LaCross Memorials, Inc.

Manufactured for:
Jones Monuments
PORT HURON
MICHIGAN

The Magazine of the Barre Granite Association

MEDIUM BARRE CELTIC
CROSS: 3-0 x 0-10 x 6-0
ALL STEELED, TRUE CELTIC
HOLES CUT THROUGH
SANDBLAST CARVED,
SHAPED AND LETTERED
MEDIUM BARRE PLINTH:
3-0 x 2-4 x 1-2 ALL STEELED
MEDIUM BARRE BASE:
4-0 x 2-4 x 1-0 STEEL
DROP WASH TOP,
BALANCE ROCK PITCH
DUSTED MARGIN

ROBERT
JOSEPH
JAN. 10
1944

KATHLEEN J.
GAFFNEY
APR. 10
1946
JUNE 13
2002

SOUMLATES

Kathy
Beloved Hub and Hub
loved me.
Among the line.
Among others of
Robby and David
Inseparable,
Fellow and Friend.
Hub
In honor of Kathy. Husband, was service

Kathy In
Vaincomer.
Married June 22, 1968

DRAFT}

BARRE
GUILD

The Magazine of the Barre Granite Association
Notes from the Executive Director

It has been a busy winter at the BGA. First, I want to thank all of you who visited with me at the BGA booth in Nashville and again in Sturbridge. It is always nice when I have the chance to speak with folks in person. Your input is valuable to our membership, so please keep it coming.

This spring the BGA manufacturers completed negotiations on a new contract with the Granite Cutters Association and the United Steelworkers of America. Negotiations went well for the BGA and the new contract covers four years, commencing April 28, 2003. The unions and manufacturers are pleased with the term of the contract because it creates stability in our workforce. It goes without saying that strong manufacturers and a strong workforce, translate into the excellent products and services you expect from BGA members.

In my many discussions with people, I continue to hear that their choice for a quality memorial begins with a member firm of the Barre Granite Association. The craftsmanship, quality, and service they receive are an added value to any granite product. Granite is also an excellent choice for countertops and is available in polished and matte finishes. While granite may be more expensive than some other materials, its longevity adds immeasurable value. More and more homeowners are discovering that granite products are the way to go. Granite is also considered one of the healthiest materials to use in the kitchen. If you are concerned about bacterial contamination of your kitchen countertop, it looks like granite is definitely one of the healthier choices.

A recent study by the Hospitality Institute of Technology and Management, a St. Paul Minnesota based organization that develops educational materials and research for the retail food industry, shows that granite was a favorable surface for removing microorganisms. The study, done by Dr. O. Peter Snyder, Jr., measured the bacteria resistance capacity of six common countertop materials. Each surface was contaminated with E-coli (nearly 2 billion of the microorganisms); washed and rinsed with soap and water and then sanitized with a vinegar-and-water solution. The results are shown below.

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<th>Surface Microorganisms ELIMINATED by Cleaning</th>
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<td>Granite</td>
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<tr>
<td>Plastic Laminate</td>
<td>498,884</td>
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<tr>
<td>Tile</td>
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<td>Concrete</td>
<td>32,810</td>
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<tr>
<td>Wood</td>
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So when time comes for a memorial, countertop, or other granite products for landscaping, call one of our member firms and know you are getting the very best. Our members are ready to serve you in any way they can. You will find a complete listing of our membership at www.barregranite.org, or you can call our office for assistance. Remember that summer in Vermont is a beautiful and unique experience, so please consider a visit to your manufacturers this year.
My 85 year old great uncle and I searched several small town cemeteries in a journey to find his mother's memorial in Northeastern Vermont a few years ago. He was preparing to return to his home in South America for the last time in his life. As the sun began to set, we found the site which provided great solace. Barre Life readers play a major role in creating quality memorials that celebrate life. The value of celebrating lives through the memorialization process was made very clear to me at a cemetery in Portland Oregon, where I spoke briefly with a woman as she arranged fresh flowers in memory of her daughter. She and a good friend came often to celebrate the life of her daughter who had died tragically in a car crash. That personal monument at this beautiful cemetery was very important to help this mother remember, reflect and continue on with her life.

Everyone involved in the process of making memorials in this country should feel a sense of pride in the great work they are producing that will last for centuries. The articles, photographs and information in this issue reinforce how critical your role on the retail side is. We present what the BGA member firms are capable of. I have often heard it said, "If it can be created in granite, the member firms of the BGA can do it."

Springtime in Vermont is beautiful this year with warm, sunny days promising green fields and mountains soon. A business trip here this spring will reward you with increased sales and profit by meeting with your BGA sales professional. Tour their manufacturing facilities and gain from their insights based on years of experience making the best monuments in the world.

Visit www.barregranite.org and make it a favorite. Let us know what you like and what you would like to see. The summer issue will feature monuments and stone products with a high level of craftsmanship, innovation, new trends and more keys to increased sales.

Jim Eaton, Editor

eatonj@barregranite.org
The Roselli's owned and operated Desilets Granite Co. in Montpelier from 1946 through 1994. They were well known for quality granite memorials under the leadership of Victor Roselli. He was a dedicated member of the BGA serving as Trustee on the Executive and Apprentice Committees.

Gandin Bros., Inc. was honored that this longtime granite family chose and trusted them to manufacture their monument which was set in the Green Mount Cemetery in Montpelier, Vermont in the fall of 2002.

**COVER:**

Roselli Monument
Manufactured by Gandin Bros., Inc.
MEDIUM BARRE DIE: 4-0 x 0-10 x 6-4
MEDIUM BARRE WINGS: 3-6 x 0-8 x 3-0
HAND-TOOLED FLUTES, BLUED WITH DUST FOR CONTRAST
MEDIUM BARRE PLINTH: 5-0 x 1-2 x 0-6
MEDIUM BARRE BASE: 12-0 x 1-6 x 0-10
HAND CARVED FULL FIGURE STATUE BY STANISLAW LUSTOSTANSKI

Barre Guild News
Colonial Granite Co., Inc. very recently became members of the Barre Granite Association. The owners, Clem Vaillancourt and Scott Vaillancourt welcome new project inquiries from personal and civic memorials to landscaping and countertops. The Summer issue of Barre Life will showcase their plant and products.

For more information contact them at 33 West Second St., Barre, VT 05641 Tel. 802-476-4800 Fax 802-479-5836

Joe's Custom Polishing and Manufacturing has expanded their operations with a new office manager, Marie Perreault, in a new office.

Joe's Custom Polishing and Manufacturing has also added a large hydraulic splitter to handle larger projects. Marie and Jerry can be contacted at 800-787-4004, Fax: 800-447-9268, gperreault@wizzard.net.

Ron's Custom Sandblast recognizes the importance of their parents contributions in getting Ron's Custom Sandblast, Inc. to where it is today, by honoring both of them. Ron's is well aware that the memorialization industry is all about family. Ron's is very proud to prominently display the two people that have molded both Ron's Custom and themselves into what they are today. Thank you Ron and Shirley Duquette for your hard work, guidance and love. We truly appreciate both of you.
Miles Supply Company recently announced its Retail Road Show traveling trailers. Starting this spring, the trailers will be visiting customers in the stone industry, and will demonstrate the latest and greatest tools and equipment available to cut, polish, sandblast, and set stone. The trailers will be equipped with a variety of products that can be purchased off the trailer or drop shipped from one of the Miles Supply locations.

“The biggest advantage of the “Road Show” is that we can bring the product to the customer, show them how to use it, the advantages of the product and ask for their order,” says Adam Martin, Vice President of Miles Supply.

With one trailer working out of the Elberton, Georgia location and the other out of the Barre, Vermont location, Miles Supply is in hopes of visiting its current customers with the Road Show, as well as any potential customers that have requested a visit.

Although this will be a tough task, Miles Supply is committed to serving it’s customers and growing its business.

“Since the days of John Miles, the founder of John R. Miles Supply Company, we’ve been a service oriented business. The Road Show is the next step in customer service for us, one that we’re confident will work and show how committed we are to our customers, just like John Miles would want it” says Adam.

If you are interested in having the Road Show drop into your shop, give Miles Supply a call and they will be happy to put you on the list, better hurry though, it’s filling up fast!
The sales representatives of many BGA member firms are featured here. Photographed at the national MBNA convention in Nashville, TN and New England Monument Builders Convention in Sturbridge, MA as well as in Barre, the goal is to keep up those personal contacts between retail sales professionals and their manufacturing counterparts. Barre Life will continue to feature various aspects of the member firms both large and small in future issues. Individuals are identified from left to right.

Adams Granite Co. – Rich Tousignant, Kerry Zorzi, Don Fontana, Peter Delphos

B&B Monumental Engravers Steve Bigras

Buttura & Gherardi Granite Artisans – Paul “Dutch” Leendertse, Mike Kenedy, Mark Gherardi

Colombo Stoneworks, Inc. Bob Plante

Culture Craft Sandblast Co. Brian Benoit, Adelard Benoit

Cochran’s Inc. Sherman Cochran, Diane Cochran, Peter Burke, Lorie Royce, Lucy Campbell, Keith Nelson-Miles

Barre Guild News
Granite Industries of Vermont
Jeff Martell, Forrest Rouelle

Montpelier Granite Works
Mary Van Veghten, Michelle Mureata Parker

North Barre Granite Co.
Dennis Aja, Michael Ornitz, Charles Chatot

Peerless Granite Co.
Brice Mugford, Marie Mugford

TCS Memorials
James Tait, Judy Griffith
Selling Distinctive High Quality Memorials

Don Fontana leads the sales force at BGA member firm Adams Granite Co. Three generations of his family have worked in the granite industry. This is the first of a two part series based on his wealth of knowledge, augmented by insights from the contributions of several other industry veterans. In the summer issue of Barre Life the topic of selling pre-need memorials will be explained as well as taking a close look at what types of granites, finishes and details are often chosen by leaders in the industry for their monuments.

An engaging conversation with Don Fontana over the massive polished Barre granite conference table at the BGA office, produced real life suggestions to help you, the retail monument professional, sell the best work to your clients. Consider these suggestions and implement the ones you feel will benefit your business.

The first step is to step back and look at your existing sales transaction process with a critical eye from the customer’s point of view. Advertising or referral from a former client brought them to this first face to face encounter with you, at your office. Ask yourself, “What can I do to make the most positive impression at this point. What can I change to help every potential customer buy the best memorial they can afford?”

A POSITIVE MODEL SALES SITUATION
The person looking for a memorial for a deceased loved one, or for themselves so that they will not be a burden on their children comes in the door. As they step in the office they see a large, finely crafted monument, a very expensive memorial. The office is clean, comfortable, and they might ask, “How much is that?” You could answer, “A memorial like this is $100,000.” Judge the customer’s reaction. For a select few a sale in this price range is possible. If they look overwhelmed or say, “Gosh I didn’t know they were that expensive.” This is the time to assure them that a personal memorial can be designed to meet their needs and their budget. Aim high. Start every customer at the top. The customer will feel better about spending $20,000 or what they can afford because it is less than the expensive one.

IN CONTRAST THE WRONG APPROACH TO SALES
A person walks by a number of display pieces starting with small slants and goes up to a few generic styles and shapes. When they come in you are cutting some rubber stencil in the back. You say, “Just look around and tell me if you see anything you like; I will be out soon.” When you appear in your work clothes they ask the price of two or three memorials in the middle range. You quote them some price ranges. “Well we were just shopping around and we’ll be back.” You lost them.

THE CUSTOMER DESERVES YOUR UNDIVIDED ATTENTION. THEY SHOULD FEEL THAT THEY ARE VERY SIGNIFICANT AND IMPORTANT IN YOUR DAY.
Listen to their ideas and concerns in a clean, comfortable office. Show work that might be appropriate based on the section of the cemetery the plot is in. Take the time to understand their religious and ethnic culture. Ask what aspects of their professional or business life or love of sports are important. Family ties, fraternal organizations, military service and hobbies are often key elements to include in a memorial. Incorporate these personal details in your design proposals. Your BGA manufacturing sales representative can offer suggestions and resources if you need help. One example of a successful sale experience that Don cited was buying a suit. He trusted the salesman to offer him tasteful options. After the professional narrowed down the options that would be a good match for him, Don could then decide between three or four rather than from fifty or sixty. He knew and trusted the retailer.
He explained, “I never expected him to make the suit, simply to help me purchase one made by a quality manufacturer. I knew if there was a problem I would be properly taken care of.” In the granite industry the BGA manufacturing firms have years of practice making memorials. Practice makes perfect. If you concentrate your efforts on selling it will insure your success. Time spent on sales efforts will maximize your profits. You may have had experiences buying a car or other products where the sales person took the time to listen to your desires, then presented you with several options to consider. A good sales person probably had you test drive some of the higher end models in your budget range. Once you experience and understand quality features it is hard to go back to lower options.

The art of selling is in part the art of listening. There are many books and audiotapes that may help you sell better and sell higher by absorbing the key ideas. The final point is that you are helping your customers “Celebrate Life.” You are helping them create a reflection of love and the highest ideals of what is important in their lives.
These distinctive granite memorials will be there for a long time. More than a monument that marks a grave, create a memorial that is a personal tribute.
Your responsibility in collaboration with BGA member sales professionals is to create the absolute best, given the budget ranges you are presented with. This will lead to increased customer satisfaction, positive referrals to your business and the ultimate goal of what is truly best for everyone involved.
This unusual monument was designed by Bert J. Gast. Mr. Gast had a client who has a very special concern for wildlife animals. After the client lost her husband, she consulted with Mr. Gast, and he designed an exceptional family memorial that features Saint Francis with his birds.

Several years later, she met with Mr. Gast and discussed the possibility of erecting a monument that would permanently record wildlife animals that were peculiar to the state of Illinois. Bert designed the monument so that the pedestal is completely engulfed with bold bas-relief wildlife animals. The top of the monument features a full-round, full-size sculpture of a deer.

The Sculptor, Ramojus Mozolauskas was consulted, and he prepared full-scale models. After inspecting several wildlife preserves, the client and Bert Gast agreed that the Grove in Glenview, Illinois would afford the best background for the artwork. The manager of the Grove, Mr. Steve Swanson, was consulted, and he was shown the models. He reviewed the sculpture with the nature preserve board, and they agreed that it would be an asset.

Adams Granite in Barre, Vermont was consulted, and the carver Stanislaw Lutostanski was shown the models. Kerry Zorzi, owner of Adams Granite Company, determined a fair price to cut the select light Barre Granite, and Mr. Lutostanski established a quote to carve the stone. About nine or ten months later, this unusual sculpture was unveiled.

The sculpture stands as a permanent testimony to the feelings of a true animal lover and as a constant reminder of the wildlife in the state of Illinois. Though the donor wishes to remain anonymous, her generosity provides her with a constant remembrance of her loved ones and a tribute to her concern for earth’s creatures, great and small.
CUT IN SELECT DARK BARRE GRANITE, THIS THREE PIECE MONUMENT COMES COMPLETELY ASSEMBLED AS A UNIT. THE LIGHTHOUSE COLUMN PIECE IS ALL TURNED, TAPERED, AND ROUND, IS FINISHED AS ALL STEELED, AND SANDBLASTED WITH ACCENTS. IT IS ATTACHED TO AN ALL POLISHED TABLET, AND THEN THE ENTIRE DIE UNIT IS ATTACHED TO THE BASE. THE SCULPTED ROCK WORK ON THE BASE IS CRAFTED EXACTLY TO FIT THE DIE UNIT.
For thousands of years
Native Americans
migrated through this area.

Later, the Nipmuk tribe had
several villages and a vast
burial ground near here.

Created for:
Ross Miller Studio
ALLSTON, MASSACHUSETTS

NINE NORTH AMERICAN PINK GRANITE OPEN BOOK SHAPED MARKERS: 5-0 x 1-8 SMOOTH TOP, POLISHED SIDES,
FLAT CARVED AND LETTERED, WITH HISTORICAL EVENTS WHICH HAVE TAKEN PLACE IN THE TOWN OF FRAMINGHAM,
MASSACHUSETTS. THE NINE MARKERS ARE SET IN A CIRCULAR WALKWAY FOR THE TOWNSPEOPLE TO VIEW.
Manufactured for:
Carlisle Memorial Service

CARLISLE, PENNSYLVANIA
PA. GEM MIST GRANITE
CROSS: 2-6 x 0-8 x 4-6 POL. 2 B.R.P., CARVED
SUB BASE: 2-6 x 2-0 x 1-0 ALL POLISHED 2" POL. DROP WASH
BOTTOM BASE: 3-0 x 2-4 x 0-8 P.F.T., B.R.P.
Created for:
Empire Granite
WORCESTER, MASSACHUSETTS

SANDBLASTED SHELL ROCK, SCALLOPED EDGES AND SHAPED FLORAL BY CULTURE CRAFT SANBLAST CO.

CANADIAN PINK DIE: 3-6 x 0-8 x 2-4
POL 2, BRP, SCALLOPED EDGES, 3 SIDES FRONT AND BACK

THE DIE WAS CUT BY BGA MEMBER FIRM
RIVERTON MEMORIAL, INC.
Manufactured for:

Trowel Trades Supply Company

COLCHESTER, VERMONT

TAI SOO KIM PARTNERS, ARCHITECTS
ROSS COMMONS, MIDDLEBURY COLLEGE, MIDDLEBURY, VT
16,000 SQ. FT. SPLITFACE STANSTEAD GRAY GRANITE
SET TO A RANDOM PATTERN BASED ON
3 STANDARD SIZES, COMPLETED JULY, 2002
Manufactured for:

Wearly Monuments

MUNCIE, INDIANA

MEDIUM BARRE DIE: 2-0 x 0-8 x 1-10
ALL ROCK, STR. TOP
HAND SCULPTURED FLUTED 4” COLUMN
WITH HAND SCULPTURED IVY
MEDIUM BARRE BASE: 3-0 x 1-2 x 0-8
ST. F.T., BRP, 2” DUSTED MARGIN (1)
Manufactured for:

Brooks Monuments

WARREN, MAINE

SIGN: 6-4 x 0-4 x 3-6
ALL STEELED, CARVED AND LETTERED 2 SIDES
PEDESTAL: 3-0 x 1-0 x 2-0
ALL STEELED 3" OVERALL TAPER
Kurjanowicz Sculpture Studio

QUEEN BEATRIX
OF ARAGON

HEIGHT 5-2
DESIGNED AND
CARVED IN WHITE
MACEDONIAN
MARBLE, ON
SITE IN KOMARNO,
SLOVAK REPUBLIC
FOR MR. STEFAN
TOTH. THE
PEDESTAL IS RED
HUNGARIAN
"TARDOSH"
MARBLE.
Manufactured for:
DeChristopher Bros.
PHILADELPHIA, PENNSYLVANIA

GEM MIST DIE: 4-0 x 0-8 x 3-2 POL 5, SERP
GEM MIST BASE: 5-0 x 1-1 x 0-10
HAND CARVING OF ANGEL
BASE: S/B CARVING WITH CALLA LILLIES
Manufactured for:

James Ju Monuments

BARRE GRANITE DIE: 7-6 x 1-3 x 3-8
ALL STEELED, RADIAL ENDS

BARRE GRANITE BASE: 8-0 x 1-6 x 0-10
STEEL TOP, BALANCE ROCK PITCH
SELECT BARRE
MULTIPLE MEMBERS
DIE: 9-0 x 1-2 x 3-1
BASE: 13-0 x 2-0 x 0-10
Vermont Granite Museum of Barre’s Stone Arts School (SAS) held its first class on January 28th. The school is housed in the Museum’s offices in historic Depot Square until its permanent home at the Jones Brothers building is completed later this year. The Stone Arts School has eight students enrolled in its introductory session.

With a nod to the importance of preserving and learning from the past, the first class was a presentation by industrial historian John Johnson of Marshfield, prepared especially for the event. The second class took advantage of the vast knowledge of Todd Paton, director of tourism at Rock of Ages, to explain the quarrying process and the geological properties of granite. Students next toured Granite Industries of Vermont for a first-hand look at the operation of a granite plant. With this whirlwind tour of the history of the granite industry under their belts, the students were ready to begin the hands-on classes.

Gary Goodwin, aka The Granite Guy, is the Head Instructor. Anita Lucero developed and teaches the drawing and etching classes, Rhonda Rouleau Wobby covered drafting. In the hands of these skilled artists and artisans, the SAS students were truly learning from some of the best in the business, and the enthusiasm ran in both directions.

Students are now being introduced to all aspects of sandblasting. In this four-week session they will design a piece of their own, and follow the process from start to finish. The last four-week segment will give students the opportunity to follow their strong points, and focus on specific skills and techniques.

When the permanent home of the Stone Arts School is completed in late summer 2003, we will offer an array of training programs in varied formats at different times. Until then, our limitations have been more than offset by the eagerness and dedication of our students, the talent and devotion of our instructors, and the support of the industry and the community.

For more information SAS 802-476-4605
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<th>Contact Name</th>
<th>Address</th>
<th>Phone Numbers</th>
<th>Fax Numbers</th>
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<td>Adams Granite Co.</td>
<td>Kerry Zorzi</td>
<td>P.O. Box 126, Barre, VT 05641</td>
<td>800-342-1070/802-476-5281</td>
<td>802-476-3027</td>
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<td><a href="mailto:kzorzi@adamsgranite.com">kzorzi@adamsgranite.com</a></td>
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<td>Brookside Memorials, Inc.</td>
<td>Bernie Lafjeunesse</td>
<td>P.O. Box 704, Barre, VT 05641</td>
<td>800-639-4024/802-479-1942</td>
<td>802-479-5146</td>
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<td>Buttura &amp; Gherardi Granite Artisans</td>
<td>Mark Gherardi</td>
<td>P.O. Box 606, Barre, VT 05641</td>
<td>800-451-3252/802-476-6646</td>
<td>800-404-9991/802-476-5994</td>
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<td><a href="mailto:Markg@graniteartisans.com">Markg@graniteartisans.com</a></td>
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<td>Colombo Stoneworks, Inc.</td>
<td>Bob Plante</td>
<td>P.O. Box 585, Barre, VT 05641</td>
<td>800-446-1049/802-476-5555</td>
<td>802-476-0200</td>
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<td>800-476-7542</td>
<td>802-476-5375</td>
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<td>Family Memorials, Inc.</td>
<td>Robert Couture</td>
<td>P.O. Box 383, Barre, VT 05641</td>
<td>800-533-3031/802-476-7831</td>
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<td><a href="mailto:fammemls@aol.com">fammemls@aol.com</a></td>
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<td>Gandin Bros., Inc.</td>
<td>Gaylord &quot;Butch&quot; Gandin</td>
<td>P.O. Box 155, S. Ryegate, VT 05069</td>
<td>800-433-0617/802-584-3521</td>
<td>802-584-4053</td>
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<td>Granite Importers, Inc.</td>
<td>Bruce Colgan</td>
<td>P.O. Box 712, Barre, VT 05641</td>
<td>802-476-5812</td>
<td>802-476-7349</td>
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<td>Granite Industries of Vermont</td>
<td>Jeff Martell</td>
<td>P.O. Box 537, Barre, VT 05641</td>
<td>800-451-3236/802-479-2202</td>
<td>802-479-7917</td>
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<td>Hillside Stone Products, Inc.</td>
<td>Randall Carbonneau</td>
<td>P.O. Box 134, Barre, VT 05641</td>
<td>800-479-2508</td>
<td>802-479-5438</td>
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<td><a href="mailto:staff@hillsidestone.com">staff@hillsidestone.com</a></td>
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<tr>
<td>Hutchins and Perreault, Inc.</td>
<td>Richard Hutchins</td>
<td>P.O. Box 222, East Barre, VT 05649-0222</td>
<td>802-476-8771</td>
<td>802-479-5814</td>
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<tr>
<td>Joe's Custom Polishing and Manufacturing</td>
<td>Gerard &quot;Jerry&quot; Perreault</td>
<td>P.O. Box 279, East Barre, VT 05649-0279</td>
<td>800-787-4004/802-479-9266</td>
<td>800-447-9268/802-479-0644</td>
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<td><a href="mailto:gperreault@wizzard.net">gperreault@wizzard.net</a></td>
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<td>Kinfolk Memorials, Inc.</td>
<td>Norm &amp; Maggie Fournier</td>
<td>P.O. Box 236, E. Barre, VT 05649</td>
<td>800-659-1423</td>
<td>802-479-1423</td>
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<td>Fax: 802-476-3394</td>
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<tr>
<td>Lacroix Custom Cutting, Inc.</td>
<td>Robert Lacroix</td>
<td>255 Sugarhouse Road, Williamstown, VT 05679</td>
<td>802-476-7311</td>
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<tr>
<td>LaCross Memorials, Inc.</td>
<td>Gary LaCroix</td>
<td>P.O. Box 458, Barre, VT 05641</td>
<td>800-451-3234/802-479-2526</td>
<td>802-479-2211</td>
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<td>Montpelier Granite Works</td>
<td>Michelle Mureta Parker</td>
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<td>North Barre Granite Co.</td>
<td>Charles Chatot</td>
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<td>800-227-1045/802-476-6624</td>
<td>802-479-9148</td>
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<td>1-800-950-3066/802-223-3502</td>
<td>802-223-6610</td>
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<td>Matthew R. Couture</td>
<td>P.O. Box 585, S. Barre, VT 05670</td>
<td>802-479-2247</td>
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<td>Bret Mugford</td>
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<td>800-654-5420/802-476-5830</td>
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<td>Robert Rivard</td>
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<td>802-476-8408</td>
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<td>Ernest Lavigne, Jr.</td>
<td>P.O. Box 284, Northfield Falls, VT 05664</td>
<td>800-643-8082/802-485-3371</td>
<td>800-952-8268/802-485-6535</td>
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<td>Swenson Granite Company, Inc.</td>
<td>Bob Pope</td>
<td>P.O. Box 626, Barre, VT 05641</td>
<td>800-476-7021</td>
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<td>Todd Tosi</td>
<td>RD2, Box 2025, Northfield, VT 05663</td>
<td>800-476-3851</td>
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