ADAMS GRANITE COMPANY, INC.
FOR SUNBURY MONUMENTAL WORKS, SUNBURY, PA.
All pieces Rock of Ages Select Dark Barre
EDITOR’S NOTES

Practical, useful information for the memorialist is our intent. Detailed information on how to order a duplicate slant marker is clearly explained by long time BGA member, Bob Couture, co-owner of Family Memorials. (p. 4). Tips on selling quality memorials that are meaningful. (p. 2) Lewis Shattuck reflects on changing cremation memorialization trends. (p. 3) A new regular feature BGA PROFILE: spotlights a champion skier. (p. 10)

As a skier myself, I enjoy the soft snow and big bumps called moguls in a Vermont Spring. This new feature will focus on the personal interests of our BGA members.

The MBNA Convention at Indy was quite an event. Our coverage begins on page 5. Plan to join us next year in Orlando. Take advantage of these educational and networking opportunities.

Many memorialists have let us know how much they value and enjoy the monument and products section of Barre Life. This issue features some fine work showcasing superb craftsmanship and new design trends. From all the folks of the BGA, we wish you great success this season.

Jim Eaton
HOW TO SELL CUSTOMERS WHAT THEY REALLY WANT

JIM EATON, EDITOR

Listen to your customer. Listen as they tell you about the person they want to memorialize. They may list attributes, interests, or perhaps a special aspect of a loving relationship.

A good memorialist spends time with folks while they explain what they have in mind. If the individuals are in turmoil, in the midst of grief, you may suggest that they take a break to take a walk, or even come back when they have had a chance to reflect on their true objectives. If you offer a genuine, supportive approach you will not lose a sale but rather work with those involved to co-create a memorial that fulfills their goal in the price range they can afford.

Most people have an “acceptable” price range that they feel comfortable with, given that this purchase is a once in a lifetime event that will last virtually forever. Clothes, washing machines, cars, boats and most consumer items have a limited lifespan. The memorial purchase is a one time, one event, occasion. Price is not as important as offering what is truly meaningful.

Allowing your customers to learn about what quality is, and the endless options in monuments available are key elements in the process. Once you establish rapport and trust, translating their wishes and desires is your primary concern as well. Show photographs, designs, and even encourage a tour of a cemetery to see quality workmanship. Discuss how an innovative, personal expression is a true work of art that lasts forever. Listen to their questions about quality, styles, colors and options. Present options that reflect their ideas. This may be the key to not only one satisfied customer, but an endless chain of positive referrals.

Charlie Hunt, Hunt Memorials, Inc., Nashville, TN., one of America’s great designers, feels that the best way to a good idea, is to generate a lot of ideas. There is always more than one right idea. Learn to look around, sideways and look back to search for a solution from a new point of view. One part of this process is not being afraid to fail. Learn to think soft, rather than form hard opinions.

Bert J. Gast, FAICA, raised some interesting thoughts about how we present ourselves to the public. Consider changing some of your vocabulary. Is “studio” a better word choice for “shop”? “Memorialist” could substitute for “retail monument dealer.” Gast even noted concern over the use of “die” as a term with those outside the industry. It is all about making the customer feel at ease.

Wayne Outlaw, speaking at MBNA, says, “How customers are served will have a significant effect on their loyalty and price resistance. Sales skills and confidence are the key factors in selling against a lower price. Greater skills and confidence will reduce discounting and increase volume. Helping the customer discover the value of doing business with you is to help them discover their true needs. Once you know their needs, then you can relate how valuable your product or service really is to them.”
Attending the Cremation Association of North America, (CANA) Spring Marketing Seminar in March was an opportunity to hear from speakers who were crematory owners, funeral directors, cemeterians and professional marketers in numerous product lines from jewelry to software.

Several speakers called on the audience to prepare for the future demands of the aging “baby boomer” generation.

Consider these facts:

- This year the number of Americans over 65 will grow by 200,000.
- In 15 years, the annual increase will be 1.6 million - an eight-fold increase.
- In the next 18 years the boomers will have a 50th birthday every seven seconds.
- There are 68 million Americans, age 50 years or older.
- Now through 2006 people aged 45-65 will increase by 30%.

Several presentations gave a close-up look at the buying habits of the boomers, especially the affluent, select “Lexus” crowd.

As a trade association for the cremation industry, CANA, under the very able staff leadership of Jack Springer, is a fast-growing organization. One of its services is an annual report on cremation statistics and projections. In 1995 there were 490,000 cremations or 21% as a percentage of deaths. By the year 2010 cremations are expected to increase to 40%, or nearly double.

In anticipation of this growth, the CANA members at the seminar were told to gear up now to offer more services and options in memorialization and gain better customer knowledge through market research.

Several presentations emphasized that the boomers are better educated, more affluent and better information seekers. In other words, they will ask a lot of questions and want to know what all the choices are in memorialization. To the monument manufacturer and retail memorialist this presents enormous opportunity.

No memorialization option presents a more distinct way to reflect on a person’s life and achievements as much as a granite monument. A pendant or urn, although available in many beautiful designs are unable to record a life’s story. Scattering the ashes has many limitations.

Those who chose scattering often express regrets that it leaves no single place for an expression of remembrance; and scattering also sacrifices giving others a place to memorialize, thus producing a lost generation, according to the CANA speakers.

In view of the choice and opportunity that granite monuments afford to memorialize and the dramatic increase in demand, the monument industry is faced with enormous questions and decisions. We must plan now for our segment of the industry portrays itself as providing greater memorialization satisfaction than any other. We have the capacity and granite product choices that will fulfill the needs of consumers today and into the future.
ORDERING DUPLICATE SLANT MARKERS

BY BOB COUTURE, FAMILY MEMORIALS, INC.

Most, if not all memorialists, will sell a slant marker that needs to match an existing marker already on the lot.

If the original marker was furnished by your firm and you have good records, without going to the cemetery you should know the material, general dimensions and the carving and lettering that was used. But you must remember that granite, being a natural product, often will be finished slightly over or under size. Even if your company did install the marker you still have some information that needs to be gathered.

What is underground is important. For you to place an order with your Barre Granite Association manufacturer you need to do the following. Identify the kind of granite; get a rubbing showing the face of the marker, the carving if any and the lettering. It is also helpful to have a good quality photograph. Now measure the dimensions of the slant.

Your BGA manufacturer now has your order and all the information necessary to cut a slant marker that will match perfectly, right? Wrong. You will often find that the older marker you are trying to duplicate has sunk into the ground because of an inadequate foundation and is not a 1-2 high marker with a three inch nosing but actually is a 1-4 high marker with a five inch front nosing.

In addition to the length (A), width (B) and height (C) of the marker your BGA manufacturer needs to know the top nosing (D), face (E) and front nosing (F) in order for the cutter to lay out the end profile and begin the manufacturing process. If it has an oval or serpentine, measure at the top center, not at the ends and give the amount of drop measured on the face, such as 1 1/2" oval. The top end nosing will come out correct with just these two dimensions.

If you list one of the dimensions in the following illustration wrong, even the best of stone cutters cannot make the match. You can however, omit one of the dimensions and the cutter can determine what it should be. Having full access to the end of the slant in the cemetery is crucial so you can correctly measure these five points. Not giving your manufacturer the front nosing (F) because it could not be measured, and guessing the height (C) incorrectly because it is buried could be a problem. No matter how experienced a cutter may be, he will have to make adjustments somewhere. Finally, draw an end view profile of the slant in full scale to confirm that your measurements are correct.

A little extra effort in gathering all the important dimensions on your initial visit to the cemetery should assure you of having the satisfaction of knowing you have done your work correctly, and will receive a close match and in the end, a satisfied purchaser. Success in these projects can lead to more referrals and increased sales.

This slant marker shows the oval top and challenges discussed.

BARRE LIFE Spring 1997
THE MBNA CONVENTION AT INDY PROVIDED NETWORKING & EDUCATIONAL OPPORTUNITIES

BGA Member firms sponsored a convention breakfast for 500 including pure Vermont Maple Syrup.


Mary Green, Arnold Monument Co., Springfield IL., examines the new BGA brochures. John Castaldo and Lewis Shattuck, BGA, discuss Illinois regional growth with Thomas Green, President.
MBNA AT INDY

BGA MEMBERS SHOW IN FULL FORCE

The MBNA Convention floor at Indy provided retailers with displays of some of the best craftsmanship in the industry, and equally important a chance to dialogue with many BGA owners and top sales representatives in person. Granite Industries of Vermont is in the foreground. Rock of Ages displayed along the entire backwall.


Rock Sales owner, Mark Treon, left, enjoyed many discussions with the MBNA memorialists attending such as Jim Bartelmo, Bristol Monuments, Bristol, CT. Terri Ford, also representing Rock Sales, right.
The Presbrey-Leland Monument Co., Valhalla, N.Y. crew (from left) Karen Ryan and Tom Sorrentino, visit with Lynda Mureta Aldrich and Michelle Mureta Parker, from Montpelier Granite Works. Vito Sorrentino, owner, and Nancy Dillon, are on the right.

Matthew Merten, C.E.O., and David Diederich presented the Breen Systems computer applications advantages.

Joe Forrester of Monucad explains their options.

Mike Karnedy discusses business with Michael and Kathyrn Hudak, Phoenixville Memorial Works, Phoenixville, PA., among the 60 Rock of Ages monuments on display!

Humorist, former Miss North Carolina, and insightful speaker, Jeanne Robertson helps Harry Smith, Jr., Jeb Hendrickson, CM., Charlie Hunt, Bobby Schlitzberger, CM., and Bob Youngs laugh at themselves and realize that beauty is more than skin deep.
NEW YORKERS JOIN NEW ENGLAND MONUMENT DEALERS AT THE STURBRIDGE CONVENTION

Adams Granite Co.,(left to right) Rich Tousignant, Ed Negersmith, Oblast Memorials, Chester, N.Y., and Kerry Zorzi, Adams Granite Co. President, all felt this year's Sturbridge Convention was well run.

At the Buttura & Sons, Inc. display, Harold Duff and Brent Buttura chat with Barbara and Jackie from Berkshire Monumental Works, Pittsfield and North Adams, MA.
Gary Sassi’s demonstration on the art of sculpting is a fine example of the high quality of workmanship available in Barre. The demonstration provided the memorialists attending an opportunity to view the process and to learn first hand about monumental sculpture.

The dancing on Saturday night was a celebration highlighting a great event.
A mogul master and high speed slalom water skier, Jim Soutar, shows us that life can be fun and exciting.

As a Rouleau Granite monument sales representative, Jim draws on his technical engineering background when questions about the physical properties of granite arise. After graduating from Boston University, his career in the granite industry began in the engineering division of Rock of Ages.

Looking beyond the smiling face and knowledgeable voice of the man as a sales representative of a major BGA firm, we see a very active 56-year-old sports enthusiast!

In the winter, Soutar skis an average of 50 days a year and patrols at Sugarbush. He competes very successfully in mogul competition. After starting competitive bump skiing at age 49, he has won 11 out of the last 12 contests he has entered in his class.

In the summer, Jim water skis with long-time friend, Dean Edson. He slalom skis at least five days a week at 34 mph with the line shortened 28 to 47 feet. When the wind comes up, there is windsurfing at his summer camp on Lake Groton, where he and his wife Marcia live all season. The days of motorcycle dirt biking with his two children, Jen and Jim, have changed to a motorcycle bike ride to Barre in the summer. Jim spent some “quality time” with his scuba instructor daughter, Jen, diving down to 125 feet when in Hawaii in 1995. To relax he enjoys country line dancing weekly. He has been active in community clubs and scouting, and is a regular blood donor as well, 138 pints to date.

Asked about his insight into Barre gran-
Windsurfing as the wind shifts quickly keeps you on your toes!"

Dirt biking with Jen and Jim near Groton State Forest.

"Barre granite has consistent properties, good color and grain orientation. It is the longest lasting and wears well because of the high quartz content. It is a hard granite."

"Barre still leads the pack in craftsmanship; it is the preferred choice among retailers."

"We need to work together to educate the customer about the true value and craft level of our monuments."

LORENZO CHIODI 1905-1997

Lorenzo Chiodi, past president of the Barre Granite Association, died on February 28, 1997 at the age of 92.

Born in Italy he moved to the United States with his family, where he attended schools in Waterbury, VT.

For many years, Mr. Chiodi was involved with the granite industry and the BGA. He was co-owner of the former Modern Granite Company — now occupied by Culture Craft Sandblast. He was active in the BGA, serving on several committees. He was a member on the Board of Trustees and was elected President of the association 1953-54. He also took part in the original formation of the granite employee pension plan.

GINO J. SASSI 1922-1997

Gino John Sassi, 74, founder of Celestial Memorial Granite Company, died on March 2, 1997 at his home in Barre.

Mr. Sassi began his granite career as an apprentice stone carver at Anderson-Friberg Company and Valz Granite Company before forming his own business in 1948. He was an active outdoorsman, and member of numerous religious, fraternal and athletic clubs, and was recognized for his outstanding volunteer services in the community.

Celestial Memorial Sculpture Studio is now owned and operated by his son, Gary, and produces some of Barre’s finest sculptured art.
Bernie Lajuenesse, owner of Brookside Memorials, Inc. works with a newly purchased S.L. Garand and Co. polisher. Designed and built by Ducharme’s Machine Shop.

Walker Rowan (left) has joined the sales force at Northeast Granite Company. Foreman “Chip” LeClair (right) celebrates over 10 years with the firm.

Peter Richardson has joined Brookside as sales manager. His background in sales and management at the outdoor recreational retail establishment Onion River Sports, carries over to provide excellent attention to detail. Peter brings over 12 years of experience in the granite industry to Brookside.

Lucien Rouleau, Rouleau Granite Co., honors Mrs. Ellen Robbins for her 30 years of employment at the company providing positive communications and a strong work ethic. Lucien hopes she will continue for many years.

Rouleau Granite Co. provided this Jim Hoag plaque commemorating Mr. Barre Basketball at the Barre Civic Center auditorium.
LAWSON GRANITE EXPANDS

Lawson Granite Company, a division of Rock of Ages, is doubling their manufacturing capacity. The $600,000 addition to the existing 38,000 sq. ft. plant constructed in 1987 reflects the increased demand for the high quality craftsmanship in granite they are known for.

ROCK SALES ADDS FLATBED CUTTING SYSTEM

Rock Sales, Inc. recently purchased a 40 RAM, 1.2 Gigabyte Computerized Monument System with flatbed cutter, Hewlett Packard 4C scanner and high resolution printer. Rock Sales is one of the first granite plants to incorporate a flat bed cutter for better quality rubber cutting. By having their own internal CMS system, they will be able to better service their customers with faxed scale or full-size drawings.

Terri Ford, sales manager, (left) and Mark Treon, president, have very positive results with the CMS Flatbed stencil cutting quality. They enjoy the increased potential the systems provides.

BARRE LIFE Spring 1997
NORTHEAST GRANITE CO.

NATIONAL MONUMENTS, NEW YORK, N.Y.

Classic Black, Polish 5, 24 K Gold, overall size 7 ft.
LAWSON GRANITE CO./DIV. ROCK OF AGES CORP.
GULAN - SELECT LIGHT BARRE FAMILY MEMORIAL DESIGNED BY ROBERT L. YOUNGS, GENERAL MANAGER, KILVINGTON BROS. LTD., TORONTO, CANADA.

BARRE LIFE  Spring 1997
ANDERSON-FRIBERG CO./DIV. ROCK OF AGES CORP.
FALSO - DARK BARRE MEMORIAL DESIGNED AND MANUFACTURED
BY ANDERSON-FRIBERG CO./DIV. OF ROCK OF AGES CORP. FOR
LUTZ MONUMENT CO., INC., SYRACUSE, NY.
ROCK OF AGES CORP.
SEALMARK BLUE GRAY SEAT, PEDESTAL AND STATUE
MANUFACTURED FOR BERTACCHI & SONS CO., HILLSIDE, ILLINOIS.

BARRE LIFE  Spring 1997
ROULEAU GRANITE COMPANY

TIBSTRA - DAKOTA MAHOGANY MAUSOLEUM

17 ft. x 10 ft. x 10 ft.
WAYNE VETERANS MEMORIAL
DEDICATED TO THOSE WHO SERVED IN ALL MILITARY CONFLICTS
WHILE IN THE SERVICE OF THE UNITED STATES OF AMERICA

MILITARY ACTIONS
REVOLUTIONARY WAR
WAR OF 1812
MEXICAN WAR
CIVIL WAR

MILITARY ACTIONS
SPANISH-AMERICAN WAR
PHILIPPINE INSURRECTION
CHINA RELIEF EXPEDITION
WORLD WAR I

NORTH BARRE GRANITE CO.
SGOBBAA MONUMENTS, PATERSON, N.J.
Barre Granite, overall size 10 ft. by 7 ft., Polish 2, Balance Steel, with checks

BARRE LIFE Spring 1997
MONUMENT DESIGN

STEVENSON

GEORGE M. 1919 † 1994  
BETTY J. 1922 †

GANDIN BROS., INC.
BARRE GRANITE COUCH - Overall size 6 ft. All finished, all edges rounded,
COUTURE GRANITE CO.

Barre Gray, All Steeled, overall size 4 ft.
LACROSSES MEMORIALS
HOLY ROOD CEMETERY, WESTBURY, N.Y.
DESIGNED BY PAUL CANGELOSI
Medium Barre, overall size 11 ft.
CONOVER

ROBERT WARREN
DEC. 16, 1922
JULY 19, 1995

P. JANE DAILY
MAR. 1, 1929

YOU'LL NEVER WALK ALONE

BUTTURA & SONS
LAN/CHESTER MEMORIALS, PARKESBURG, PA.

Gem Mist, overall size 5 ft.
HOULE-GIUDICI GRANITE CO.
DALEY-CONNERTON MEMORIALS,
BLOOMFIELD, CT.
North American Pink, overall size 6 ft.

BROOKSIDE MEMORIALS, INC.
SGOBBA MONUMENT CO., PATerson, N.J.
Lightbulb, Jet Black, overall size 3 ft.
PEPIN GRANITE CO.
DESIGN - R. H. KELLY & SONS, HASTINGS, PA.
Jet black, all polished with axed checks and reeds,
owner size 4 ft., base 5 ft.

RIVARD GRANITE CO.
Barre Gray, overall size 3 ft.
HILLSIDE STONE PRODUCTS
AUGUSTA FEDERAL SAVINGS BANK, AUGUSTA, ME.
Concord Gray Granite, Thermal finish.
COLOMBO GRANITE COMPANY
LIVIO SAGANIC SCULPTURE - RUTGERS UNIVERSITY
ENVIRONMENTAL AND OCCUPATIONAL HEALTH
SCIENCES INSTITUTE, PISCATAWAY, N.J.
Height 9 ft., width 12 ft., diameter 12 ft.
Set(s) of Four Pilsner Glasses @ $20.=
8" x 8" Barre Granite Clock(s) @ $40.=
Pick & Shovel Granite Earring sets with surgical steel French hooks @ $12.=
Leaf Mount Granite Earring sets with surgical steel French hooks @ $12. =
Leaf Mount Barre Granite earring sets with surgical steel posts @ $12. =
Letter opener with Barre Granite @ $15. =
Pick and Shovel Granite Tie Pin(s) @ $5. =
Granite Bolo Tie(s), leather-look cord @ $5. =
Granite Bolo Tie(s), leather-look cord @ $15. =

All jewelry items are Rhodium plated with cabochon of Barre Gray Granite.

What Every Cemeterian Needs To Know About Barre Granite Memorials*
### ORDER FORM

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<td>The Story of the Barre Granite Industry - The fascinating history of the Granite Center of the World.</td>
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<td>The Stone Whistle - Tour and explanation of the Barre granite industry, with John Forsythe.</td>
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<td>ALL FIVE VIDEOS FOR $40.00</td>
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<td>12&quot; Truck Door size</td>
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**COMPANY NAME**

**ATT:**

**ADDRESS**

**CITY** ___________ **STATE** _____ **ZIP** ____

**PHONE**

Mail this entire form to:
Barre Granite Association
P.O. Box 481
Barre, VT 05641

**CREDIT CARD ORDERS**
MAY BE PHONED/FAXED
PH 802-476-4131
FAX anytime 802-476-4765
HOURS 8AM TO 4:30 PM
M - F Eastern Time

**PAYMENT METHOD:**

[ ] VISA  [ ] MASTERCARD  [ ] CHECK OR M.O.

**CARD NUMBER**

**EXP.**

**CARDHOLDER SIGNATURE & DATE**

**SHIPPING CHARGES**

| ORDERS UP TO $100. | ADD $5.00 |
| $101. TO $500. | ADD $7.50 |
| $501. + | ADD $10.00 |

**MERCHANTISE TOTAL**

ADD 5% sales tax on VT orders
ADD shipping charges (above)

**TOTAL**
SUPPORTING MEMBERS

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

Darling , Kelly & Co., Inc.
P.O. Box 302
Barre, VT 05641
Don Carpenter / Dick Kelly
802-476-8480 FAX: 476-3766

Banking
Granite Savings Bank & Trust Co.
P.O. Box 483, Barre, VT 05641
William McMeekin
802-476-3313 FAX: 476-1220

Key Bank of Vermont
47 Main St., Barre, VT 05641
Robert Provost
802-476-4135 FAX: 476-3316

Northfield Savings Bank
14 Main St., Northfield, VT 05663
John S. Biondolillo
802-485-5871 FAX: 802-485-7565

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

Computer Services
Applied Micro Technologies, Inc.
46 Washington St., Barre, VT 05641
Bertil Agell
802-476-7016 FAX: 476-7139

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

Gerber Scientific Products
151 Batson Drive, Manchester, CT 06040
Timothy Croker
860-643-1515 x2660 FAX: 645-5645

Monumental Computer Applications, Inc.
9 Genesee St., Cherry Valley, NY 13320
James Faliveno
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

BARRE LIFE Spring 1997

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

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

Investing
Edward D. Jones
12 Depot Square, Barre, VT 05641
Cliff Helbert
802-476-6200 FAX: 476-6200

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

Norlighth Studio Press, Inc.
P.O. Box 568 Rte. 14, Barre VT 05641
Ron Beaudoin
802-479-0565 FAX: 479-55245

Pegasus Press, Inc.
P.O. Box 206, Plainfield, NH 03784
Dennis Girouard
603-675-2000 FAX 603-675-2002

Reclamation
Fulton & Company, Inc.
P.O. Box 141,Websterville, VT 05678
Bill Fulton
802-479-3339 FAX: 476-5933

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
802-247-3777 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 Noetzdol
802-476-3122 FAX: 476-4140

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

Pyramid Supply, Inc.
P.O. Box 368, 87 Boynton
Barre, VT 05641
Randy Reynolds
802-479-5332 FAX: 476-6909

Pike Industries
95 Laconia Rd
Box 200
Tilton, NH 03276
603-286-4324

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

Gran-Quartz Trading, Inc.
P.O. Box 3356, Decatur, GA 30303
Peter deKok
800-458-6222 FAX: 404-621-9771

IMEX Diamond Tools and Segments, Inc.
P.O. Box 55
150 Railroad Street
Barre, VT 05641
Robert E. Browning, Jr.
802-479-7995

Miles Supply Co., Inc.
P.O. Box 237, Barre, VT 05641
Charlie 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

Orsay Electric Machines
RR #1 Box 39, Washington, VT 05675
Carroll Orsay
802-476-8011 FAX: 476-8011

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

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

Vermont Quarries Corp.
88 Church St.
Rutland, VT 05701
Luca Mannolini
877-775-1065 FAX: 775-1369

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

Clark's Transferring Service
P.O. Box 786, Barre, VT 05641
Francis Tash
802-476-3242

Granite Importers Transport
P.O. Box 712, Barre, VT 05641
Ray Poulion
802-476-5812 FAX: 802-476-7349

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 Poitier
802-864-5731 FAX: 865-9974
“Monumental Achievement” was the inscription used in a feature photograph in the Indianapolis Star detailing the MBNA Convention. Rock of Ages Sales Manager, Ray Stroutsos posed in front of one of their mausoleums on display in quite a striking resemblance to Alfred Hitchcock.
MONTPELIER GRANITE WORKS
BENSON MONUMENT CO., CORNISH, ME.

ROCK SALES, INC.
DAVID BARR LANDSCAPE SCULPTURE - Dakota Mahogany elements that combine polished surfaces with very natural appearing rock finish. The sculpture, composed of boulders, troughs and the all polished egg, is installed in the Butterfly Emporium at the Detroit Zoo.