REWARD YOURSELF!

After the last four months, never again will people wonder what it must be like to experience a Vermont winter. Starting in mid-December, Mother Nature gave two-thirds of the country more snow, ice and frigid temperatures than anyone can remember. Meteorologists are still counting all the broken records of the past winter, and inventories of items designed to insure survival from the cruel elements are at long last depleted.

To all non-residents of the Green Mountain State: now you know why we are such a hearty lot, distinguishing ourselves in the face of adversity in a state characterized as “hardscrabble” by the pundits.

The joyous part of surviving the winter’s onslaught is experiencing the exhalation of the three succeeding seasons, particularly spring. The slow emergence of the summer solstice only heightens my impatience for the return of the rite of spring: blossoms, baseball and fishing!

Of course, I can’t expect all of you to have the same affection I have for the Boston Red Sox, daffodils or catching the big one at Joe’s Pond, but this year each of you deserves to reward yourself and your customers in your own special way. Lots of ideas come to mind, but remember your customers will be in a mood to reward themselves for their perseverance.

They will elect to go for the best in their purchases of monuments and other granite products: this means the top-line array of products from the member-firms of the BGA. These manufacturers continually strive to meet the high standards of the Barre Guild Code that states all customers deserve quality, endurance and fine craftsmanship when they select a granite monument and other products from a granite that has no equal in beauty and versatility.

FOLIAGE AND FALL FISHIN’

An added incentive for you to attend the BGA’s Road to 2000: An Autumn Adventure (see the article on page 1 and the enclosed flyer) is an invitation to go fishing on Vermont’s lakes and ponds with a BGA sportsman.

The Association has some of the finest fresh-water fishermen and women in North America! They are proud of their state and its wildlife. These BGA fishing enthusiasts have boats and lakeside cottages throughout Northern and Central Vermont. Trout, salmon, bass, pickerel,pike, walleyes, you name it, fatten-up in the fall in preparation for the long winter under ice.

Heighten the pleasure of fall by accepting our invitation to join a BGA member for some serious fishing, surrounded by the brilliant foliage of autumn in Vermont.

Interested? Call me for details at 802-476-4131.

Lewis A. Shattuck
Executive Vice President

P.S. Call me for details at 802-476-4131.

Lewis A. Shattuck
Executive Vice President
The Road To 2000: An Autumn Adventure
GENERAL SESSION #1 “What Lies Ahead?”
7:30 a.m. - 9:30 a.m. Monday, September 26, 1994

Sellers of granite memorials from various sectors within the death-care industry share their candid views on where the monument industry is headed from their perspectives: from the traditional distribution network of manufacturer/monument retailer/customer to monument sales by cemeterians and funeral directors. This no-holds-barred panel discussion addresses issues and concerns that have been and will continue to be controversial.

General Session #1 – “What Lies Ahead?”
7:30 a.m. - 9:30 a.m. Monday, September 26, 1994

Speakers:

- Armand Chevrette – President, The Mountain Grove Cemetery Association, Bridgewater, Connecticut; President, Cremation Association of North America
- Bruce Overton – President, Overton Funeral Home, Traer, Iowa; Treasurer, National Funeral Directors Association
- Dan Reed – President, Cloverdale Memorial Park, Boise, Idaho; Chairman, Funeral and Memorial Information Council
- Frank Troost – President, Peter Troost Monument Company, Hillside, Illinois; Vice President, Monument Builders of North America

GENERAL SESSION #2 “Taken For Granite!”
7:30 a.m. - 9:30 a.m. Tuesday, September 27, 1994

Granite is increasing in popularity for use in the home and in a variety of commercial applications. You'll learn from a representative from the kitchen and bath industry, a landscape architect, a commercial architect, and an owner of a corporate art gallery about trends in their industries and why granite is their medium of choice... for kitchen countertops, patio and garden accents, residential and commercial landscaping, and outdoor sculpture.

General Session #2 – “Taken For Granite!”
7:30 a.m. - 9:30 a.m. Tuesday, September 27, 1994

Speakers:

- Janet Disraeli – Owner and President, The Art Collector/Disraeli & Associates, San Diego, California
- Niall G. Kirkwood – President, Kirkwood Associates, Somerville, Massachusetts; Assistant Professor, Department of Landscape Architecture, Harvard University Graduate School of Design, Cambridge, Massachusetts
- John Rahill – Partner, Black River Design, Montpelier, Vermont
- Cameron Snyder – President, Kitchen Concepts, Norwell, Massachusetts

Workshop #1A “Selling Yourself”
10:00 a.m. - 12:00 p.m. Tuesday, September 27, 1994

Speaker: Bonnie Laird – President, Bonnie Laird & Associates, Red Bank, New Jersey

Bonnie Laird is an internationally prominent consultant who advises clients about executive, managerial and employee developments. Ms. Laird's expertise has made her a popular consultant to organizations both large and small across industry lines. Past projects with the Rock of Ages Corporation and the National Kitchen and Bath Association, combined with her knowledge, skill, expertise and warm style, make her eminently qualified to address issues unique and important to all sellers of granite products.
For those former Spaulding High School students who served their country from World War I through Operation Desert Storm, the Spaulding High School Centennial Wall of Honor is a one-of-a-kind memorial to themselves and their departed classmates.

For Barre residents, the Wall is proof that community spirit is alive and well in the "Granite Center of The World."

For the Barre granite industry, without whose donations of time, talent and materials the project could not have been done, the Wall is another example of the industry's showmanship.

The Spaulding High School Centennial Wall of Honor, the only known wall of its kind and brainchild of the school's former social studies teacher and current assistant principal, Alan Moore, was formally unveiled on Veteran's Day 1993 as part of that school's 100th anniversary celebration and represents nearly a year's worth of work — from the exhaustive researching of names, to the actual layout, cutting of stencil and on-site sandblasting of more than 32,000 letters.

Some 2,300 names are sandblasted in 31 neat columns on 11 polished Barre Gray granite panels lining the hallway that leads to the school's auditorium. The panels were donated by the Rock of Ages Corporation in 1964 during construction of the school.
The researching of the names was conducted by a team of veterans, alumni and faculty members who pored over military, municipal and school records, through personal interviews and through public appeals urging citizens to provide names of veterans who were overlooked and to eliminate duplications and correct errors.

Names were then entered into a computer data bank and later transferred into cut rubber stencil that would be used in the sandblasting process. The pulling of the 32,000 characters from the cut stencil was done by Spaulding faculty members and other volunteers. Final proofing came after the stencil was applied to the 11 panels. Sandblasting was done on-site in a specially constructed tent using a mobile sandblast unit.

A Great Community Project
- A memorial wall is an idea opportunity for sellers of granite memorials and other granite products.
- The list of prospects includes schools, churches, hospitals, town halls, veterans and fraternal organizations.
- Some buildings may have existing stone walls upon which names can be sandblasted directly, or you may order panels with the names already sandblasted.
- As with the Spaulding Wall, the compilation of names can be done through records and public appeals.
- Tip: Non-alphabetized columns mean names can be added at a later date.
- For more information, contact BGA Manager of Member Services Gary Watson: 802-476-4131.

BGA Members Contributing To The Wall Of Honor...
BGA Voting Members

BGA Associate Members
Cochran’s Inc., Culture Craft Sandblast Company, Frank’s Memorials, Inc., and Saporiti Sandblast Company

BGA Supporting Members
Miles Supply Company, Inc., and Trow & Holden Company, Inc. Several other Barre granite manufacturers and industry suppliers, including Granite City Tool Company, Parnigoni Memorials, and Pelkey Mobile Sandblast, assisted with this project.
Introducing Hillside Saw Plant, Inc.: A Member Of Barre’s Counter Culture

For Hillside Saw Plant, Inc., the transition from custom saw and polishing plant to a fabricator of non-monumental granite products was as smooth and natural as the finish on one of its CarbonCraft™ countertops.

The Association’s newest voting member, and an associate member since 1990, was established 40 years ago, in 1954, when Ed Carbonneau and a partner opened the business to provide quality custom wire sawing services to local granite manufacturers.

Times changed. “We found out we couldn’t afford to remain strictly a sawplant,” says Randy Carbonneau, plant manager. “We needed diversification.”

And that diversification came in the form of building work and through the firm’s line of custom CarbonCraft™ countertops, table tops and other non-monumental granite products. “More than half of Hillside’s business is in the production of granite building products,” Randy says.

“Our work is done by hand — not in an assembly-line manner. Our joints match; we mill down joints where necessary. Our edgework matches. In fact, when our dealers have a fussy customer, they call us.”

But Hillside is not just waiting for phone calls. The firm is busy with plans for establishing a stock line of standard-sized countertops designed specifically for lumber shops and home centers. “Renovations are up, and there are a lot of do-it-yourselfers,” Randy says. “We’re also finding that the price of granite is now about the same as solid-surface countertop materials.”

Hillside is also working on a line of granite landscaping products, a long-time staple of home and garden centers.

While these and other projects are being developed, Hillside continues with its original purpose — custom sawing and polishing services.
C.R. Davidson Company Purchases Desilets Granite Company


C.R. Davidson Company, Inc., of South Ryegate, Vt., and Desilets Granite Company, Inc., have merged under the new corporate name, DGC Associates, Inc. Bouchard has been named president and Tierney treasurer and chairman of the board of directors of DGC Associates, Inc. “Desilets’ reputation as a granite manufacturing plant housing one of North America’s premier sculpture studios and C.R. Davidson’s reputation as a specialist in manufacturing duplicate monuments, made this merger a natural,” says Bouchard.

“We’re taking two good high-end companies and making one great company. DGC will be able to provide both Desilets and C.R. Davidson customers with a much broader range of products — from markers to mausoleums — from a single source. And, DGC will be a more competitive company as we enter new markets, in terms of both product lines and geographic areas.”

Bouchard is well-known in the monument industry, he serves currently as president of the Barre Granite Association and is former president of the Manufacturers/Wholesalers Division of the Monument Builders of North America. Tierney is president of Landmark Bank in Lebanon, N.H.

Daniel Roselli remains as Operations Manager of DGC, while Victor and Evelyn Roselli, Daniel’s parents and owners of Desilets for nearly 50 years, will be retained as consultants to ensure a smooth transition.

(From left) Former Desilets Granite Company owner Victor Roselli discusses his future plans with new owner Michael J. Bouchard.
VA: ‘Reintroduction Of Granite Upright Monuments Heralded By Veteran Community As Positive Move’

Thanks to the combined efforts of Vermont granite manufacturers, legislators and veterans groups, veterans and their families across the nation may soon be choosing granite upright monuments for the first time in nearly half a century.

Earlier this year, the Secretary of Veterans Affairs, Hershell Gober, recommended that upright granite monuments again be an option to veterans buried in state and private cemeteries — and possibly in national cemeteries at a later date.

For nearly 50 years, the upright monument market for veterans cemeteries has been dominated by domestic marble manufacturers.

The VA stopped offering upright granite memorials back in 1947 due to their low demand and then higher cost. Since that time, only upright marble monuments or granite and bronze markers have been available.

The change proposed by Gober — based on a recommendation outlined in a December 1993 memorandum from the Director of the National Cemetery System for the U.S. Department of Veterans Affairs, Jerry Bowen — will expand the VA’s memorial product line to include upright granite monuments.

News of this proposed change was announced by Bowen last fall during his visit to Vermont to tour granite manufacturing plants and quarries and the State’s newly dedicated veterans cemetery in nearby Randolph Center.

At a reception held at the BGA’s office, Bowen told BGA members that as a result of the initiative by members of the Barre granite industry, State legislators and State veterans groups, his office was considering a policy change that would allow for the reintroduction of upright granite memorials into some of the 114 national cemeteries his office oversees.

“It was the work of the VFW and American Legion in Barre that led Vermont legislators, particularly Senator James Jeffords, to make this an option. Common sense tells you that this makes sense because of granite’s durability,” says Brigadier General Tom O’Donovan, a member of the Vermont Veterans Memorial Cemetery Commission, who despite the inscription that adorns the accompanying photograph of the sample Barre granite upright memorial, is alive and well.

“It is now up to the granite industry to let veterans organizations across the nation know that granite will again be available,” O’Donovan says.

**VA Memorialization Facts**

- April 1941: the Undersecretary of War approved the use of upright granite monuments in private cemeteries
- February 1947: upright granite monument option discontinued due to low demand and high costs
- Currently, VA provides the following options: upright marble monuments and granite, marble or bronze markers as requested by applicants
- VA has authority to provide upright granite monuments but has not expanded its product line due to lack of demand
- Granite uprights not listed on current application form
- 1993: issue of granite monuments as an option, revived in upon opening of Vermont Veterans Memorial Cemetery, which is committed to using granite uprights estimated to be 200 annually
- Upright granite monuments would be identical to upright marble in dimension, weight and inscription
- The type and color of granite stock for uprights would be the same as that specified for markers: light gray
- Granite is more durable than marble and over the long term could have positive impact by reducing the number of headstones the VA must replace due to wear and illegibility of inscription data
- January 1994: VA recommends reintroduction of upright granite monuments
Glenn S. Atherton, 54, vice president and co-owner of Granite Industries of Vermont, died unexpectedly Feb. 5, in Central Vermont Hospital in Berlin.

Born in Barre on May 3, 1939, he was the son of Sheldon and Aurora (Ambrosini) Atherton. He attended Barre City schools and graduated from Spaulding High School in 1957. From 1958 until 1961, he served in the Air Force, stationed in Zweibrucken, Germany, and completed two years of college at the University of Maryland while in the military.

Following his discharge from active duty, Mr. Atherton began his lifelong career in the Barre granite industry: working as a draftsman at North Barre Granite Co.; as a draftsman and plant manager at Cetrangolo Finishing Works in Northfield, Vt.; and as office manager at the former Nativi & Sons Granite Co.

He served on the Barre Granite Association Board of Trustees and on numerous committees, and was a director of Consolidated Memorials. His memberships included Mutuo, Inc., the Barre Country Club, the Barre Town Thunder Chickens Snowmobile Club, the North American Hunting Club, where he served as director. He was a former director of the Williamstown School Board and past president and trustee of the Northfield Country Club. He also served as a baseball and softball coach in the Green Mountain Little League.

Survivors include his wife Norma (Crane), whom he married on Sept. 30, 1967, in Northfield; his parents of Barre; two sons, Christopher Atherton of Williamstown and Geoffrey Atherton of Raleigh, N.C.; two daughters, Shelley Atherton of Williamstown and Laurie Lerner of Vancouver, B.C.; three granddaughters; one grandson; one sister, Norine Dennis of Punta Gorda, Fla.; uncles and aunts.

Memorial contributions may be made to the Williamstown Youth Sports Association, in care of Tim Bottiggi, Route 1, Box 978, Williamstown, VT 05679.

Pepin Granite Company: Growth Means Upgrades

On the eve of its 32nd anniversary, Pepin Granite Company has upgraded its front-office computer system and rebuilt an older crane way in its manufacturing plant. As business continues to grow, owner Raymond Pepin discovered that his existing computer hardware and software was becoming obsolete. So earlier this year he purchased the StoneWorks package from BGA Supporting Member Breen Systems Management, Inc., which provides Pepin with a central base for all accounting, production, shipping and administrative tasks.

Taking advantage of the seasonal shutdown, the Pepin maintenance crew replaced the old wooden crane way with a steel structure. The replacement increases the crane’s lifting potential and facilitates handling of slabs.

Scott Pepin tests the new crane way. (From left) Linda Hull and Steve Garand discuss some of the features of the new computer.
A. Bellavance & Sons, Inc.: Lanpher In For The Long Haul

During the past quarter of a century, A. Bellavance & Sons, Inc., driver Harlan Lanpher has delivered tens of thousands of granite monuments to customers throughout New England and New York.

Last fall, the owners of A. Bellavance & Sons, Inc., Joseph, Donald and Roland, decided it was time they honored their senior driver who began working on January 6, 1968. In a brief ceremony, they presented Harlan with a watch and beautiful black granite plaque with an etching of a truck and an inscription that reads:

Presented to Harlan Lanpher
January 6, 1968 - January 6, 1993
In appreciation for 25 years of service to A. Bellavance & Sons, Inc. It is with our heartfelt thanks that we present this plaque as a token of our deepest gratitude for a job well done.

(From left) Roland Bellavance, Harlan Lanpher, Joseph Bellavance and Donald Bellavance outside the terminal.

WINNING SMILES: On April Fool's Day, recently retired Northeast Granite Company owner Russell Edson, on his way home from Florida, took his daughter's advice and purchased a lottery ticket at a local mini-mart. The following night Edson, pictured with his wife, Eleanor, at Lottery Headquarters in South Barre, was a millionaire! For four years Edson has played the same numbers - 1, 5, 6, 17, 23, and 25 - and on the evening of April 2, he and members of his family watched in amazement as those six numbers were drawn during the televised drawing of the Maine, New Hampshire and Vermont Tri-State Megabucks whose jackpot had grown to $7.4 million! Edson says part of his winnings will go toward upgrading the business.
To some people, the idea of starting a business on April 1 is plain foolish.

But Roger Couture, president of Couture Granite Company, is having the last laugh. The company that he and his son, Brian, founded on that dubious date in 1989, is now entering its fifth year of operations. And business has never been better, Roger says.

After one year of renting space in a small granite manufacturing plant, Couture Granite Company, incorporated and moved to its current location. Earlier this year, the firm upgraded its front-office computer system to streamline operations.

Today, Couture Granite Company employs three full-time granite cutters, three polishers, one boxer, one maintenance man/expeditor and three full-time office personnel, including Brian who was recently promoted from expeditor to sales manager.

Clyde R. Davidson, 86
May 7, 1907 - February 25, 1994

Clyde R. Davidson, 86, of South Ryegate, Vt., and a 25-year winter resident of Lake Wales, Florida, died Feb. 25, 1994 at the Lake Wales Medical Center. Born in Ryegate, Vt., Mr. Davidson was founder and president of the 65-year-old C.R. Davidson Company, Inc. of South Ryegate. On Dec. 28, 1958 in St. Johnsbury, Vt., he married Muriel MacKinnon who survives.

He was a member and past president of the Woodsville-Wells River Rotary Club and a Paul Harris Fellow. He was a former member and elder of the United Presbyterian Church in South Ryegate, Vt., and an elder and member of the First Presbyterian Church of Lake Wales, Fla. He served as a board member of the Westminster College in New Wilmington, Pa., and was on the Advisory Board of Warner Southern College in Lake Wales, Fla.

Memorial funeral services were scheduled to held in the spring with burial in South Ryegate. Donations in Mr. Davidson Memory may be made to the United Presbyterian Church of South Ryegate, VT 05069.
ADAMS GRANITE COMPANY, INC.

Granite: Mountain Rose
Die: 3-6 x 0-8 x 2-2
Finish: Polish-2, Straight Top, Steel Member; 1 1/2-Inch Rock-Pitch Rounds Each End; Convex Ends; Carved With Adamscraft Roses
Base: 4-4 x 1-2 x 0-8
Finish: Polish Flat Top; Balance Rock Pitch

ANDERSON-FRIBERG COMPANY, INC.

Lyndes Memorial to honor Milton V. Lyndes, long-term executive vice president of the Barre Granite Association. Because Priscilla's existing tablet did not provide sufficient space for Milton's lettering, it was reduced in height, and the plinth was designed and added by AFCO to complement and enhance the composition.
BUTTURA & SONS, INC.

Granite: Black Beauty (Jet Black)
Overall Size: 12-6 Wide x 10-0 Tall
Center Die: 4-0 x 1-0 x 8-10
Finish: Polish
Retailer: Joseph Polchinski Co., Inc.
          Hawthorne, New York

COLOMBO GRANITE COMPANY, INC.

Granite: Barre Gray
Sneaker: 1-2 Tall
Die: 1-10 x 0-8 x 2-4
Finish: Polish-2, Balance Rock Pitch
Base: 2-4 x 1-0 x 0-8
Retailer: DePaola Monument Co., Inc.
          Newark, New Jersey
COUTURE GRANITE COMPANY, INC.

Granite: Barre Gray
Die: 7-0 x 1-0 x 3-0
Finish: Steel
Base: 9-0 x 3-0 x 1-0
Finish: Steel

C.R. DAVIDSON COMPANY, INC.

Granite: Barre Gray
Cross: 4-0 x 0-10 x 8-6
Finish: Steel; Balance Rock Pitch
Base: 7-4 x 1-8 x 1-0
Finish: Steel Top; Beveled Front
Vases: 1-2 x 1-0 x 0-10
Designer/ Retailer: Gast Monuments Inc.
Chicago, Illinois
FAMILY MEMORIALS, INC.

Granite: Barre Gray
Overall Height: 6-0
Celtic Cross: Polish-2; Balance Axed
Bases: Polish
Retailer: Holyoke Memorials
Holyoke, Mass.

DESILETS GRANITE COMPANY

Granite: Barre Gray
Die: 3-0 x 0-8 x 2-0
Finish: Polish-2, Balance Rock Pitch
Base: 4-0 x 1-2 x 0-8
Finish: Polish Top, Balance Rock Pitch
MONUMENTS

HOULE-GIUDICI GRANITE COMPANY
Granite: Belmont Rose
Die: 2-6 x 0-8 x 2-2
Finish: Polish-2; Balance Rock Pitch
Base: 3-0 x 1-0 x 0-8
Finish: Polish Top; Balance Rock Pitch

GRANITE INDUSTRIES OF VERMONT
Granite: Barre Gray
Columns: Grearson & Lane Company
Finish: Steel
Note: Granite Corp. of Barre, Vt., designed, sold and erected this mausoleum
LACROSS MEMORIALS, INC.
Granite: Barre Gray
Statue Height: 5-9
Finish: Steel
Pedestal: 6-0 x 1-10 x 2-1
Retailer: Scheurer Monuments, Inc.
Westbury, New York

LAWSON GRANITE COMPANY, INC.
Granite: Impala
Die: 3-6 x 0-8 x 2-4
Finish: Polish; Sandblast Carving, Sunk and Pointed
Base: 4-6 x 1-2 x 0-8
Finish: Polish Top and Margin;
Balance Rock Pitch
MAURICE MEMORIALS, INC.

Granite: Dark Barre Gray
Slant: 3-6 x 2-6
Finish: Polish
Sandblast
Carving: Memorial Sandblast Co.
Retailer: Nosal Memorials
Schenectady, New York

MONTPELIER GRANITE WORKS, INC.

Granite: Jet Black
Die: 3-0 x 0-8 x 2-4
Finish: Polish
Base: 3-10 x 1-2 x 0-8
Finish: Polish Top, 2-inch Margin;
Balance Rock Pitch
Etching: Bill Kindestin
Design: Karen Parker
East Montpelier, Vermont
The Road to 2000: An Autumn Adventure

September 25-27, 1994
Sheraton Burlington Hotel & Conference Center

Admission to a huge display of more than 175 monuments and other granite products, such as...
- Bookends
- Clocks
- Columns
- Counter Tops
- Carving
- Carving
- Fireplace Facing
- Furniture
- Lab Gauges
- Lamps
- Machine Bases
- Mausolea
- Name Plates
- Pavings
- Plaques
- Press Rolls
- Saddles
- Sculpture
- Signs
- Sills
- Skid Caps
- Statuaries
- Stairs
- Surface Plates
- Table Tops
- Tiles
- Urns
- Vanity Tops
- Vases

A rare opportunity to network with professionals from both inside and outside your industry—and the chance to learn how they market their lines of granite products for maximum return.

A trip to "The Granite Center of The World," where you'll visit granite quarries, world-famous Hope Cemetery, and have the chance to see granite manufacturing plants. Choose from optional, for-fee coach tours—lunch included—to favorite Vermont attractions—such as the Shelburne Museum and the Stowe area with a visit to the Cold Hollow Cider Mill, a ride on the Mt. Mansfield gondola with its breathtaking views of the fall colors, and a taste-tour of Ben & Jerry's Ice Cream Factory.

- 3 Exciting Workshops
- 3 Receptions
- 5 Exciting Workshops
- Scheduled Lunches
- Banquet
Sunday, September 25, 1994
Breakfast/Lunch On Your Own
10:00 a.m. - 2:00 p.m.
Registration
12:00 p.m.
Ribbon-Cutting
12:15 p.m. - 6:00 p.m.
Grand Opening Of 1994 Granite Exhibit
4:30 p.m. - 6:00 p.m.
Welcome Reception
Dinner On Your Own

Monday, September 26, 1994
Breakfast On Your Own
7:30 a.m. - 9:30 a.m.
General Session #1: "What Lies Ahead?"
A panel of experts discusses the future of the monument industry.
9:35 a.m. - 9:35 a.m.
Coffee Break
10:00 a.m. - 12:00 p.m.
Granite Exhibit Open
12:00 p.m. - 5:30 p.m.
Barre Tour (Includes Lunch):
Manufacturing Plants, Granite Quarries, and Hope Cemetery
6:00 p.m. - 7:00 p.m.
Reception In Exhibit Area
Dinner On Your Own

Tuesday, September 27, 1994
Breakfast On Your Own
7:30 a.m. - 9:30 a.m.
General Session #2: "Taken for Granite"
Panel discussion of granite's increased use and trends in the construction, kitchen and bath, and landscaping industries.
9:35 a.m. - 9:35 a.m.
Coffee Break
10:00 a.m. - 12:00 p.m.
Workshop #1A
New Sales Techniques
12:00 p.m. - 5:30 p.m.
Afternoon Free For:
Shopping, Sightseeing, and Lunch On Your Own or For-Fee Tours (Includes Lunch)
1) Shelburne Museum Tour 2) Stowe Area Tour
5:00 p.m.:
Display Opens
5:00 p.m. - 7:00 p.m.
Reception In Exhibit Area
7:00 p.m. - 9:00 p.m.
Banquet
Registration Rates:

1. **First Registrant From Same Firm:** $300 per person
2. **Second Registrant From Same Firm:** $200 per person
3. **Third Or More Registrant From Same Firm:** $150 per person
4. **Children Under 12:** Free!

Lodging Information:

The BGA has reserved a block of 200 rooms at the Sheraton Burlington Hotel & Conference Center, which is just minutes away from Burlington International Airport. These rooms are available on a first-come, first-served basis, and only to "The Road To 2000: An Autumn Adventure!" registrants. A word to the wise: Once these rooms have been filled, and they will rapidly, it will be impossible for you to find lodging anywhere in the State during the foliage season. Seasoned leaf-peepers make their hotel and rental car reservations a full year in advance.

Room Rates Are:

- **$104.86 PER NIGHT FOR 1 PERSON, 1 BED**
- **$115.56 PER NIGHT FOR 2 PERSONS, 1 BED**
- **$115.56 PER NIGHT FOR 3 PERSONS, 2 BEDS**
- **$115.56 PER NIGHT FOR 4 PERSONS, 2 BEDS**

Call 1-800-677-6576 Today To Reserve Your Room/s
Please send registration materials to:

Your Name ________________________________

Company Name ________________________________

Company Address ________________________________

City: __________ State: ______ Zip: _____

Telephone: _______ Fax: __________________

Type of Business ________________________________

BGA • PO Box 481 • Barre VT 05641 • 802-476-4131 • Fax 802-476-4765
MONUMENTS

NORTH BARRE GRANITE COMPANY, INC.
Granite: Barre Gray
Die: 3-6 x 0-8 x 3-0
Finish: Polish-2; Steel Flat Top With Cut-Out Star of David In Open-Top Niche; Rock Pitch Ends
Base: 4-0 x 1-0 x 1-0
Finish: Polished Flat Top; Balance Rock Pitch
Retailer: Haimmem Memorials
Iselin, New Jersey

NORTHEAST GRANITE COMPANY
Granite: Classic Black
Die: 1-10 x 0-10 x 4-0
Finish: Polish-1; Rock-Pitch Square
Base: 2-2 x 1-2 x 1-0
Finish: Polish
Designer: Larisa Mamorksy
Retailer: Monuments By I.J. Morris
New York

Barre Life, Spring 1994
PEERLESS GRANITE COMPANY, INC.

Granite: Barre Gray
Die: 3-0 x 0-8 x 2-4
Finish: Polish; 2; Balance Rock Pitch
Base: 4-0 x 1-2 x 0-8
Finish: Polish Flat Top; Balance Rock Pitch

PEPIN GRANITE COMPANY, INC.

Granite: Canadian Pink
Die: 1-8 x 0-6 x 2-6
Finish: Polish
Base: 2-6 x 1-0 x 0-6
Finish: Polish Top; Rounded Corners;
Balance Rock Pitch
Retailer: P. M. Enterline Estate
Kittanning, Pennsylvania

Barre Life, Spring 1994
RIVARD GRANITE COMPANY, INC.

Granite: Canadian Pink
Die: 3-0 x 0-6 x 1-8
Finish: Polish-1; Balance Rock Pitch
Carving: Sandblast
Finish: Polish Flat Top; Balance Rock

RIVERTON MEMORIAL, INC.

Granite: Medium Barre
Two Books of Life: 1-10 x 0-8 x 2-2
Finish: Polish-2; Balance Dusted
Vase: 0-10 x 0-8 x 0-10
Finish: Polish-2; Balance Rock Pitch
Base: 5-6 x 1-2 x 0-8
Finish: Polish Top; Bevel Front; Balance Rock Pitch
ROULEAU GRANITE COMPANY
Granite: Canadian Pink
Die: 3-6 x 0-8 x 2-6
Finish: Polish-2; Balance Rock Pitch
Base: 4-6 x 2-0 x 0-8
Finish: Polish Top; Balance Rock Pitch
Retailer: Renselaer Monument
Renselaer, Indiana

ROCK OF AGES CORPORATION
Granite: Sealmark Blue Gray
Die: 3-6 x 0-10 x 6-0
Finish: Polish-2; Balance Rock Pitch
Base: 4-6 x 2-0 x 0-10
Finish: Polish Top; Balance Rock Pitch
Retailer: Kuhn Memorials, Ltd.
Grand Isle, Vermont
GRANITE IMPORTERS, INC.

Title: Life Force I
Medium: African Granite/Stainless Steel
Finish: Polish; Rough
Height: 5-8
Location: On display at various museums in Europe, most recently at the State Russian Museum, St. Petersburg, Russia
Artist: David Bakalar

HILLSIDE SAW PLANT, INC.

Granite: Dakota Mahogany
Length: 30 Linear Feet
Thickness: 1 1/4 Inches
Edge: Full Bullnose
Backsplash: Radius
Location: Orley Farm
Tunbridge, Vermont
Designer: Lajeunesse Construction, Inc.
Barre, Vermont

From our newest member. . .
Four hundred and five registrants — a combination of monument retailers and suppliers from across North America — headed West to Las Vegas for the Monument Builders of North America’s 85th annual convention, the highlight of which was the series of educational sessions conducted by the Franklin Quest and co-sponsored by the BGA.

The new President of the MBNA is Jeffrey Anderson, CM, Anderson Memorials, Austin, Minn., and President Elect is John W. Hakola, CM, Brooklyn Monument Company, Inc., Brooklyn, N.Y.

Representing Barre were: BGA Executive Vice President Lewis A. Shattuck; Kurt Swenson, Rock of Ages Corporation; Michael J. Bouchard, DGC Associates, Inc.; Raymond and Scott Pepin, Pepin Granite Company; and Sherm Cochran, Cohran’s, Inc.

(From left, clockwise) Rock of Ages Corporation President Kurt Swenson; BGA Executive Vice President Lewis A. Shattuck with a retailer; Michael J. Bouchard, outgoing President of the MBNA Manufacturers and Wholesalers Division, delivers his last committee report; from left, John W. Hakola, CM, president elect; Jeffrey L. Anderson, CM, president; David E. Bott, CM, immediate past president; Kent Brown, Suppliers and Bronze Manufacturers Division; Bouchard; David M. Moore, CM, vice president; and Wayne L. Larsen, CM, past president, cut the ribbon.
Tri-State Monument Builders
January 13-15, 1994, Baltimore, Maryland

Representatives of monument retail firms from across Delaware, Maryland, New Jersey, Pennsylvania and Washington, D.C., met in Baltimore for the annual convention of the Tri-State Monument Builders.

The three-day event featured exhibits of the services, products and memorials offered by some 40 manufacturers and suppliers, a BGA-sponsored cocktail party, educational sessions — including a presentation by Monument Builders of Pennsylvania Past President Larry Conroy on overcoming objections — and industry reports by the EGA and BGA. Patrick Timothy Mullikin, BGA manager of public relations, spoke at length about the Association’s upcoming Road to 2000: An Autumn Adventure.


BGA associate and supporting members displaying were: A. Bellavance & Sons, Inc., Breen Systems Management, Inc., Cochran’s Inc., and Monumental Computer Applications, Inc.

Mr. & Mrs. Manny Fram, Fram Monument Company, Inc., Baltimore, Md., drop by the BGA’s information booth.
ADAMS GRANITE COMPANY — (Second from right) Rich Tousignant points out some of his firm's new designs.

ANDERSON-FRIBERG COMPANY, INC. — (Left) Scott Wright discusses new designs with visiting memorials.

Barre Life, Spring 1994
BUTTURA & SONS, INC. — (Left) Gordon Lambert and (right) Harold Duff review sales literature with a retailer.

GRANITE INDUSTRIES OF VERMONT — (Left) Forrest Rouelle looks on as Glenn Atherton chats with a monument retailer.
LAWSON GRANITE COMPANY, INC. — (From left) Mark Gherardi and Mike Kennedy share a customary laugh with Barry Ettinger, Ettinger Memorial Design Studio, Inc., Ephrata, Pa.

PEERLESS GRANITE COMPANY — (From left, background) Bret and Brice Mugford visit with Tri-State memorialists.
NORTH BARRE GRANITE COMPANY, INC. — (From left) Joseph Hall, Joseph Hall Monuments, Staten Island, N.Y., with Charles Chatot.

ROCK OF AGES CORPORATION — (From left) Ray Stroutsos and Gary Kelly with Maureen Pesavento, F. Pesavento & Sons, Scranton, Pa.
Members of the New England Monument Dealers Association met for their annual meeting, which featured a daylong “Next Step Seminar” by the new MBNA President Jeffery Anderson, CM, and a display of granite monuments and other products and services. Representing Barre were Anderson-Friberg Company, Buttura & Sons, Inc., Houle-Giudici Company, Lawson Granite Company, Montpelier Granite Works, and BGA Manager of Public Relations Patrick Timothy Mullikin.
Monument retailers test their knowledge of old tools during an old tool identification contest held at Spokane's Tresko Monument, Inc., one of the highlights of the February 25-26, 1994, joint meeting in Spokane, Washington, that brought together retailers from California, Oregon, Idaho, Montana and Washington. Representing Barre was BGA Manager of Public Relations Patrick Timothy Mullikin.

Connecticut Monument Builders Guild
March 2, 1994, Berlin, Connecticut

One of the largest gatherings of Connecticut retailers, 22 firms in all, met for the daylong annual meeting of the Connecticut Monument Builders Guild. CMBG members discussed the possibility of a joint convention next year with the New England Monument Dealers Association. Representing Barre were Peter Friberg, Anderson-Friberg Company, Ron Plante, Lawson Granite Company and BGA Manager of Public Relations Patrick Timothy Mullikin.
### Item 1
8" x 8" Wall Clock
Barre Gray granite
Includes AA Battery
**Quantity** | **Price** | **Total**
--- | --- | ---
 |  | $59

### Item 2
Deluxe Barre Guild Logo Watch
Blue on White Dial
Genuine Leather Strap

Man's
**Quantity** | **Price** | **Total**
--- | --- | ---
 | $49 |  
Woman's
**Quantity** | **Price** | **Total**
--- | --- | ---
 | $49 |  

### Item 3
Official BGA Ball Cap
Heavy-weight, adult-size adjustable
White corduroy with blue embroidered Barre Guild seal on front.
Special introductory offer: 2 for $25
(or 1 for $15)

**Quantity** | **Price** | **Total**
--- | --- | ---
 |  |  

### Item 4
Barre Caveman T-shirt
Blue Design
On All-Cotton White T-Shirt
X-Large Only

**Quantity** | **Price** | **Total**
--- | --- | ---
 |  |  

### Item 5
Smoker's Warning
3" x 6" Barre Gray slate says it all.
Great incentive gift, ideal for Restaurants, hospitals and hotels.

**Quantity** | **Price** | **Total**
--- | --- | ---
 |  |  

### Item 6
Black Sheaffer Pen
In Chrome Holder Mounted
On 4" x 4" Barre Gray granite base

**Quantity** | **Price** | **Total**
--- | --- | ---
 |  |  
Granite Print Presentation Folders
Make a lasting impression with our exclusive Barre Gray granite double-pocket folders. A white panel located on the bottom of the back enables you to imprint your company name.

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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<tbody>
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<td>x $1</td>
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“Remembered For All Time”
(Protestant Designs and Symbolism)

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

“Signs of the Times”

“To Be Remembered”
(Jewish Designs and Symbolism)

“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 at-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)

“Non-imprinted brochures: 25 cents each. (25 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 ________

Barre Life, Spring 1994
La Cross Memorials, Inc.
P.O. Box 458
Barre, VT 05641
Gabriel "Bebe" LaCroix
802-451-3234 FAX: 802-479-2211

Lawson Granite Co.
P.O. Box 377
Barre, VT 05641
Mark Gherardi
802-451-5174 FAX: 802-479-1700

Maurice Memorials, Inc.
110 Granite Street
Barre, VT 05641
Leo Maurice
800-326-4599 FAX: 802-479-5153

Montpelier Granite Works
8 Granite Street
Montpelier, VT 05602
Joe Mureta
800-451-4513 FAX: 802-223-0525

North Barre Granite Co.
P.O. Box 548
Barre, VT 05641
Charles Chatot
800-227-1045 FAX: 802-479-0148

Northeast Granite Co.
P.O. Box 908
Montpelier, VT 05601
Russell Edson
800-950-3066 FAX: 802-223-6610

Peerless Granite Co.
P.O. Box 513
Barre, VT 05641
Bret Mugford
802-476-3061 FAX: 802-476-3014

Riverton Memorial, Inc.
P.O. Box 284
Northfield Falls, VT 05664
Ernest Lavigne
802-485-3371 FAX: 802-485-6535

Rock of Ages Corp.
P.O. Box 482
Barre, VT 05641
Kurt Swenson
802-476-3115 FAX: 802-476-3110

Rouleau Granite Co.
P.O. Box 567
Barre, VT 05641
Lucien Rouleau
800-343-4199 FAX: 802-476-4243

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

Tosi Custom Sandblast
RD2, Box 2025, Northfield, VT 05663
Todd Tosi
802-476-3851 FAX: 476-3851

Sawing/Polishing
Associated Memorial Products, Inc.
P.O. Box 291, Barre, VT 05641
Bob Pope
802-476-3411

Consolidated Memorials, Inc.
P.O. Box 594, Barre, VT 05641
Ray Batchelder
802-476-7542

Sculpting
A. Fantoni Sculpture Studio
P.O. Box 160, South Barre, VT 05670
Alcide Fantoni
802-476-3116

Celeselt Memorial Sculpture Studio
42 Willey St., Barre, VT 05641
Gary Sassi
802-479-9784 FAX: 479-9784

F.C. Gaylord Sculpture Studios
P.O. Box 466, Barre, VT 05641
Frank Gaylord
802-476-6711 FAX: 476-6711

Stanislaw Lutostanski Sculpture Studio
P.O. Box 265, East Barre, VT 05649
Stanislaw Lutostanski
802-479-2531 FAX: 479-2531

Turning
Grearson & Lane Co.
P.O. Box 527, Barre, VT 05641
John Grearson
802-476-7102 FAX: 476-5187

Dixie Diamond Mfg., Inc.
2457 Mt. Industrial Blvd., Tucker, GA 30084
Greg Walters
404-493-1555 FAX: 404-491-3106

DMS Parts & Supplies Co.
P.O. Box 368, 87 Boynton, Barre, VT 05641
Randy Reynolds
802-479-1088 FAX: 476-7195

Ducharme’s Machine Shop
McLeod Road, Granvilleville, VT 05654
Pierre Ducharme
802-476-6575 FAX: 476-6575

Gran-Quartz Trading, Inc.
P.O. Box 39599, Decatur, GA 30333
Peter deKok
800-458-6222 FAX: 404-621-9771

Miles Supply Co., Inc.
P.O. Box 257, Barre, VT 05641
Charlie Martin
802-476-3955 FAX: 476-3954

N-E-D Corporation
P.O. Box 711, Barre, VT 05641
Yvan LaBlanc
802-476-6520 FAX: 476-7460

Reynolds & Son, Inc.
P.O. Box 380, S. Barre, VT 05670
Bruce Seel
802-479-0101 FAX: 479-0135

Trow & Holden Co., Inc.
P.O. Box 475, Barre, VT 05641
Norm Akeley
802-476-7221 FAX: 476-7025

Travel
Horizon Travel, Inc.
P.O. Box 909, Barre, VT 05641
Shirley Quinnan
802-479-3238 FAX: 476-4122

Milne Travel Agency, Inc.
P.O. Box 452, 325 N. Main St., Barre, VT 05641
Marion C. Milne
802-479-0541 FAX: 479-0544

Utilities
Green Mountain Power Corp.
P.O. Box 850, S. Burlington, VT 05402
Paul Poirier
802-864-5731 FAX: 805-5974

Barre Life, Spring 1994

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OX
Paul Bagallo
2 Everett St
Barre VT 05641-471202