck delivers his first presentation to members during the annual meeting of the Tri-State Monument Builders. Approximately 150 people, representing more than 50 retail firms and wholesalers and suppliers, attended the event. BGA member-firms attending were: Anderson-Friberg Company, Buttura & Sons, C.R. Davidson Company, Lawson Granite Company, North Barre Granite Company, Rock of Ages Corporation and Rouleau Granite Company.

Memorialists enjoy a breakfast of Kentucky French Toast topped with pure Vermont maple syrup, courtesy of the member-firms of the Barre Granite Association. Some 450 individuals attended the 7:30 a.m. breakfast, during which BGA EVP Lewis Shattuck was introduced to the monument industry at large.
MBNA 84th Convention and Monument Industry Show
February 1-3, 1993, Louisville, Kentucky

Monument retailers and suppliers from across North America—1,264 in all—attended one of the largest and most successful annual conventions and displays held by the Monument Builders of North America.

MBNA Executive Vice President Ed Simmons, CAE, delivered his inaugural address to the monument industry, ensuring monument retailers that under his leadership the interests of the association would always come first.

The new president of the MBNA is David Bott, CM, Mark H. Bott Co., Ogden, Utah; president elect is Jeffrey Anderson, CM, Anderson Memorials, Austin, Minn.; Wayne L. Larsen, CM, Larsen’s Memorials LTD., Winnipeg, Manitoba, is past president.

On the following six pages are the displays of those BGA members and associate members attending the show.

MBNA officials on the cutting edge: (From left) Linda Ott, CM, past president; Twyla Thomas, treasurer; John W. Hakola, CM, vice president; Kent Brown, division trustee; Jeffrey L. Anderson, CM, president elect; Mel Lommel, CM, division trustee; Wayne L. Larsen, CM, immediate past president; Mike Bouchard, division trustee; David E. Bott, CM, president; David M. Moore, vice president; and Ed Simmons, CAE, MBNA executive vice president. (Below) A bird’s-eye view of the display area.
ADAMS GRANITE COMPANY, INC.—A wide variety of designs and granites highlighted Adams' inviting display.

ANDERSON TRUCKING SERVICE—(From left) Steve Walker, Ruth and Tim Fritz, and Tom Pattock are all smiles.

"Be In The Winner's Circle"

MONUMENT BUILDERS
OF NORTH AMERICA
THE MARK OF EXCELLENCE

84th Convention
and
Monument Industry Show

Galt House Hotel
Louisville, KY
January 31-February 3, 1993
ANDERSON-FRIBERG COMPANY, INC.—These 15 original exhibit designs, all of Select Barre Granite, made a lasting impression.

BARRE GRANITE ASSOCIATION—The BGA’s booth was a favorite gathering spot for memorialists and suppliers alike.

Barre Life, Spring 1993
A. BELLA VANCE & SONS, INC.—(From left) A memorialist talks transportation with Bellavance Brothers Donald and Roland.

C.R. DAVIDSON COMPANY, INC.—Mike Bouchard (left) surveys his firm's display of monuments and other granite products.
GRANITE INDUSTRIES OF VERMONT—Glenn Atherton (background left) and Paul Baglio confer. (Right) Jeff Martell talks Barre.

LAWSON GRANITE COMPANY, INC.—Ron Plante quotes prices on Lawson’s new, popular line of Vermont Blue granite monuments.
MONUMENT COMPUTER APPLICATIONS, INC.—Computer-design demonstrations at Monu-Cad's exhibit were virtually non-stop.

NORTH BARRE GRANITE COMPANY, INC.—(From left) Charles Chatot and Michael Ornitz talk shop with a resting memorialist.
PEERLESS GRANITE COMPANY, INC.—(From left) Brice, Bret and Waldo Mugford discuss their firm's products with a memorialist.

ROCK OF AGES CORPORATION—Exhibit hall doors opened to this attractively designed display of Rock of Ages Corporation craftsmanship.
Promotional Items
From The Barre Granite Association
(PRICES GOOD THROUGH JULY 15, 1993)

Brochures

BGA Granite Signs Brochure
An Opportunity To Expand Your Product Line!
Beautiful granite signs crafted by Barre Granite Association manufacturers offer you, the progressive seller of granite memorials, an opportunity to enter an up-and-coming market.
You and your customers already know that the best monuments come from Barre, Vermont. Now BGA manufacturers are applying their artistic talents to other granite markets like the sign market.

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

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

“To Be Remembered”
(Jewish Designs and Symbolism)

“The Member-Firms of the Barre Granite Association”
(profiles of BGA member-firms)

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

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

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

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

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

“Suggested Cemetery Rules and Regulations”
(cemetery operation guidelines)

*Non-imprinted brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure)

*Imprinted brochures: 35 cents each. (30 cents each for orders of 500 or more of the same brochure) Up to four lines may be imprinted. A minimum of 100 of each imprinted brochure must be ordered. Print or type, on the lines below, the material to be imprinted:

Name _________________________
Address _________________________
City ___________________ State _____ Zip ______
Telephone _______________________

Barre Guild Logo Decals
Let your customers know that you carry Barre Guild Monuments with these durable blue-and-white vinyl decals:

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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3½" Window Size (pair)
12" Truck Door Size (pair)

Barre Guild Business Improvement Kit!

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<th>Quantity</th>
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<th>Total</th>
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Granite Base Pen Sets
These elegant units feature a black Schaeffer pen in a chrome holder mounted on a base of world-famous Barre Gray granite.

<table>
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<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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Shipping Fees for All Items
For orders up to $ 100: add $ 5 shipping fee
$ 101 to $ 500: add $ 7.50 shipping fee
$ 501 or more: add $ 10 shipping fee

To Order:
Check items, and enclose your check or money order for the amount due (sorry, no credit cards) and send to:
The Barre Granite Association
P.O. Box 481
Barre, VT 05641

Your shipping address:

Name _________________________
UPS Shipping Address _________________________
City ___________________ State _____ Zip ______
Total Enclosed (including shipping fees): $ ______

Barre Life, Spring 1993
Associate Members
Of The Barre Granite Association

Accounting
Salvador & Babic PC
123 Washington St., Barre, VT 05641
(802) 476-8673

Banking
Granite Savings Bank & Trust Co.
Box 483, Barre, VT 05641
(802) 479-3313
Vermont National Bank
Box 399, Montpelier, VT 05601
(802) 223-6311

Computer Services
Breen Systems Management, Inc.
18 Blair Park Road
Williston, VT 05495
(802) 879-4212

Drafting/Designing
Charles Dindo, Dindo Drafting
28 White Street, Barre, VT 05641
(802) 479-1410
Memorial Art Systems
3 Highland Ave., Barre, VT 05641
(802) 476-3892
Monumental Computer Applications, Inc.
9 Genesee St.
Cherry Valley, NY 13320
(607) 264-3611

Insurance
Berg, Carmolli & Kent, Inc.
Box 628, Barre, VT 05641
(802) 479-1046
Pomerleau Agency, Inc.
Box 6, Burlington, VT 05402
(802) 863-2811

Polishing
M & W Polishing Co.
Box 521, Barre, VT 05641
(802) 476-8340

Printing
Imperial Company
11 Commerce Ave., West Lebanon, NH 03784
(603) 298-5057

Reclamation
Fulton & Company, Inc
Box 141, Westfield, VT 05678
(802) 479-3339

Restaurants
Country House Restaurant
276 No. Main Street
Barre, VT 05641
(802) 476-4282

Hilltop Restaurant
Box 634, Quarry Hill Road,
Barre, VT 05641
(802) 479-2129

Sandblasting
Capital Custom Sandblast
RD #1, Box 140, East Montpelier, VT 05651
(802) 223-3044
Culture Craft Sandblast Co.
Box 645, Barre, VT 05641
(802) 476-7351
Guy's Custom Sandblast
23 Jacques St., Barre, VT 05641
(802) 479-0801
Memorial Sandblast Co.
Box 582, Barre, VT 05641
(802) 476-7086
Saporiti Sandblast Co.
Box 187, East Barre, VT 05649
(802) 476-1003
Tosi Custom Sandblast
MR #1, Barre, VT 05641
(802) 476-3851

Sawing/Polishing
Associated Memorial Products, Inc.
Box 291, Barre, VT 05641
(802) 476-3411
Consolidated Memorials, Inc.
Box 394, Barre, VT 05641
(802) 476-7542

Sculpting
A. Fantoni Sculpture Studio
Box 160, South Barre, VT 05670
(802) 476-3116
Frank Gaylord, F.C. Gaylord Sculpture Studios
Box 464, Barre, VT 05641
(802) 476-6711
Stanislaw Lutostanski Sculpture Studio
Box 265, East Barre, VT 05649
(802) 479-2531

Suppliers
Budiam America Diamond Tools, Inc.
Box 661, Barre, VT 05641
(802) 476-3122
Burke Lumber Company
P.O. Box 210
West Burke, VT 05871
(802) 467-3609
Dessureau Machines, Inc.
Box 402, Barre, VT 05641
(802) 476-7041
Dixie Diamond Mfg., Inc.
2467 Mt. Industrial Blvd., Tucker, GA 30085
(404) 493-1555
Ducharme's Machine Shop
McLeod Road, Granitewell, VT 05654
(802) 476-6575
Gran-Quartz Trading, Inc.
Box 731, Barre, VT 05641
(800) 458-6222
Miles Supply Co., Inc.
Box 237, Barre, VT 05641
(802) 476-3963
N-E-O Corporation
Box 711, Barre, VT 05641
(802) 476-6520
Trow & Holden Co., Inc.
Box 475, Barre, VT 05641
(802) 476-7221

Travel
Horizon Travel, Inc.
Box 909, Barre, VT 05641
(802) 479-3238

Trucking
Anderson Trucking Service
Box 960, Barre, VT 05641
(802) 476-4283
A. Bellavance & Sons, Inc.
Box 398, Barre, VT 05641
(802) 479-9311
T. Rossi Trucking Co., Inc.
Box 332, Barre, VT 05641
(802) 476-7341
Trio Motor Transfer, Inc.
Box 662, Barre, VT 05641
(802) 479-1824

Utilities
Green Mountain Power Corp.
Box 850, S. Burlington, VT 05402
(802) 864-5731
# Voting Members

**Of The Barre Granite Association**

<table>
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<tr>
<th>Company</th>
<th>Address 1</th>
<th>Address 2</th>
<th>Address 3</th>
<th>Address 4</th>
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<tr>
<td>Adams Granite Co.</td>
<td>P.O. Box 120</td>
<td>Barre, VT 05641</td>
<td>Kerry Zorzi</td>
<td>802-476-1070</td>
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<td>FAX: 802-476-3027</td>
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<td>Anderson-Friberg Co.</td>
<td>P.O. Box 626</td>
<td>Barre, VT 05641</td>
<td>Peter Friberg</td>
<td>800-451-3255</td>
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<td>C.R. Davidson Co., Inc.</td>
<td>P.O. Box 150</td>
<td>South Ryegate, VT 05069</td>
<td>Mike Bouchard</td>
<td>802-584-3591/800-638-3738</td>
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<td>Colette Products</td>
<td>P.O. Box 666</td>
<td>Barre, VT 05641</td>
<td>Brent Buttura</td>
<td>800-451-3252</td>
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<td>Desilets Granite Co.</td>
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<td>Barre, VT 05641</td>
<td>Victor Roselli</td>
<td>802-223-2111</td>
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<td>Grearson &amp; Lane Co.</td>
<td>P.O. Box 577</td>
<td>Barre, VT 05641</td>
<td>John Grearson</td>
<td>800-476-7102</td>
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<td>Granite Industries</td>
<td>P.O. Box 334</td>
<td>Barre, VT 05641</td>
<td>Gabriel “Bebe” LaCroix</td>
<td>800-451-3234</td>
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<td>La Cross Memorials, Inc.</td>
<td>P.O. Box 458</td>
<td>Barre, VT 05641</td>
<td>Charles Chatot</td>
<td>800-227-1045</td>
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<td>North Barre Granite Co.</td>
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<td>Northfield Granite Co.</td>
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<td>Northfield Falls, VT 0566</td>
<td>Ernest Lavigne</td>
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<td>peersless Granite Co.</td>
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<td>Bret Mugford</td>
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<td>Rock of Ages Corp.</td>
<td>P.O. Box 482</td>
<td>Barre, VT 05641</td>
<td>Kurt Swenson</td>
<td>802-476-3115</td>
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<td>P.O. Box 86</td>
<td>Barre, VT 05641</td>
<td>Robert Rivard</td>
<td>802-476-3542/800-231-8045</td>
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