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President
Kerry Zorzi
Vice President
Lewis A. Shattuck
Treasurer
Corporate Secretary
John F. Castaldo
Assistant Treasurer
BGA Trustees
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Hillside Stone Products
Robert Couture
Family Memorials
Jeff Martell
Granite Industries of Vermont
Brice Mugford
Peerless Granite Company
Paul Rouleau
Rouleau Granite Company
Mark Gherardi
Rock of Ages Corporation
Kerry Zorzi
Adams Granite Company
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Patrick Timothy Mullikin
Editor & Manager of Public Relations
John P. Castaldo
Manager of Finance & Administration
Gary Watson
Manager of Member Services
Gail R. Spear
Secretary-Receptionist
Linda Boyd
Administrative & Editorial Assistant

The 1995 Wirthlin Report contains new information that should be very encouraging to retail monument dealers as well as clues on how to make your company more appealing to potential monument purchasers.

The initial Wirthlin Report was published in 1990 and was commissioned by the Funeral and Memorialization Information Council (FAMIC) to study consumer attitudes toward memorialization and ritualization and determine consumer values when making arrangements for a funeral or burial. It also sought attitudes toward cremation, pre-planning and industry trends.

In support of the theory that the more the public knows about memorials, the more they prefer dealing with a professional memorialist, almost half of those with funeral arrangement experience prefer to do business with someone who specializes in designing and crafting monuments in preference to those who make funeral arrangements. Why does the public prefer a monument specialist? Because the consumer is looking for better quality and better selection and not price, the study revealed. Other questions to those making funeral arrangements again confirmed that the majority prefer to do business with someone who specializes in designing and crafting monuments over the person in charge of the funeral. Why? Again, better quality, selection and you can see what you’re getting was the response.

The message that should be loud and clear is that the public wants a display that offers ample choice of memorials for customers to choose from. That means retailers must have an inventory that will draw interest and increase the chances of a sale. For the BGA members it means you should order now and stock up on a hefty inventory of beautifully designed Barre monuments that accent the full array of memorial art with the emphasis on craftsmanship by skilled artists and not price. These results confirm my conversations with retail monument specialists who correlate increased sales with larger displays. As a prominent retailer said to me recently, “If you don’t show it, you don’t sell it!” The survey also indicates people under age 55 believe the function of the monument is to preserve the memory of, and pay tribute to, a loved one. It would seem this age group would be looking for a memorial with more personalization through art work such as sculpture, engraving or etching. All the more reason to think of Barre when buying memorials!

Industry forecasters estimate that there are 10 million funerals pre-sold in this country. Of all of the segments in the death care industry the least amount of pre-need sales are by the memorial industry. One of the BEYOND 2000 educational sessions will be directed at showing retail memorialists how to counter this disturbing trend by setting up your own pre-need sales program. A distinguished panel of memorialists have been recruited to reveal trade secrets in establishing a successful memorial dealer pre-need sale program. All the more reason to be in Barre August 3-5 to be part of the biggest BGA display and conference featuring Vermont’s finest industry spectacular.

Lewis A. Shattuck
Executive Vice President
The Barre Granite Association's commitment to support state and regional monument retail conventions this year was unbroken even by the East Coast's "Blizzard of '96" as 12 BGA manufacturing
members (up from nine in 1994) displayed a variety of granite memorials at the Jan. 11-13 Tri-State Monument Builders Convention in Baltimore. This convention broke all previous
TRI-STATE MONUMENT BUILDERS
January 11-13, 1996
Baltimore, Maryland

MONUMENT BUILDERS OF DELAWARE/MARYLAND · MONUMENT BUILDERS OF NEW JERSEY · MONUMENT BUILDERS OF PENNSYLVANIA

PEERLESS GRANITE COMPANY: (From Left) Peerless Granite Company President Bret Mugford, Vice President Brice Mugford, and Brice’s wife, Marie, are all smiles.

ROCK OF AGES CORPORATION: (From Left) ROA’s Manager of Sales Ray Stroutssos online with Barry Eitnier, Eitnier Memorials Design Studio, Ephrata, Pennsylvania.

ROCK SALES, INC.: (From Left) Rock Sales, Inc., President K. Mark “Rock” Treon, and Sales Manager Terri Ford, with Larry Conroy of Wm. Cartledge & Sons, Upper Darby, Pennsylvania.

ROULEAU GRANITE COMPANY: (From Left) Rouleau Sales Reps Jack Babic, Peter Delphos and Bud Smith stand ready to greet customers at Rouleau’s new display.

attendance records: Some 325 people registered for the show. The event featured a cocktail party sponsored by the BGA, educational seminars, and updates from the major granite-producing regions.
Sixty-seven exhibitors displayed all manner of equipment, accessories, computers and related aspects of the monument industry at the 87th MBNA National Convention held in...
January 13-17, 1996
Washington, D.C.
MONUMENT BUILDERS OF NORTH AMERICA

BGA: (From Left) BGA Executive Vice President Lewis A. Shattuck visits with MBNA Vice President Michael P. Brannon, Brannon Monument Company, Dubuque, Iowa.

MAURICE MEMORIALS, INC. (From Left) Maurice Vice President Rodney Maurice, Sales Rep David Sassi with Jeffrey Anderson, CM, Anderson Memorials, Inc., Austin, Minnesota.

MONTPELIER GRANITE WORKS: (From Left) MGW’s Lynda Mureta Aldrich, Lorne Raber of Eden Memorials, Winnipeg, Manitoba, and MGW’s Michelle Mureta Parker.

ROULEAU GRANITE COMPANY: Rouleau Granite Company Sales Representatives Extraordinaire Peter Delphos and Bud Smith are all smiles.

Washington D.C. The convention included tours of historic places including the Washington National Cathedral, the National Archives, Arlington National Cemetery, The National Korean War Memorial and other famous monuments.
Retailers from across New York attended the NYSMBA’s 55th annual convention, which featured supplier table-top exhibits, educational workshops and the premier of the BGA’s “Technology ’96” video.
The Monument Builders of New England hosted its largest monument display ever March 1-3, 1996, in Sturbridge, Mass., during its 61st Annual Convention held in conjunction with Connecticut Monument Builders...
NEW ENGLAND MONUMENT DEALERS ASSOCIATION, INC.
March 1-3, 1996
Sturbridge, Massachusetts

GRANITE INDUSTRIES OF VERMONT: (From Left) GIV Sales Reps Norm Campo and Paul Bagallo with one of the firm's new designs that debuted at the NEMDA convention.


MONTPELIER GRANITE WORKS: (From Left) MGW sisters Lynda Mureta Aldrich and Michelle Parker strike a pose at their display of new designs created for the show.

NORTH BARRE GRANITE COMPANY: North Barre Granite Company Sales Representative Ken Ball is ready for business. The Barre company celebrated its centennial last year.

Guild, Inc. The event featured monument displays of 11 BGA manufacturing members and workshops on monumental lettering and layout, hand-tooling letters, stain removal and cleaning and a BGA-sponsored cocktail party.
This year, the BGA will attend one dozen regional and state monument conventions, along with the American Cemetery Association and National Catholic Cemetery Conference.
GRANITE IMPORTERS, INC.

Stone: Bethel White Granite
Finish: Thermal
Square Feet: 24,248
Project: Bountiful Temple
Location: Bountiful, Utah
GRANITE INDUSTRIES OF VERMONT

GRANITE: Variegated Dakota Mahogany granite
OVERALL SIZE: 15-0 x 15-0 x 10-0

THIS UNIQUE, LYRICAL AND GEOMETRICAL PIECE IS THE WORK OF THE INTERNATIONALLY RENOWN SCULPTOR, CHARLES PERRY. UNTIL THIS PIECE, PERRY’S MEDIUM HAD BEEN VARIOUS METALS CAST AND FABRICATED TO HIS SPECIFICATIONS.

JOSEPH B. CALCAGNI AND SON JOSEPH V. HAVE SUCCESSFULLY INTERPRETED PERRY’S IDEA IN THIS MASSIVE PIECE OF GRANITE THAT WAS CUT WITH GREAT EXPERTISE AND ATTENTION TO DETAIL BY GRANITE INDUSTRIES OF VERMONT DURING THE SPRING OF 1995. THE CALCAGNIS ASSEMBLED THE PIECES AT THEIR PLANT AND PLACED THE WORK IN A PRIVATE GARDEN IN GREENWICH, CONN., IN JULY 1995.
RIVERTON MEMORIAL, INC.
FOR A. MONTI GRANITE, QUINCY, MASSACHUSETTS

<table>
<thead>
<tr>
<th>Granite:</th>
<th>Barre Gray</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location:</td>
<td>Boston, Massachusetts</td>
</tr>
<tr>
<td>Overall Size:</td>
<td>38 x 24</td>
</tr>
<tr>
<td>Finish:</td>
<td>Steel</td>
</tr>
</tbody>
</table>
ADAMS GRANITE COMPANY
FOR TRI-STATE MONUMENT COMPANY
EAST LIVERPOOL, OHIO
Medium Barre Gray Cross: 2-8 x 0-10 x 6-0 Finish: Steel
Sub Base: 3-0 x 1-2 x 0-10 Finish: Steel
Base: 4-6 x 1-6 x 1-0 Finish: Steel
Steel

LAWSON GRANITE COMPANY, INC.
FOR HAMDEN MONUMENT COMPANY
HAMDEN, CONNECTICUT
Light Barre Gray Cross: 2-6 x 0-8 x 6-0 Finish: Steel
Drop Wash Barre Base 1: 2-0 x 1-2 x 6-6 Finish: Steel
Drop Wash Barre Base 2: 2-6 x 1-8 x 0-8 Finish: Steel
Drop Wash Barre Base 3: 3-0 x 2-2 x 0-10 Finish: Steel
ANDERSON-FRIBERG COMPANY—SELECT LIGHT BARRE GRANITE MONUMENT PRODUCED BY ANDERSON-FRIBERG CO. FOR A. H. HOPPER, INC., NORTH ARLINGTON, NEW JERSEY.
BUTTURA & SONS
FOR LINCOLN MONUMENT COMPANY, MONTCLAIR, NEW JERSEY.

GRANITE: Barre Gray
OVERALL SIZE: 16-4 x 5-0 x 9-1
FINISH: Steel

DESIGNER: Ralph Rullis, Jr.

Barre Life, Spring 1996
GANDIN BROTHERS, INC.—STEELED BARRE GRANITE MONUMENT LOCATED IN BARRE'S HOPE CEMETERY AND SOLD TO GANDIN SALESMAN FLAVIO FURLONI.
BEYOND 2000
August 3-5, 1996 • Barre Civic Center

YOUR $149 PER ADULT* REGISTRATION FEE INCLUDES:

• 3 Lunches! • 3 Cocktail Receptions! • 3 Dinners!
• Admission to a huge GRANITE MEMORIAL exhibit
• 3 Exciting Workshops
• Tours of granite quarries, manufacturing plants
  and world-famous Hope Cemetery
• Children’s Activities

SATURDAY
LaGue Inns

Barre Civic Center
CHILDREN’S ACTIVITIES:
- Barre Civic Center
- Hope Cemetery

EVENING’S ENTERTAINMENT:
CHILDREN’S ACTIVITIES:

SUNDAY
LaGue Inns

Barre Civic Center
CHILDREN’S ACTIVITIES:
- Barre Civic Center

MONDAY
LaGue Inns

OCTOBER 3
8:00 a.m./11:00 a.m.
10:30 a.m./1:30 p.m.
11:30 a.m./2:30 p.m.
12:00 p.m./3:00 p.m.
2:00 p.m./4:00 p.m.
4:30 p.m./5:30 p.m.
6:00 p.m. -

EVENING’S ENTERTAINMENT:
CHILDREN’S ACTIVITIES:

AUGUST 4
9:30 a.m./11:30 a.m.
12:00 p.m./1:30 p.m.
1:30 p.m./2:30 p.m.
2:30 p.m./3:30 p.m.
3:30 p.m./4:30 p.m.
4:30 p.m./5:30 p.m.
5:30 p.m. -

AUGUST 5
8:00 a.m./9:30 a.m.
Frances Whitney Nelson
10:00 a.m./11:30 a.m.
8:00 a.m./9:30 a.m.
Bill Feeney
10:00 a.m./11:30 a.m.
6:00 a.m./11:30 p.m.
12:00 p.m./1:30 p.m.
12:00 p.m./4:30 p.m.
2:30 p.m./4:30 p.m.
5:00 p.m.
5:00 p.m. -

1996
Panel Workshop #1
- "Selfing Pre-Need"
- Lunch
- Tours
- Display Open
- Reception/Dinner
- "Joe Capone Jazz Band"
- "Marco the Magician"

1996
Workshop #2
- "Grief Therapy"

\[ \cdot \] 1996
Workshop #3
- "Selling Against The Competition"
- "To Be Announced!"
- Lunch
- Display Open
- Tours
- Cookout
- "Bill Lerry DJ"
- Bingo
- "Face-Painting Clown"
- "Sports"

The BGA has reserved a total of 150 rooms at The Comfort Inn and LaGue Inns. The special rate for both single or multiple occupancy at either hotel is only $60, WHICH INCLUDES A FREE CONTINENTAL BREAKFAST!

USE THE ATTACHED REGISTRATION FORMS TO RESERVE YOUR SPOT

*REGISTRATION FOR CHILDREN UP TO 16 IS ABSOLUTELY FREE!
• REGISTRATION INFORMATION

COMPANY NAME__________________________________________

MAILING ADDRESS__________________________________________ CITY________

STATE________ZIP____TEL# ( )-_________FAX# ( )-_________

CONTACT NAME__________________________________________

• NAME(S) OF BEYOND 2000 REGISTRANT(S)
PLEASE PRINT OR TYPE. THIS INFORMATION WILL BE USED FOR YOUR SPECIAL NAME TAGS.

<table>
<thead>
<tr>
<th>Adults</th>
<th>Children</th>
<th>Ages</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tbody>
</table>

• REGISTRATION FEE IS ONLY $149 PER ADULT. CHILDREN (UP TO 16 YEARS OLD) FREE.

PLEASE REGISTER ____ PEOPLE AT $149 EACH TOTAL $______

[ ] VISA NUMBER_________________________ EXPIRATION DATE_____

[ ] MC NUMBER_________________________ EXPIRATION DATE_____

[ ] ENCLOSED IS MY CHECK OR MONEY ORDER FOR $______

INCLUDE YOUR CREDIT CARD NUMBER, OR A CHECK OR MONEY ORDER FOR FULL AMOUNT
FORM #2
RESERVATIONS FOR COMFORT INN
RETURN THIS FORM DIRECTLY TO:

COMFORT INN
RR#4, BOX 2110
MONTPELIER, VT 05602
TEL: (800) 228-5150
FAX: (802) 229-2222

• PLEASE RESERVE ____ ROOM(S), EACH WITH TWO DOUBLE BEDS, AT $60 PER NIGHT FOR THE FOLLOWING NIGHTS, AND CHOOSE EITHER SMOKING OR NON-SMOKING:

[ ] FRIDAY, AUG 2.  [ ] SATURDAY, AUG. 3  [ ] SUITE INFO*
[ ] SUNDAY, AUG. 4  [ ] MONDAY, AUG. 5  [ ] CRIB(S)
[ ] NON-SMOKING  [ ] SMOKING  [ ] ROLL-AWAY BED(S)

* A LIMITED NUMBER OF SUITES ARE AVAILABLE. CALL HOTEL DIRECTLY FOR RATES.

NOTE: IN ORDER FOR COMFORT INN TO CONFIRM YOUR BEYOND 2000 RESERVATION, YOU MUST INCLUDE A CREDIT CARD NUMBER.

[ ] VISA NUMBER________________________________________EXPIRATION DATE_____
[ ] MC NUMBER________________________________________EXPIRATION DATE_____
[ ] AMEX NUMBER______________________________________EXPIRATION DATE_____
[ ] DISC NUMBER______________________________________EXPIRATION DATE_____
[ ] DC NUMBER________________________________________EXPIRATION DATE_____

NAME(S) OF REGISTRANTS______________________________________________________________
__________________________________________________________________________________
__________________________________________________________________________________

MAILING ADDRESS_________________________________________CITY_____________________
STATE__________________ZIP____TEL# (____)-___________FAX# (____)-______________
* PLEASE RESERVE ___ ROOM(S) EACH AT $60 PER NIGHT FOR THE FOLLOWING NIGHTS, INDICATE TYPE/NUMBER OF BEDS, AND CHOOSE EITHER SMOKING OR NON-SMOKING:

[ ] FRIDAY, AUG 2.        [ ] SATURDAY, AUG. 3        [ ] 2 DOUBLE BEDS
[ ] SUNDAY, AUG. 4         [ ] MONDAY, AUG. 5        [ ] 2 QUEEN BEDS
[ ] NON-SMOKING            [ ] SMOKING                  [ ] 1 QUEEN BED
[ ]___ ROLL-AWAY BED(S)    [ ]___ CRIB(S)                [ ] SUITE INFO*

* A LIMITED NUMBER OF SUITES ARE AVAILABLE. CALL HOTEL DIRECTLY FOR RATES.

NOTE: IN ORDER FOR LA GUE INNS TO CONFIRM YOUR BEYOND 2000 RESERVATION, YOU MUST INCLUDE AS A DEPOSIT 1) A CHECK OR MONEY ORDER FOR $60 FOR EACH ROOM RESERVED, OR 2) A CREDIT CARD NUMBER.

A 24-HOUR ADVANCE NOTICE IS REQUIRED FOR REFUND OF CASH DEPOSIT.

[ ] VISA NUMBER_________________________ EXPIRATION DATE________

[ ] MC NUMBER______________________ EXPIRATION DATE_______

[ ] AMEX NUMBER______________________ EXPIRATION DATE_______

[ ] DISC NUMBER______________________ EXPIRATION DATE_______

NAME(S) OF REGISTRANTS_____________________________________

_________________________________________________________

_________________________________________________________

MAILING ADDRESS_________________________________________ CITY_________________________

STATE________________________________ ZIP________ TEL# (________) FAX# (________)
SHADIC

BELIEVED WIFE & MOTHER
GENEVIEVE SHADIC
JUNE 25, 1911 — NOV. 6, 1987
BORN IN LEBANON.

ROCK SALES, INC.

GRANITE: NORTH AMERICAN PINK
HAND CARVING: 1-4 ANGELS IN 0-3 RELIEF
APEX-TOP DIE: 5-0 x 0-10 x 8-0
FLAT-TOP BASE: 5-6 x 1-4 x 0-10
FINISH: Polish
POLISH-1, MARGIN;
BALANCE ROCK PITCH

Barre Life, Spring 1996
BROOKSIDE MEMORIALS, INC.

GRANITE: Dark Barre Gray
Die: 3-0 x 0-8 x 2-4
Finish: Polish-2; Balance
Scallop With Rock Border

GRANITE: Medium Barre
Base: 4-4x 1-2 x 0-8
Sandblast: Culture Craft
Sandblast Company

COLOMBO GRANITE COMPANY
For CATHEDRAL STONE COMPANY
WASHINGTON, D.C.

GRANITE: Barre Gray
Plaque: 2-8 Diameter
Finish: Steel
Pedestal: 1-0x 1-0 x 4-x4
Finish: Rock Pitch
Note: Memorial To U.S. Department Of Transportation Employees Killed In The 1995 Oklahoma City Bombing
COUTURE GRANITE COMPANY

GRANITE:  DARK BARRÉ GRAY
ONE-PIECE DIE:  3-6 x 0-8 x 2-2
FINISH:  POLISH-2; BALANCE ROCK PITCH

GRANITE:  MEDIUM BARRÉ
BASE:  4-4 x 1-2 x 0-8
FINISH:  POLISH-1; BALANCE ROCK PITCH

HOULE-GIUDICI GRANITE COMPANY

For SGOBBA MONUMENT COMPANY, PATERNON, NEW JERSEY

GRANITE:  NORTH AMERICAN PINK
OVAL-TOP DIE:  2-8 x 1-0 x 3-8
FINISH:  POLISH-2; BALANCE ROCK PITCH
GRANITE:  NORTH AMERICAN PINK
PEDESTAL:  6-4 x 0-10 x 1-6
FINISH:  POLISH-2; BALANCE ROCK PITCH
GRANITE:  NORTH AMERICAN PINK
SEAT:  6-6 x 1-2 x 0-4
FINISH:  POLISH-3; ROCK OVAL RIGHT END; PENCIL ROUND ENDS
CARVING:  SANDBLAST
LETTERING:  SANDBLAST
MONTPELIER
GRANITE
WORKS
For
W.F. BENEDICT &
SONS, INC.
MIDDLETOWN
NEW YORK

Maurice
Memorials
Granite: Black Satin
Etched Oval Die: 4-0 x 0-8 x 2-6
Finish: Polish-2; Balance
Rock Pitch;
Scalloped Edges
Granite: Black Satin
Base: 4-0 x 1-2 x 0-8
Finish: Polish-1; Balance
Rock Pitch

MONUMENT DESIGNS

Granite: Jet Black
Die: 4-0 x 0-8 x 2-6
Finish: Polish-2;
Balance
Rock Pitch
Base: 4-10 x 1-2 x 0-8
Finish: Polish Top;
Balance
Rock Pitch

20
Barre Life, Spring 1996
NORTH BARRE
GRANITE COMPANY
For
RAIKEN-EPSTEIN MEMORIALS
NEWARK, NEW JERSEY

GRANITE: NORTH AMERICAN PINK GRANITE

OVERALL BASE SIZE: 12-9 x 9-8 x 3-0
10 SIDE PANELS: 0-2 THICK
6 ROOF PANELS: 0-2 THICK
NOTES: APPROXIMATELY 10,000 LETTERS. HOLOCAUST MEMORIAL LOCATED AT THE ENTRANCE TO THE JEWISH CULTURAL CENTER, WHIPPANY, NEW JERSEY.

PEPIN GRANITE
COMPANY
For
BAINBRIDGE MEMORIAL WORKS
BAINBRIDGE, NEW YORK

GRANITE: IMPALA BLACK
Die: 3-6 x 0-8 x 2-2
Finish: Polish-3;
BALANCE ROCK PITCH
Base: 4-4 x 1-2 x 0-8
Finish: Polish Top;
BALANCE ROCK PITCH
RIVARD GRANITE COMPANY, INC.
For
SMITH'S MEMORIALS SEARSPORT, MAINE

Granite: Barre Gray
Size: 3-0 x 1-6 x 2-10
Finish: Steel
Pedestal: 3-6 x 2-0 x 1-0
Finish: Steel
Base: 4-4 x 2-10 x 1-0
Finish: Steel
Lettering: Sandblast
Carving: Sandblast

ROULEAU GRANITE COMPANY

Granite: Medium Barre Gray
Size: 3-10 x 0-10 x 3-0
Finish: Steel
Plinth: 4-0 x 1-2 x 0-6
Finish: Polish
Base: 6-0 x 2-0 x 0-8
Finish: Polish-Top, 0-2 Margin; Balance Rock Pitch
Vases: 0-8 x 1-0
Finish: Polish
Dan Hill joined Pepin Granite Company's Sales Department on Feb. 5. Dan is a 1991 graduate of St. Michael's College, Colchester, Vt., earning a B.S. in Business Administration. His industry experience includes sales, telemarketing and expediting. “Dan brings a new level of professionalism to Pepin Granite that complements our reputation for quality, service and efficiency,” says President Raymond Pepin.

(From Left) Raymond Rouleau, Rouleau Granite Company sales manager, thanks bookkeeper and comptroller Carol Livendale for her 30 years of loyal service. Carol began her career in the granite business in 1951, shortly after graduating from Spaulding High School, and was hired by Rouleau in 1966. “It has been a wonderful 30 years. I could not find nicer people to work for or with,” says Carol.

(From Left) Raymond Rouleau, Rouleau Granite Company plant manager, Harwood Aja, Sandblast Department lead person, and John Bisson, plant foreman, celebrate Harwood's 25th anniversary with the company. Raymond presented Harwood with a watch during a special ceremony, saying “Harwood is a meticulous, accurate, well-organized person who really enjoys his work.”

John P. Castaldo, Barre Granite Association manager of finance and administration, was among 12 faculty members receiving the Community College of Vermont's President's Appreciation Award Feb. 15 at Vermont College in Montpelier. The part-time accounting instructor has taught more than 25 classes. He was recognized for his contribution to education and the well-being of Vermonters.
The Family Treon: Terri Ford, sales; Allison, vice president; Kim, maintenance; Desiree; and K. Mark “Rock,” president.

BGA’s First Associate Plus Member Is

Rock Solid

Rock Sales Incorporated was founded in 1983 by K. Mark “Rock” Treon and Allison Rouleau Treon. Allison represents the third generation in the granite business and their son, Terri, who works with Mark in sales, represents the fourth generation.

When they outgrew their office space in their apartment house, Mark and Allison built a new 6,000 square foot plant in 1988. There they do all their own sandblast, etching (regular and colored) and some finishing. The modern plant features two blowing rooms, one shaping room, one rose room, two Davey 50-horsepower air compressors, a 5-ton crane and is laid out with conveyors. The company has seven full-time employees and one part-time employee.

“Our company has several slogans,” Mark says. “One is ‘We’re Big Enough To Serve You, But Small Enough To Know You.’ Another is, ‘We’re Not Too Big To Put Forth The Extra Effort.’ But what it comes down to, essentially, are the four S words: Service, Selection, Savings, Satisfaction.”
(Clockwise, starting above left) Terri Ford, sales, checks the company’s inventory of slabs; Nick Plante, sandblast, prepares a stencil for a shape-carved rose; Allison, vice president, discusses the day’s activities with Ann Noelk, secretary/estimator; Terri and Kim review orders in Terri’s office; Mike Richardson, washstand, inspects one of the company’s popular colored etchings.
Gaylord "Butch" Gandin, the youngest son of an Italian immigrant, carries on the family tradition that began in 1912 in South Ryegate, Vt., where numerous granite manufacturing once prospered. (Inset) Judy Gandin, Butch's wife, in their new office.

(Clockwise) Gary Dennis, layout; finisher Peter Baker; and cutter Richard Pardington.
**Gandin Brothers, Inc.**

was established in 1912 by **Louis Gandin**, an Italian immigrant who purchased an existing granite business in the hamlet of South Ryegate, 20 miles from the center of Barre. In 1921, Louis’ brother, 14-year-old **Tony**, journeyed across the Atlantic from Northern Italy through Ellis Island to join his brother. Tony learned the granite trade at the **Jones Brothers** plant in Barre.

When Louis died at a young age, Tony and his sister-in-law, Rose, took over the business and guided it successfully through the tough Depression years. Tony’s oldest son, **Allen**, joined the company in 1948; Tony’s youngest son, Butch, joined the company in 1964, after graduating from Groton, Vt., High School and following a six-month tour in the National Guard. In 1969, Tony died at 62. In 1994, Allen retired, and Butch took over as company president. Butch’s youngest son, **Tom**, 25, completed college and returned to South Ryegate. He is now the third generation of Gandins in the business.

**Gandin Brothers, Inc.** has undergone numerous changes through the years—always striving for consistency of quality workmanship and compassion for the struggles of its customers:

- In the 1950s, a contour saw was installed, which has proven to be an intelligent decision; the specialized work derived from this saw is still in use today.
- In 1991, a state-of-the-art computer drafting and stencil-cutting system was implemented to better service its customers and to compete in the surrounding market.
- In 1993, a major overhaul of a diamond saw was completed to increase capabilities in cutting angles.
- In 1994, a boring machine was installed for monument service and landscaping needs.
- In 1995, the company revamped its sandblast operation into a modern, efficient and environmentally sound facility.

**Gandin Brothers, Inc.** has evolved from a dual-brother operation to a full-service company with 14 employees, delivering quality work, personal service, attention and above all, earning utmost trust, from its customers.

*Barré Life, Spring 1996*
Anderson-Friberg Company (AFCO), Lawson (Lawson) Granite Company, and Rock of Ages Corporation, all of Barre, Vermont, have jointly announced that their companies merged on December 31, 1995. AFCO and Lawson became divisions of Rock of Ages.

Kurt Swenson, spokesman for the Swenson Group, said this was the most important event in their history after the purchase of Rock of Ages. "I am absolutely delighted that we were able to bring three of the finest memorial companies in the industry together. Our most important assets are our people, and no one is happier than I am that Bob (Pope), Peter (Friberg) and Mark (Gherardi) have joined our team at an age when they are just starting their most effective and productive years as leaders. This assures Rock of Ages has an unsurpassed Barre-based top management team for the next 20 years. Combining this with the years of experience of Mel Friberg, Junior Gherardi and the many other great people in our companies, has created a team that assures an exciting future for Rock of Ages and its employees." As a result of the merger, Rock of Ages Quarries Inc., and its subsidiary, Rock of Ages Corporation, employs a total of 358 people, 290 union and 68 non-union in eight central Vermont quarries and seven manufacturing saw plants located in Barre. Including the operations in Canada, New Hampshire and Georgia, the Rock of Ages group employs a total of 550 people. They are expecting consolidated sales in 1996 to exceed $50 million, with more than half of those sales for granite memorials sold to retailers throughout North America.

As part of the merger, Melvin Friberg, Merilyn Friberg, Peter Friberg and Bob Pope, who owned AFCO, and Albert Gherardi, Jr., Mark Gherardi and Paula Plante, the owners of Lawson, have become the principal minority owners of Swenson Granite Company, Inc., of Concord, NH. Swenson owns 100 percent of Rock of Ages as well as Royalty Granite Corporation in Georgia.

Swenson Granite is controlled by members of the Swenson family. Mark Gherardi, Peter Friberg and Bob Pope have become members of the Board of Directors of Swenson, Rock of Ages Quarries and Rock of Ages Corporation.

Mark Gherardi has been elected President of Rock of Ages Corporation. He, with the assistance of his father, Albert (Junior) Gherardi, Vice President, is also in charge of all the companies' memorial manufacturing operations in Barre. As spokesman for the Gherardi Family, Mark Gherardi said his family group was pleased that the complex merger was completed. "We have great people and incredible manufacturing plants in our company. We will be able to achieve significant cost savings by dedicating certain plants to certain colors and products. I'm convinced we will not only keep all our current production people busy, but have to hire more." Peter Friberg, spokesman for the Friberg Family, said his family group is very excited about the historic merger. "We are now in a position to sell the broadest product line in the industry and will reach out all across the country to bring more business to Barre. We will sell unbranded products to the entire industry and expand the number of retailers selling the world-famous Rock of Ages Sealmark and Colorcraft memorials. We have the best sales and service group in the industry and have a great future ahead of us." Peter Friberg has become Senior Vice President of sales and marketing and will be responsible for all memorial sales and marketing for Rock of Ages. Bob Pope has become Senior Vice President of Administration of Rock of Ages Corp. Jon Gregory remains President of Rock of Ages Quarries, Inc., and is responsible for all quarry operations. Gregory is also director of the companies. The other officers of Rock of Ages are: George Anderson, Treasurer and Chief Financial Officer; Dick Kimball, Vice Chairman and Chief Operating Officer; and Kurt Swenson, Chairman and Chief Executive Officer.
The head of the U.S. Small Business Administration, Phil Lader, toured Barre's granite industry during a Feb. 28 visit to Vermont for the opening of the "Business Information Center," a partnership between Vermont Technical College in Randolph Center and the SBA that will provide business people with computer terminals, business books, guides and video tapes. Lader noted that in Vermont: one out of every eight businesses, including BGA granite manufacturers, has received SBA funding; seventy percent have 10 or fewer employees; and almost 99 percent are considered small businesses under government's definition of 500 or fewer employees.

Pepin Granite Company
Manufacturing Improvements Abound

Splitting granite slabs at Pepin Granite Company used to be done the old way, by hand, and with a great deal of muscle. But things changed in January with the installation of a Park Tool Company Hydrasplit, known throughout the industry as the guillotine. The splitter, purchased from former BGA member S.L. Garand Company, is being used in the production of dies and slants, the mainstay of this company. Pepin Granite Company also installed a 5-ton crane recently. "These new manufacturing improvements are all part of new manufacturing improvements that allow our company to produce faster, better and more complicated monuments on a daily basis," says President Raymond Pepin.
# Barre Granite Shop

(Prices Good Through July 15, 1996)

### Item 1
8" x 8" Wall Clock
Barre Gray granite
Includes AA Battery

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td></td>
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### Item 2A
Rhodium-plated pick-and-shovel tie pin with cabochon of Barre Gray granite

<table>
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### Item 2B
Shovel tie bar

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### Item 3A
Rhodium-plated pick-and-shovel earrings with cabochon of Barre Gray granite. Surgical-steel posts.

<table>
<thead>
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### Item 3B
Leaf-mount earrings

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### Item 4
Deluxe Pilsner Glasses
Set of four.

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### Item 5
Rhodium-plated letter opener with cabochon of Barre Gray granite

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<th>Quantity</th>
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<tr>
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### Item 6
Distinctive bolo tie with cabochon of Barre Gray granite. Leather-look cord.

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Barre Life, Spring 1996
### Booklets

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<tr>
<td>“What Every Cemetery Needs To Know About Barre Gray Granite Memorials”</td>
<td>x</td>
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### Color Posters

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<tr>
<td>“How To Customize A Barre Monument”</td>
<td>x</td>
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### Videotapes

<table>
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<tbody>
<tr>
<td>“New Technology In Barre” (new machinery and techniques that make Barre “The Granite Center of The World.”)</td>
<td>x</td>
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<tr>
<td>“Artistry in Granite” (a look at beautiful Barre gray granite memorials)</td>
<td>x</td>
<td></td>
<td></td>
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<tr>
<td>“Quarrying and Manufacturing” (the making of Barre monuments)</td>
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<tr>
<td>“The Story of the Barre Granite Industry” (the fascinating history of the Granite Center of the World)</td>
<td>x</td>
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<td></td>
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<tr>
<td>“The Stone Whistle” (an hour and explanation of the Barre granite industry, with John Forsythe)</td>
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### Barre Guild Logo Decals

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<tr>
<td>5 1/2” Window Size</td>
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<tr>
<td>12” Truck Door Size</td>
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<td>FREE</td>
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### Brochures

<table>
<thead>
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<th>Title</th>
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<tbody>
<tr>
<td>Color Posters “Granite Inside and out” (Granite Products)</td>
<td>x</td>
<td>$</td>
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</tr>
<tr>
<td>“Remembered For All Time” (Protestant Designs and Symbolism)</td>
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<tr>
<td>“Honored in the Sacred Catholic Tradition” (Catholic Designs and Symbolism)</td>
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<tr>
<td>“Signs of the Times”</td>
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<tr>
<td>“To Be Remembered” (Jewish Designs and Symbolism)</td>
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<tr>
<td>“The Decision to be Cremated: It’s Two Decisions” (cremation designs)</td>
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<tr>
<td>“How to Choose Symbols for Your Family Memorial” (symbolism and personalization)</td>
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<td>$</td>
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<tr>
<td>“Choosing Your Family Memorial” (choosing your at-need or pre-need monument)</td>
<td>x</td>
<td>$</td>
<td>$</td>
</tr>
<tr>
<td>“The Story of Granite” (the story of Barre granite)</td>
<td>x</td>
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<tr>
<td>“May We Do You the Favor of a Lifetime?” (pre-need)</td>
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Brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure.)

### HOW TO ORDER: (PAYMENT MUST ACCOMPANY ORDER)

1) **COMPLETE INFORMATION BELOW. (PLEASE PRINT)**

   **COMPANY NAME**
   
   **ATTN**
   
   **UPS SHIPPING ADDRESS**
   
   **CITY**
   
   **STATE**
   
   **ZIP**
   
   **PHONE**
   
   **(in case we have a question about your order)**

2) **SELECT PAYMENT METHOD**

   [ ] VISA
   [ ] MASTERCARD
   [ ] CHECK OR MONEY ORDER

   **CARD NUMBER**
   
   **EXP. DATE**
   
   **CARD HOLDER SIGNATURE**
   
   **DATE**

   *CREDIT CARD ORDERS MAY BE PHONED IN (802 476-4131) OR FAXED TO (802 476-4765). PLEASE HAVE YOUR CREDIT CARD HANDY WHEN YOU CALL US ON OUR REGULAR LINE, (802 476-4131). BGA OFFICE HOURS: MONDAY-FRIDAY 8 A.M. TO 4:30 P.M. (EST)*

3) **MAIL ENTIRE FORM TO:**

   **BARRE GRANITE ASSOCIATION**
   
   **P.O. BOX 481**
   
   **BARRE, VT 05641**

### SHIPPING CHARGES FOR BARRE GRANITE SHOP AND PROMOTIONAL ITEMS

<table>
<thead>
<tr>
<th>ORDER AMOUNT</th>
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<tr>
<td>UP TO $ 100</td>
<td>ADD $ 5.00</td>
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<tr>
<td>$ 101 TO $ 500</td>
<td>ADD $ 7.50</td>
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<td>$ 501+</td>
<td>ADD $ 10.00</td>
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**MERCHANDISE TOTAL**

**$**

• ADD 5% sales tax on Vermont orders

• ADD shipping charges from above schedule

**TOTAL**

**$**
VOTING MEMBERS

Adams Granite Co.
P.O. Box 126
Barre, VT 05641
Kerry Zorzi
800-342-1070
FAX: 802-476-3027

Andersen-Friberg Co.
P.O. Box 626
Barre, VT 05641
Peter Friberg
800-451-5255
FAX: 802-476-7879

Brookside Memorials, Inc.
P.O. Box 704
Barre, VT 05641
Bernard Lajeunesse
802-479-1942
FAX: 802-479-5146

Buttura & Sons, Inc.
P.O. Box 696
Barre, VT 05641
Brent Buttura
800-151-3252
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
Robert Morton
802-476-7542

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

Family Memorials, Inc.
P.O. Box 383
Barre, VT 05641
Robert Couture
800-355-1351
FAX: 802-476-3511

Gardin Brothers, Inc.
P.O. Box 155
South Ryegate, VT 05069
Gaylord “Butch” Gardin
802-584-3521
FAX: 802-584-1053

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 357
Barre, VT 05641
Jeff Martell
800-451-3236
FAX: 802-479-7917

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

ASSOCIATE MEMBERS

Associate Plus
Granite Corporation of Barre
P.O. Box 653, Barre, VT 05641
Joseph B. Calcogni
802-476-6177

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

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
802-223-3044 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 565, Barre, VT 05641
Lee Chaloux
802-479-2776 FAX: 479-5249

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 McMeekin
802-479-3313 FAX: 476-1220

Vermont National Bank
P.O. Box 708, Barre, VT 05641
Skip Pocock
802-476-0030 FAX: 476-0039

Computer Services
Breen Systems Management, Inc.
18 Blair Park Road, Williston, VT 05495
James Breen
802-879-4212 FAX: 878-1717

Monumental Computer Applications, Inc.
9 Genesee St., Cherry Valley, Ny 13320
James Falivene
607-264-3611 FAX: 607-264-3307

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
802-863-2811 FAX: 863-8209

Lodging
The Hollow Inn & Motel
278 S. Main St., Barre, VT 05641
Jack & Joyce Galloway
800-998-9444 FAX: 802-476-5242

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, Websterville, VT 05678
Bill Fulton
802-479-3339 FAX: 476-3933

Restaurants
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
**Suppliers**

**Action Equipment & Supply Co.**
17 Engineers Drive
Williston, VT 05495
Alex Feinman
802-863-2600 FAX: 660-8366

**Budiam America Diamond Tools, Inc.**
P.O. Box 661, Barre, VT 05641
Wolfgang Noetzold
802-476-5122 FAX: 476-4140

**Dessureau Machines, Inc.**
P.O. Box 402, Barre, VT 05641
Art Dessureau
802-476-7041 FAX: 476-5292

**Pyramid Supply, Inc.**
P.O. Box 368, 87 Boynton, Barre, VT 05641
Randy Reynolds
802-479-5352 FAX: 476-6909

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

**Gran-Quartz Trading, Inc.**
P.O. Box 33569, Decatur, GA 30033
Peter deKok
800-458-6222 FAX: 404-621-9771

**IMEX/Sea Diamond Tool, U.S.A.**
P.O. Box 55, 150 Railroad Street
Barre, VT 05641
Robert E. Browning, Jr.
802-479-7995

**Miles Supply Co., Inc.**
P.O. Box 257, Barre, VT 05641
Charlile Martin
802-476-3963 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 05700
Bruce Seel
802-479-0101 FAX: 479-0135

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

**Vermont Quarries Corp.**
88 Church St.
Rutland, VT 05701
Luca Mannolini
802-775-1065 FAX: 775-1369

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

**E.C. Gaylord Sculpture Studios**
P.O. Box 464, Barre, VT 05641
Frank Gaylord
802-476-6711 FAX: 476-6711

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

**Travel**

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

**Trucking**

**Anderson Trucking Service**
P.O. Box 960, Barre, VT 05641
Gardner Walker
802-476-4283 FAX: 476-4283

**A. Bellavance & Sons, Inc.**
P.O. Box 398, Barre, VT 05641
Roland Bellavance
802-479-9311 FAX: 479-9777

**T. Rossi Trucking Co., Inc.**
P.O. Box 332, Barre, VT 05641
Theodore Rossi
802-476-7341 FAX: 800-992-0106

**Utilities**

**Green Mountain Power Corp.**
P.O. Box 850, S. Burlington, VT 05402
Paul Potier
802-864-5731 FAX: 865-9974
Karnedy

We are home now on this hard earth where we started sure of consolations like first snow and a road continuing over a rise beyond us throughout all seasons.