Retail monument dealer gatherings are the principal marketing events for the Barre Granite Association membership to sell their products.

These conventions, meetings, outings, etc., are held throughout the U.S., and their popularity is rooted in the firm belief that the monument display feature of these dealer meetings provides the best opportunity for personal one-on-one selling of the Barre product.

All the new communication technology of the last 100 years has not replaced the advantage that is affected through personal selling over all other means. I especially enjoy meeting dealers throughout the country and getting their thoughts on the industry and how the BGA can meet their needs.

Whatever the BGA members can do to promote successful, well-attended dealer meetings is to our advantage, and we spend a great deal of our resources to ensure the success of these meetings. If you are one who has not attended a state or national convention recently, I urge you to do this year's. Most are new and improved with much to do, see and learn.

So far this year, the membership has been involved in two extraordinary dealer conventions that illustrate the BGA's deep-seated commitment to support such events. The MBNA's 86th Annual Convention in Nashville drew 60 members from 16 BGA companies. The Association was also pleased to sponsor the BGA breakfast, featuring French toast and Vermont maple syrup. Austin P. McGonigle, president of Success Cycle, addressed the gathering on the secrets of successful sales, and he drew rave reviews. Hats off to Convention Chairman Mel Lommel, Exhibit Chair Charlie Hunt and the MBNA staff for putting on a convention the BGA membership thought was top notch.

Closer to home, the New England Monument Dealers Association and the Connecticut Monument Builders Guild held their Annual Convention in March. It marked the 60th Anniversary of NEMDA, so the BGA committed itself to extra efforts to celebrate the event. One of the most well-received efforts the BGA put forth at the request of the NEMDA Board of Directors and Conventions Committee was a video on new technology in Barre. Pulling together this 22-minute video production, tracing some of the more significant examples of technological change in the BGA, proved to be a very challenging project, indeed!

The timing could not have been better. First, because
1994 saw BGA members investing a significant amount in new plant and equipment; and secondly, recent accounts in national trade magazines of new equipment purchases by the country's granite manufacturing centers have been inaccurate and misleading.

The 90 percent who responded to a BGA voting member investment survey revealed that these members spent more than $2.5 million in 1994 on plant and equipment. Principal equipment acquisitions were two computerized contour saws, several new diamond-blade saws, a 12-head automated polishing line, and an assembly line for government markers. Less expensive, but equally critical, purchases also included new cranes, computer systems, new suction, sandblast compressors, saws, and a 60-ton forklift.

The survey also indicated major plans underway for additional investments in 1995. Many BGA members are expecting business to be significantly ahead this year, and many will be adding workers to meet the demand. Monthly comparisons of yearly sales thus far in 1995 confirm their optimism.

The last few minutes of the video were devoted to Barre's well-deserved reputation as the country's granite sculpting center. During July 1995, the City of Barre will be celebrating its Centennial. A large part of this 100th birthday will be to spotlight the granite industry and its over 150 years of contribution to the Granite Center of the World. Twenty-five to 30 sculptors will engage in month-long individual and group carvings, along with open houses by many of the manufacturers to host Barre citizens and visitors to their business. The video closed with an invitation to come to Barre in July and join our Centennial celebration. This same invite goes for our thousands of "Barre Life" readers. See you in Barre in July.

Lewis A. Shattuck
Executive Vice President

New Full Color Brochure
On Interior and Exterior Granite
Means Increased Opportunities

More and more sellers of granite memorials are discovering new sales opportunities — by offering a full range of granite products. And the Barre Granite Association is ready to help you cash in on this growing market with its newest brochure: GRANITE INSIDE AND OUT: Volume 1.

The full-color brochure made its debut at the MBNA's Nashville Convention, and the reaction to these granite products has been phenomenal. ..and for obvious reasons: Granite is making its place in homes and businesses as more people are discovering the beauty and versatility of this natural product. Inside the home or office it is becoming the medium of choice for kitchen and baths, floors, foyers, furniture and for a host of accents. Outside, it enhances any setting — be it a bird bath or bench in a quiet garden or the bold statement of a corporate sign in a busy metropolitan area.

To order your supply of GRANITE INSIDE AND OUT: Volume 1, check the box on the order form on page 31.
Maurice Memorials: New Generation of Change

A new generation of Maurices — the third to be exact — is on the rise at Maurice Memorials, Inc. The BGA member company was founded in 1946 by Raoul Maurice, who until his death in 1993 at 88, was the oldest active granite worker in Barre. From 1966 to 1993, Raoul and his three sons, Leo, Real and Fernand (Sonny), and his son-in-law Raymond LaCroix, owned and operated the company.

Earlier this year, Rodney and Peter Maurice, two of Leo’s eight sons, purchased shares in the company and now share in the ownership and management of the 49-year-old company. Rodney, 29, vice president, is plant manager of operations. Peter, 26, secretary of treasury, is plant manager of production.

Along with this change of ownership has been a change in the firm’s sales force, sales territories and support personnel.

Last year, Diane Maurice-Brault, one of Leo’s three daughters, joined the firm as office manager. David Sassi, joined Shirley Beaudoin, who has been with the firm for five years, as director of sales and marketing (and a specialist in hand-cut lettering). Earlier this year, Monica Leadbetter, who has 17 years experience in the granite industry, came on board as a customer service representative. Maurice’s newest employee, Debbie Venus, of Cleveland, Ohio, will be working as Midwest sales representative.
Late last year, Lawson Granite Company purchased and installed a French-manufactured Thibaut 12-head slab polisher — the industry's first automatic polisher capable of polishing large slabs ranging in thickness from 4 inches up to a maximum of 16 inches.

According to Lawson Granite Company President Mark Gherardi, one feature of the Thibaut polisher is that it can polish flat slabs and slant strips at incredibly high rates of speed. "The fully automated conveyor belt feeding the line moves at a rate of 16 to 36 inches per minute. And the quality of the polish is superb. The polisher can also handle odd-shaped slabs that other polishing lines can't," Gherardi says.

New Thibaut 12-head polisher combines speed and quality.

Hillside Saw Plant, Inc.
A Turn For The Better

With the recent purchase of the turning equipment of Grearson & Lane Company, a 101-year-old column cutting works, Hillside Saw Plant, Inc., has added columns, fountains, floating balls and vases to its growing list of granite products.

The turning and coring machinery has been installed at Hillside's manufacturing plant and will be operated by Norman Grearson. John Grearson will handle quotations, details and sales for Hillside's turned work, an arrangement that will assure former Grearson & Lane customers and new Hillside customers of continued quality in turned work.

Since its establishment in 1954 as a sawing and polishing facility, Hillside Saw Plant has grown into a full-service custom stone fabricator.

(Inset) Vice President Randy Carbonneau with the lathe at the plant. Sarah Somerville and John Grearson at Hillside Saw Plant's office.
Back in 1986, when North Barre Granite Company was celebrating its 40th year of Chatot-family ownership, founder Jules Chatot reminisced about the firm’s early years.

“We started with an old building shell, a broken-down crane and a compressor that didn’t work either. We put in two polishing machines, fixed up the sandblast area and went out looking for business.

“We had two basic rules: First, don’t overcharge for your product. And second, always treat your dealers fairly.”

In the half century that has followed, Jules’ rules have remained unchanged. The 100-year-old company, however, continues to change — for the better — under its current leadership.

When Jules retired in 1982, his daughter, Judee, and his nephew, Charles, purchased the company jointly. These equal partners represent the fifth-generation of Chatots who’ve made their living in the stone business; Charles’ daughter, Pam, bookkeeper, heralds the sixth generation. Their ancestors worked on stone bridges in and around Paris. Charles’ father and Jules, meanwhile, learned the granite trade at the once-bustling Jones Brothers plant.

Charles, president, joined the firm after graduating from Spaulding High School in 1959. His apprenticeship included polishing, sawing, finishing work and lumping. In 1974, he became foreman/general manager. Judee, vice president, joined the business in 1976. Her initial job was rubbing letters in the drafting department. Today, she oversees all administrative functions.

A friend of the environment, North Barre Granite Company was among the first companies to:
The First 100 Years

1895: Baptist Lucchina, native of Varese, Milan, Italy, establishes North Barre Granite Company.
1896: Mr. Lucchina consolidates with John Davidson of Drum, Aberdeeen, Scotland, and a Mr. Alexander Duncan.
1900: John Davidson retires.
1902: Plant built. Equipped with up-to-date appliances for doing all kinds of monumental work. Specialty is statuary and carving. Firm employs 40 men.
1950: Robert Barberi hired as a draftsman.
1959: Charles Chatot, Jules' nephew, employed as apprentice granite cutter.
1962: North Barre Granite Company incorporates.
1970: Charles Chatot becomes plant foreman.
1976: Judee Chatot joins firm.
1993: Firm signs up for Green Mountain Power Corporation's energy savings programs, retrofitting or replacing machinery. Result: cuts energy use in half.
1995: North Barre Granite Company celebrates its 100th anniversary. Robert Barberi retires after 45 years employment.

Over the years, North Barre Granite Company has built a reputation for elaborate, elegant and sophisticated forms encompassing art and memorialization. A sample of the firm's early work, shown above, (circa 1910), appears in Arthur W. Brayley's "History of the Granite Industry of New England," published in 1913 and bears this inscription: "The stone on which is cut calla lilies, roses Easter lilies and passion flowers is of unsurpassed excellence."

Charles says he is seeing a return to these larger estate jobs, the bigger monuments of yesteryear. "We're also cutting more smaller jobs," he adds.

As technology evolved, so did the manufacturing capabilities of North Barre Granite Company. "Although monuments have been our staple the last 10 years, we are diversifying. Making nonmonumental products is a good second line."

Today's machinery can produce monuments so fast that these other products (nameplates, signs, table tops) fill the void.

As for the next 100 years? "I have a positive outlook for the future of this industry," Charles says.
Couture Granite Company’s newest employee, **Val Currier**, brings to the granite firm 5 years’ experience in the granite industry plus more than 20 years’ experience in private industry. She joined the company in January as a sales representative and will be helping owners Roger and Brian Couture with increasing sales. Val comes to Couture Granite Company from Desilets Granite Company where she served as Administrative Assistant and Bookkeeper.

**Steve Slocum** (right, with Sandblast Foreman Bob Trottier) is Houle-Giudici Granite Company’s newest sales representative. He began working for the company in July 1994, bringing with him more than 20 years’ experience in the granite industry. In the course of his career, Steve has worked as a quarryman, wire saw operator, in sandblasting, in telemarketing and in credit management. Currently, Steve is working on expanding Houle-Giudici Granite Company’s marketing area.

The man whose name is both familiar and unforgettable in the monument business has joined the Lawson Granite Company sales team. **Jim Pancake**, most recently sales representative for Monument Flower Vase Company of Scottsburg, Ind., joined Lawson Granite Company in February as its Midwest Sales Representative. Jim’s career includes a stint with Royal Melrose Granites and with Best Buy, a regional electronics company. He also played ball with the Minnesota Twins’ minor league team in Elizabethton, Tenn. Jim lives in Tell City, Ind., with his wife, Mary Jane.

Two longtime employees of Maurice Memorials were honored for their service at a joint retirement party Dec. 23, 1994. **Donald Lord** (left) was a stonemason with the firm for 12 years. He started in the granite business in 1951. **Pete Young** had been a Maurice Memorials sales representative in New York State for 33 years. His career in the granite industry began when he was 15 years old. Maurice Memorials President Leo Maurice honored both men with retirement gifts.
Bonnie Laird, president of Bonnie Laird & Associates, Red Bank, N.J., outlines the steps involved in what she calls “the whole selling process”: product knowledge, knowledge of customers, sales techniques and the presentation of oneself. For 23 representatives from 14 BGA member companies, Ms. Laird’s two-and-a-half-hour interactive seminar “How To Increase Sales to Monument Retailers,” was an insightful look into sales.

Stephen Shuldenfrei, executive director of the Society of Independent Trade Show Organizers, presents his “50+ Easy Things That Generate More Trade Show Sales” to the 31 representatives from 14 BGA member companies attending his Jan. 25 seminar at the Barre Elks Lodge. Mr. Shuldenfrei’s interactive presentation included the steps an exhibitor should take before, during and after the show and stressed the importance of positive body language.
Sixty representatives from 18 member companies of the Barre Granite Association attended the 86th Annual Convention and Monument Industry Show of the Monument Builders of North America, Jan. 29-Feb. 1, at the Nashville Convention Center, Nashville, Tenn.

The 18 BGA member companies were among 105 exhibitors displaying granite memorials and other granite products, equipment, supplies and services to retail monument firms from the United States, Canada and overseas. The four-day event, which drew more than 1,300 registrants, included business and educational sessions including a BGA-sponsored breakfast featuring Vermont maple syrup with speaker Austin P. McGonigle, president of Success Cycle and one of the nation's foremost authorities on selling.

During the convention, Kurt Swenson, Rock of Ages Corporation chairman and chief executive officer, was elected president-elect of the Monument Manufacturers and Wholesalers Division; Mark Gherardi, Lawson Granite Company president, was recognized as a member of the Exhibit Committee; and Lewis A. Shattuck, BGA executive vice president, was appointed to the MYTTE Public Relations Committee and the Industry Legislative Committee. BGA Voting Members attending the MBNA Convention were: Adams Granite Company; Anderson-Friberg Company; Granite Industries of Vermont; Lawson Granite Company; Maurice Memorials; Montpelier Granite Works; North Barre Granite Company; Peerless Granite Company; Rock of Ages and Rouleau Granite Company.
Austin P. McGonigle, president of Success Cycle and one of the nation's foremost authorities on selling, inspires a group of 475 early-risers during the BGA's french toast breakfast featuring Vermont maple syrup.

(Left photo) Jim Soutar of Rouleau Granite Company presents Katie Haas, host of TNN's "Live at the Wildhorse Saloon," with a Barre Gray granite nameplate during the Jan. 31 taping of the show, which aired Feb. 14. (Right photo) Richard Kimball, Rock of Ages Corporation president and chief operating officer (second from right), and Mark Gherardi, Lawson Granite Company president (far right), ham it up during another segment of the show.
The BGA's video "New Technology in Barre" makes its debut at the New England Monument Dealers Association's 60th Annual Convention. The video, which will be updated periodically to include other BGA members with new technology, was prepared especially for the joint convention of NEMDA and the Connecticut Monument Builders Guild, Inc.

The New England Monument Dealers Association and the Connecticut Monument Builders Guild, Inc., met in Sturbridge, Massachusetts, March 3-4 for a joint annual convention and monument display celebrating NEMDA's 60th Anniversary. The event drew representatives from 60 monument retail firms from across Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont, along with 34 manufacturing firms, including 11 BGA Voting Members. In addition to a strong turnout by members, was the collective support of the BGA itself. The Association debuted a 22-minute video on new technology in Barre, a project long in coming and whose catalyst was a request last year by the NEMDA Board of Directors and Conventions Committee. The Association sponsored two hands-on workshops — one on minor repair of granite and spot polishing, conducted by Michael David Brown of BGA Supporting Member Gran-Quartz Trading Company, and one on rock pitching, conducted by Peter Maurice of BGA Voting Member Maurice Memorials. The Association also sponsored the cocktail party that preceded the final banquet.

BGA Voting Members attending the convention were: Anderson-Friberg Company; Buttura & Sons, Inc.; Colombo Granite Company; Couture Granite Company; Family Memorials; Lawson Granite Company; Maurice Memorials; Montpelier Granite Works; North Barre Granite Company; Rock of Ages Corporation; and Rouleau Granite Company.
Michael David Brown of BGA Supporting Member Company Gran-Quartz Trading, Inc., shows monument retailers techniques for repairing minor nicks and scratches using hand-held power tools. In-house repair work eliminates the need to send damaged stones back to the manufacturer for repair.

(Left photo) A young memorialist tries his hand at rock pitching during the BGA’s well-received workshop on the use of hand tools and rock pitching conducted by Peter Maurice of BGA Voting Member Company Maurice Memorials. (Right photo) Peter’s brother, Rodney Maurice, also takes a swing. Maurice Memorials gave away the finished memorials as door prizes.
BGA Voting Member Displays Of Granite Memorials At...

ADAMS GRANITE COMPANY (MBNA): (From left) Adams President Kerry Zorzi, Richard Cecchini, Carole Cecchini and Rich Tousignant chat with Michael and Lori Kowalski of Quakertown Memorials, Quakertown, Pennsylvania.

ANDERSON-FRIBERG COMPANY: (Left photo, from left) Mervin Whipple of Everlasting Memorials, Dayville, Connecticut, talks with AFCO Sales Representative Dick Gale at the NEMDA Convention. (Right photo) AFCO's display at the MBNA Convention.
BARRE GRANITE ASSOCIATION: (Left photo, from left) Harold Buzzi of Buzzi Memorials, Pawcatuck, Connecticut, visits with BGA Executive Vice President Lewis A. Shattuck at the NEMDA Convention. (Right photo) The BGA's booth at the MBNA Convention featured a variety of granite products in addition to memorials.

BUTTURA & SONS, INC. (NEMDA): (From left) Buttura & Sons President Brent Buttura talks Barre with MBNA President John Hakola, CM, and his wife, Monica, of Brooklyn Monument Company, Brooklyn, New York.
COLOMBO GRANITE COMPANY (NEMDA): (From left, sitting at table) Jackie Colombo shows some of her firm's designs to Tom Rex of Rex Monumental Works, New Bedford, Massachusetts, and to Patricia Corey of Rex Monumental Works, Taunton, Massachusetts.

COUTURE GRANITE COMPANY (NEMDA): (From left) Joe Currier, husband of Val Currier, who works at Couture, talks business with the firm's President Roger Couture. The NEMDA Convention was the first convention for the 6-year-old granite manufacturer.
DGC ASSOCIATES, INC. (MBNA): (From left) DGC's Dan Roselli does some quick estimating at the firm's booth, which featured a variety of granite monuments, sculpture and products.

FAMILY MEMORIALS, INC. (NEMDA): (From left) Monica and MBNA President John Hakola, CM, Brooklyn Monument Company, Brooklyn, New York, visit with Robert and Mary Ann Couture.
GRANITE INDUSTRIES OF VERMONT (MBNA): These two beautiful examples of Barre hand carving dominated Granite Industries of Vermont's monument display, which also included new designs featuring etching.

LAWSON GRANITE COMPANY: (Left photo) Lawson Granite Company's display of 81 monuments was the largest display at MBNA. (Right photo, from left) Lawson Sales Representative Ron Plante with George Rice of Tri-County Memorials, Uncasville, Connecticut.
MAURICE MEMORIALS, INC. (Left photo) Maurice Sales Representatives Debbie Venus, David Sassi and Shirley Beaudoin with a memorialist at the NEMDA Convention. (Right photo) Rodney Maurice with a retailer at the MBNA Convention.

MONTPELIER GRANITE WORKS: (Left photo, from left) Nancy Souza, Rex Monumental Works, Fall River, Massachusetts, visits with MGW's Michelle Parker and Lynda Aldrich at the NEMDA Convention. (Right photo, center) Sue Carlson, St. Charles Memorial Works, Inc., St. Charles, Illinois, visits MGW's booth at the MBNA Convention.
BGA Voting Member Displays Of Granite Memorials At...

NORTH BARRE GRANITE COMPANY (Left photo, from left) Ken Ball visits with Robert Bangs of Quinlan Memorial Co., Inc., Wakefield, Massachusetts, at the NEMDA Convention. (Right photo, from left) Mike Ornitz chats with Anthony Spadolini Sr. and Jr., and Mike Colonna of Wellwood Memorials, Inc., North Lindenhurst, New York, at the MBNA Convention.

PEERLESS GRANITE COMPANY (MBNA): (From left) Peerless Granite Company President Bret Mugford, Vice President Brice Mugford, and Bret's wife, Brunella Mugford, talk shop with a visiting retailer.
ROCK OF AGES CORPORATION: (Left photo, from left) ROA's Ray Stroutsos, Barry Milner and Ted Haydon confer while two retailers chat at the MBNA Convention. (Right photo, from left) Janet Taylor, Taylor Memorials, Pittsfield, Massachusetts, visits with Ray Stroutsos and Dennis Merchant at the NEMDA Convention.

ROULEAU GRANITE COMPANY: (Left photo, from left) Brad Jones, Peter Delphos and Jim Soutar at the MBNA Convention. (Right photo, from left) John Juby of Bellevue Memorials, Adams, Massachusetts, talks with Brad Jones at the NEMDA Convention.
ANDERSON-FRIBERG COMPANY -- Select Barre Granite monument designed by Charles Dindo. Manufactured by Anderson-Friberg Co. for the family of Clyde Davidson, a well-known and highly respected granite manufacturer in South Ryegate, Vermont.
BUTTURA & SONS, INC. -- This unusual monument was manufactured from a design by the Swartz family. The columns, cap and 8-10 long base were fabricated from Red Diamond granite and are additions to the pre-existing Montello granite die and base.
ADAMS GRANITE COMPANY

Granite: Dark Barre
Die: 4-0 x 0-8 x 2-8
Finish: Polish-2; Balance Steel
Base: 4-6 x 1-2 x 0-10
Finish: Polish Flat Top; Steel Bevel Front; Balance Rock Pitch

COLOMBO GRANITE COMPANY

Maltese
Cross: 1-9 x 0-10 x 1-9
Granite: Medium Barre
Finish: Polish-2; Balance Axed
Die: 2-6 x 0-10 x 9-0
Finish: Steel-3; Balance Rock Pitch
Base: 3-4 x 1-8 x 0-8
Finish: Steel Top; Balance Rock Pitch
Retailer: Rex Monumental Works
New Bedford, Massachusetts
DGC ASSOCIATES, INC.

Die: 4-0 x 0-8 x 2-4
Granite: Canadian Pink
Finish: Polish-2; Steel Heart; Balance Rock Pitch
Carving: Sandblast and Hand-Tooled Rose
Base: 4-10 x 1-4 x 0-8
Finish: Polish Top; Steel Splay; Balance Rock Pitch

FAMILY MEMORIALS, INC.

This beautifully carved Blessed Mother and deep rose design adorns a 3-0 Barre die on a 3-10 base. The rounded scallop-rock finish further enhances this memorial. The dealer is Sweet-Woods Memorial Co., Phoenix, New York.
GRANITE IMPORTERS, INC.

Project: 18,750-Square Foot Office Building in Lima, Peru, Took One Year To Complete
Granite: Onyx & Jet Mist
Marble: Royal Danby
Slate: Vermont Mottled
Finish: Polish, Honed & Flamed
Notes: Project Required Engineering Of Anchoring System And Full Scale Testing For Wind Loads At A Testing Facility In Miami, Florida

HILLSIDE SAW PLANT, INC.

Center Die: 2-8 x 0-8 x 4-8
Granite: Emerald Pearl
Finish: Polish
Inside Wings: 3-4 x 0-8 x 4-4
Outside Wings: 3-4 x 0-8 x 4-0
Retailer: Alan E. Fricke Memorials
Lake Ronkonkoma, New York

Barre Life, Spring 1995
HOULE-GIUDICI
GRANITE COMPANY

Granite: Barre
Die: 4-4 x 0-8 x 3-4
Finish: Steel-2; Scallop Edges; Balance Rock Pitch
Base: 7-0 x 1-2 x 0-8
Finish: Steel Top; Balance Rock Pitch
Vases: 1-0 x 0-10 x 1-0
Finish: Steel-2; Balance Rock Pitch
Retailer: Daley-Connerton Memorials
Bloomfield, Connecticut

LAWSON GRANITE
COMPANY

Die: 7-4 x 0-10 x 3-10
Granite: Dark Barre
Finish: Polish-2; Balance Rock Pitch; Axed Set Back Top And Right End
Carving: Hand-Cut Christ In Garden
Base: 8-6 x 1-4 x 0-10
Granite: Medium Barre
Finish: Polish Flat Top; Steel Bevel Front; Balance Rock Pitch
Designer: Ralph Ruccis, Jr.
Retailer: Lincoln Monument Company
Montclair, New Jersey
MAURICE MEMORIALS, INC.

Die: 3-6 x 0-8 x 2-4
Granite: Medium Barre
Finish: Steel-2; Balance Rock Pitch
Carving: Sandblast With Two Deep Roses
Base: 4-6 x 1-2 x 0-8
Finish: Steel Flat Top; Balance Rock Pitch

MONTPELIER GRANITE WORKS

Die: 2-10 x 0-8 x 3-0
Granite: Impala Black
Finish: Polish-2; Balance Rock Pitch
Base: 3-4 x 1-2 x 0-8
Finish: Polish Top, Front Bevel; Balance Rock Pitch
Designer & Etcher: Sofia Shatkivska
Retailer: McIninch Monument Company
Waterford, Michigan
NORTH BARRE GRANITE COMPANY

Die: 3-10 x 0-10 x 3-3
Granite: Barre
Letters: Square Raised In Relief And Protruding Above Top Of Die
Finish: Steel
Base: 4-4 x 1-2 x 1-0
Finish: Steel Flat Top; 2-Inch Steel Margin Line On Three Sides; Balance Rock Pitch
Retailer: Haimm Memorials
Iselin, New Jersey
Designer: Morton Schneider

PEPIN GRANITE COMPANY

Heart-Shaped
Die: 2-6 x 0-8 x 2-4
Granite: North American Pink
Finish: Polish-2; With No-Charge Rose
Base: 3-2 x 1-2 x 0-8
Finish: Polish Top; Balance Rock Pitch
Retailer: Bainbridge Memorials
Bainbridge, New York
ROCK OF AGES CORPORATION

Die: 7-4 x 0-10 x 3-2
Granite: Sealmark Blue Gray
Finish: Memocraft
Base: 8-8 x 1-6 x 0-10
Retailer: Tri-State Memorial Service
Ogden, Utah

ROULEAU GRANITE COMPANY

Die: 5-10 x 0-10 x 3-4
Granite: Dark Barre
Finish: Polish
Carving: Front And Back; With Full-Length Sacred Heart In 2-0 x 0-2 Niche
Plinth: Polish
Base: Polish Top; Balance Rock Pitch
Barre Granite Shop

(Prices Good Through July 15, 1995)

Item 1
8" x 8" Wall Clock
Barre Gray granite
Includes AA Battery
Quantity Price Total
x $40 =

Item 2A
Rhodium-plated pick-and-shovel tie pin with cabochon of Barre Gray granite
or
Item 2B
Shovel tie bar
Quantity Price Total
x $5 =

Item 3A
Rhodium-plated pick-and-shovel earrings with cabochon of Barre Gray granite. Surgical-steel posts.
or
Item 3B
Leaf-mount earrings
Quantity Price Total
x $12 =

Item 4
Deluxe Pilsner Glasses
Set of four.
Quantity Price Total
x $20 =

Item 5
Rhodium-plated letter opener with cabochon of Barre Gray granite
Quantity Price Total
x $7 =

Item 6
Distinctive bolo tie with cabochon of Barre Gray granite. Leather-look cord.
Quantity Price Total
x $15 =
ORDER FORM

(Prices Good Through July 15, 1995)

Office Hours: Monday - Friday 8 a.m. - 4:30 p.m. (EST)
WE NOW ACCEPT CREDIT CARDS!

GRANITE INSIDE AND OUT:
Volume 1
More and more sellers of granite memorials are discovering new sales opportunities - by offering a full range of granite products. And the Barre Granite Association is ready to help you cash in on this growing market with this new brochure.

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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"
(art design and symbolism)

"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)

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

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Brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure.)

IMPRINTING IS NO LONGER AVAILABLE

Videotapes
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| Quantity | Price | Total |
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"Artistry in Granite"
(a look at beautiful Barre gray granite monuments)

"Quarrying and Manufacturing"
(the making of Barre monuments)

"The Story of the Barre Granite Industry"
(the fascinating history of the Granite Center of the World)

"The Stone Whistle"
(tour and explanation of the Barre granite industry, with John Forsythe)

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For orders up to $100: add $5 shipping fee
For $101 to $500: add $7.50 shipping fee
For $501 or more: add $10 shipping fee

How To Order:
(Payment must accompany order)
1. Check desired items, and write in total amount (including shipping fees).
2. Complete shipping information below:
3. Select payment method
   □ MasterCard  □ VISA  □ Check or money order
   Credit card number (credit order subject to approval)  Exp. Date
4. Mail entire form to: The Barre Granite Association, P.O. Box 481 Barre, Vermont 05641
5. Credit card orders may be phoned in or FAXed to 802 476-1765. Please have your credit card handy when you call us on our regular line, 802 476-4131.

Barre Life, Spring 1995
VOTING MEMBERS

Adams Granite Co.
P.O. Box 126
Barre, VT 05641
Kerry Zorzi
802-342-1070
FAX: 802-476-3027

Anderson-Friberg Co.
P.O. Box 626
Barre, VT 05641
Peter Friberg
800-451-3255
FAX: 802-476-7879

Buttura & Sons, Inc.
P.O. Box 606
Barre, VT 05641
Brent Buttura
802-451-3253
FAX: 802-476-5994

Colombo Granite Co.
155 Boynton St.
Barre, VT 05641
Bob Colombo
800-446-1049
FAX: 802-476-0200

Consolidated Memorials, Inc.
P.O. Box 394
Barre, VT 05641
Ray Batchelder
802-476-7542

Couture Granite Co.
99 Maple Ave.
Barre, VT 05641
Roger Couture
802-479-5255/800-423-9110
FAX: 802-479-2120

DGC Associates, Inc.
221 Barre St.
Montpelier, VT 05602
Mike Bouchard
802-223-2111
FAX: 802-223-0720

Family Memorials, Inc.
P.O. Box 583
Barre, VT 05641
Robert Couture
800-533-3031
FAX: 802-476-3511

Granite Importers, Inc.
P.O. Box 712
Barre, VT 05641
Jake Colgan
802-476-5812
FAX: 802-476-7349

Granite Industries of Vermont
P.O. Box 537
Barre, VT 05641
Jeff Marchell
800-451-3256
FAX: 802-479-7917

Hillside Saw Plant, Inc.
P.O. Box 134,
Barre, VT 05641
Ed Carbonneau
802-479-2508
FAX: 802-479-5438

Houle-Gonacci Co.
P.O. Box 787
Barre, VT 05641
Gene Houle
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FAX: 802-476-7358

ASSOCIATE MEMBERS

Drafting/Designing
Monumental Computer Applications, Inc.
9 Genesee St., Cherry Valley, NY 13520
James Faliveno
607-264-3011 FAX: 607-264-3307

Polishing
M & W Polishing Co.
P.O. Box 521, Barre, VT 05641
Waldo Mugford
802-476-8340 FAX: 476-3014

Sandblasting
Capital Custom Sandblast
RD#1, Box 140, East Montpelier, VT 05651
Martin Fitzgerald
802-223-3041 FAX: 223-3044

Cochran's, Inc.
P.O. Box 272, Barre, VT 05641
Sherman Cochran
802-479-1035 FAX: 479-1036

Culture Craft Sandblast Co.
P.O. Box 645, Barre, VT 05641
Adelard Benoit
802-476-7351 FAX: 476-6557

Frank's Memorials, Inc.
P.O. Box 555, Barre, VT 05641
Lee Chaloux
802-479-2776 FAX: 479-5249

Guy's Custom Sandblast
23 Jacques St., Barre, VT 05641
David Guy
802-479-0801

Memorial Sandblast Co.
P.O. Box 582, Barre, VT 05641
Mike Pelkey
802-476-7086 FAX: 476-7086

Rock Sales, Inc.
P.O. Box 401, Barre, VT 05641
Mark Treon
802-479-2848 FAX: 476-3445

SUPPORTING MEMBERS

Accounting
Salvador & Babic PC
240 S. Main St., Barre, VT 05641
Tom Babic
802-476-8673 FAX: 479-5165

Banking
Granite Savings Bank & Trust Co.
P.O. Box 483, Barre, VT 05641
William McMeikin
802-479-3315 FAX: 476-1220

Vermont National Bank
P.O. Box 708, Barre, VT 05641
Skip Pocobut
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Computer Services
Breen Systems Management, Inc.
18 Blair Park Road, Williston, VT 05495
James Breen
802-879-4212 FAX: 878-1717

Health
Barre Health Center
225 S. Main St., Barre, VT 05641
Joseph J. Manavola, MD
802-479-9158

Insurance
Berg, Carmolli & Kent, Inc.
P.O. Box 628, Barre, VT 05641
Dick Huskes
802-479-1046 FAX: 479-2761

Pomerleau Agency, Inc.
P.O. Box 6, Burlington, VT 05402
Charles Lord
802-863-2841 FAX: 863-8209

Printing
Imperial Company
11 Commerce Ave., West Lebanon, NH 03784
Pat Maguire
603-298-5057 FAX: 603-298-9921

Reclamation
Fulton & Company, Inc
P.O. Box 141, Williston, VT 05495
Bill Fulton
802-479-3339 FAX: 476-5933

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

Hilltop Restaurant
P.O. Box 634, Quarry Hill Road, Barre, VT 05641
John Reilly
802-479-2129

Stone Gifts
Natural Elegance
11 Pearl St., Brandon, VT 05733
Ms. Virginia deGanahl Russell
802-247-3773 Fax: 247-8331

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