

# BARRE

# LIFE

SUMMER 1980

Published by the Barre Granite  
Association - Barre, Vermont



## About the Cover Picture

Dignity and diversity, enhanced by the lush bloom of a Vermont Summer, blend in this photo of a portion of Barre's Hope Cemetery. Information of special interest to cemeterians is featured in this issue of Barre Life.



# BARRE LIFE

## SUMMER 1980

BARRE LIFE is published quarterly at no charge by the Barre Granite Association, Box 481, Barre, VT 05641. Tel. 802-476-4131.

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# Barre Life Readers Respond Enthusiastically

More than 300 Barre Life readers took the time and trouble to respond to our subscriber survey published in the Winter edition. Forty states and Canada were represented among the questionnaire returns. Three out of four respondents used the opportunity to offer written comments about the magazine. We're grateful to all who participated and we're confident we can use your reactions and suggestions to make Barre Life an even better publication.

Here is a summary of some of the things you told us about the magazine:

- 1. You especially appreciate articles on technical innovations, photos of monuments and regular columns on marketing, cemeteries, etc.**
- 2. You're somewhat less fascinated by material on conventions, Barre visitors and social notes.**
- 3. Three out of four of you display Barre Life in your office or salesroom. (But many said you now planned to do so, perhaps as a result of the questionnaire.)**
- 4. Six out of seven rated Barre Life as either "the best" or "one of the best" publications in our industry.**

Among those of you who volunteered responses, the Winter feature on Barre-Pak seemed of special interest with many readers inquiring as to how they could obtain this well received new product. (We responded to those inquiries directly). Design photographs were another big favorite. We were surprised and pleased by the high percentage of returns from cemeterians and the issue you're reading was influenced by that response.

Many of you just jotted down an adjective or two in the "comments" section. These included "exceptional," "professional," "beautiful," "supurb." We're flattered.

One western Pennsylvania dealer went so far as to call Barre Life "... super - just like the Steelers." We wonder if he'd consider a "Steeler finish" on his Barre Guild memorials.

We thank you all for your help, your loyalty and most of all for your continued support and interest both in our publication and our products.

# News about BGA members



"Mrs. Carter," Jules Chatot was probably saying, "you have my personal assurance that this Barre granite is more attractive, longer-lasting..." Jules assured us that the First Lady was impressed when he presented her with this attractive, inscribed desk set during her campaign swing through Vermont last winter. Jules regularly favors visiting politicians with similar objects d'art crafted of Barre granite at his North Barre plant but can't recall making a similar gift to a Georgian.

Behind Mrs. Carter is Mrs. Pat Leahy, wife of Vermont's junior U.S. Senator. The desk set was designed by Joe Calcagni.



"Thurber the Bear" is the newest member of the marketing family at Paul Savard's Thurber Granite Company. Paul and son Norman pose between Thurber who was originally designed by Savard as a grass marker in a child's cemetery section but has attracted interest as an upright and a lawn ornament as well. The design of Barre granite weighs 250 pounds, with base and Paul reports an unbearish demand.

## News about BGA members *[continued]*



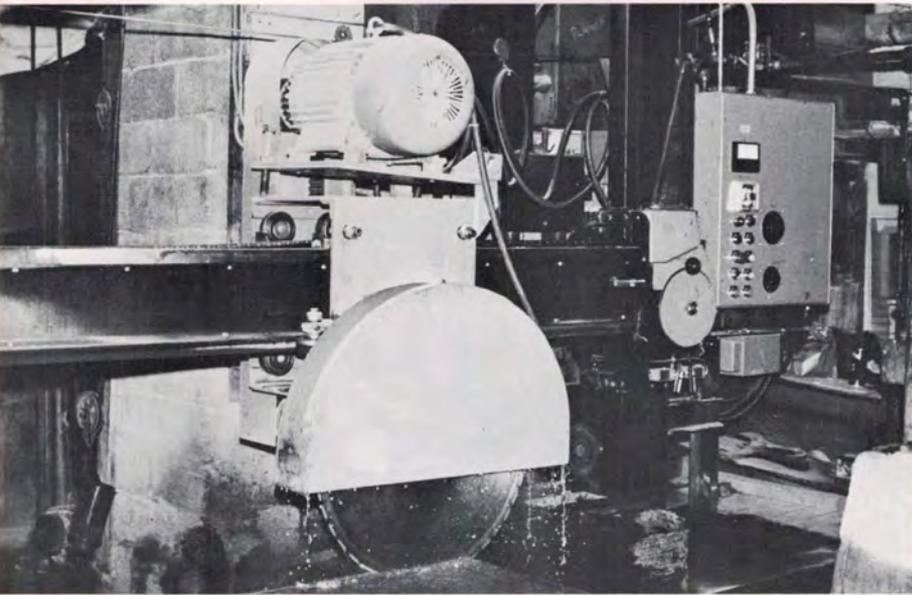
**BOB PLANTE**, right is the newest sales representative for the Rouleau Granite Company. Bob was welcomed to the sales force by Sales Manager Dick Gale, left, after serving as a draftsman at Rouleau's for the past seven years. He is a graduate of Barre's Spaulding High School and majored in architecture at Vermont Technical College.



**SHEILA LAPERLE** of Barre is a new and nifty addition to the office staff at Chioldi Granite Corporation where she was recently hired as a secretary and bookkeeper. And gentlemen, it's Mrs. Laperle, by the way.

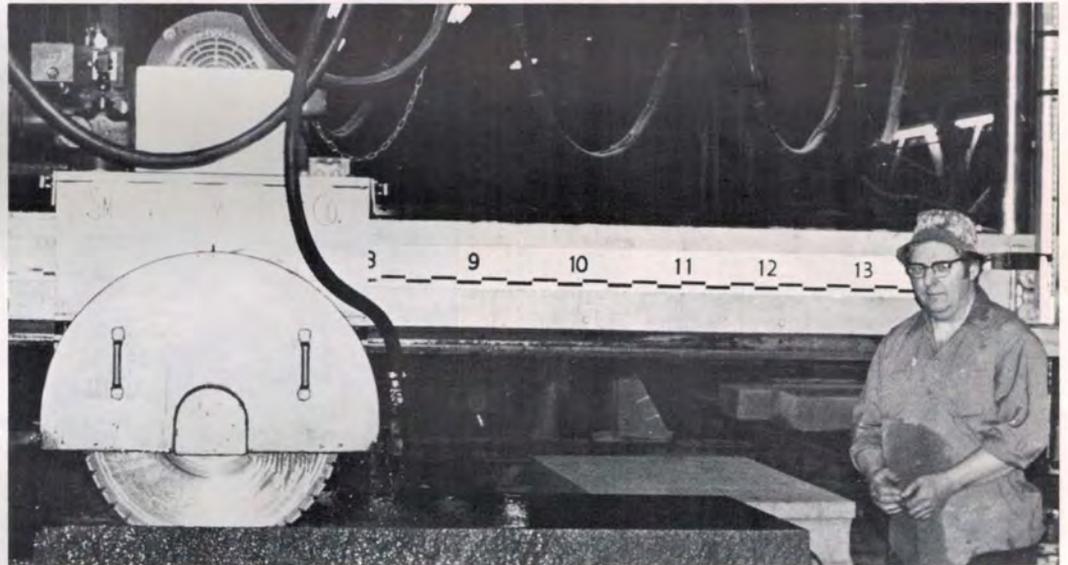
**LOUIS BABIC**, (standing, center) was honored recently at a retirement party held at the Rouleau Granite Company. Louis was a Rouleau representative for many years and during a long and varied career in the industry he was especially known for his activities on behalf of the New Jersey Monument Builder's Association. Pictured with Louis are (seated) Lucien Rouleau, President, Dick Gale, (standing, left) sales and advertising manager and Louis's son, Jack Babic, who is also a Rouleau sales representative.





This Ordway diamond saw was installed recently at the Adams Granite Company. Featuring a 30 inch diameter blade, the instrument is one of more than 20 diamond saws acquired by B.G.A. members over the past 18 months. The Ordway Company is a Barre-based firm.

This new diamond saw is the latest addition to the equipment complement at Nativi and Son. The saw was manufactured by Smith, Whitcomb and Cook of Barre and features a laser-guided cutting alignment capability. The machine's operator is Bill Corrigan of Barre.



Monuments are a family matter at the Cetrangolo Finishing Works. Proprietor Nick Cetrangolo is shown here with sons David, left, the plant's co-foreman and Edward, who heads the sandblast department at the Northfield, Vermont facility. David and Edward are 23 and 21, respectively. The finished work, featuring a porcelain dado, was commissioned by Ludlow Monuments of Ludlow, Mass.

## News about BGA members *(continued)*

Pope John Paul II's likeness was etched by Barre sculptor Alcide Fantoni in a commemorative plaque presented by Buttura & Sons to the archdiocese of Chicago in honor of the visit of His Holiness to that City in October, 1979.

Sculptor Fantoni (below) poses with proprietor, John Buttura of Buttura and Sons and the commemorative plaque of Pope John Paul etched by Fantoni. Fantoni's exploits as a television personality are recorded elsewhere in this issue.



### JOHN W. GAULD

John W. Gauld, 76, died at his home in Boca Raton, FL., Sept. 19, 1979.

Mr. Gauld came to Boca Raton five years from Millburn, N.J. He retired from Johns Gustafson Inc., in Barre, Vt., after 35 years as a granite salesman.

He was a member of the First Presbyterian Church of Pompano Beach; the Patrician Association of Boca Raton; Granite Masonic Lodge No. 35; FNAM, Barre, Vt.; Scottish Rite Bodies, in the Valley of Montpelier, Vt.; Scottish Rite Bodies, in the Valley of Burlington, Vt.; Mount Sinai Temple AAONMS, of Montpelier, Vt. and the Goldcoast Shrine Club of Mahi Mahi Temple, Deerfield Beach.

He is survived by his wife, Melba Gauld of Boca Raton, and his brother, Ronald W. Gauld of Des Moines, Iowa.

# Barre Granite TV Story Shown In Seven States

Alcide Fantoni has a face like a pixie and fingers like, well, like a sculptor. So no one in Barre was even slightly surprised when a television film crew found and featured him as the highlight of a five minute regionally telecast program about the granite industry.

Fantoni, whose expressive face and genial demeanor are rivaled only by his artistic skill, let his fingers do the talking for much of the filming but he also offered anecdotes about his craft in his Italian-seasoned English (he remains a citizen of Italy) and discussed his artistic idiosyncracies including his steadfast insistence on keeping granite dust out of his hair by wearing a cap made of an Italian newspaper.

The program, broadcast on April 4, was part of

the "American Trail" series which precedes the "Today" show in much of the northeast. It was shown on 22 stations in seven states ranging from Bangor, Maine to Salisbury, Maryland.

The segment also featured general vignettes from "The Granite Center of the World" but focused on Fantoni and his diverse talents from etching, (see his portrait of Pope John-Paul elsewhere in this issue) to a massive piece of statuary.

Featured with Fantoni in the filming was his long-time friend and collaborator, Giuseppe Donati. The "American Trail" is a daily television series "honoring the people and heritage of the rural Northeast." It is designed to celebrate "people with special skills."



**"Wait til the guys hear about this!" Alcide Fantoni seems to be saying as a television technician prepares his microphone. Donati, left, supervises.**

## Barre Granite TV Story *(continued)*



Action. The Fantoni-Donati duo (above) are filmed as they collaborate on this statue of the Sacred Heart.

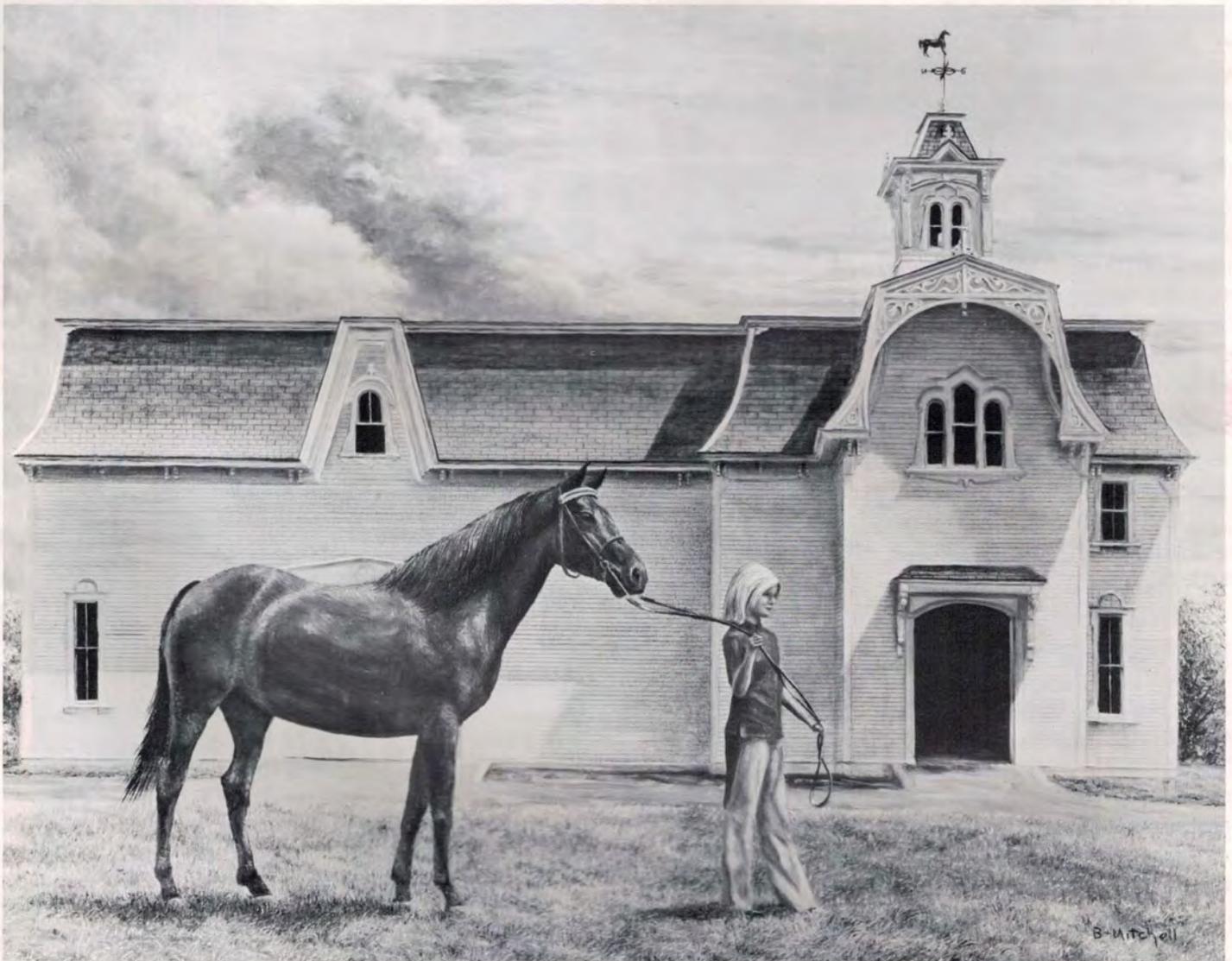
"I want some expression," the T.V. director tells Donati. (left) Fantoni meanwhile thumbs through what he later insisted was a contract to star in his own series.

# VERMONT FIRSTS



## *The best known four legged Vermonter*

The Morgan horse first arrived in Vermont in 1785. Quick, bright and strong, the Morgan was the perfect combination of mount and draft animal. More importantly, it had the ability to transmit its characteristics to subsequent generations. As a result, the Morgan has remained a special part of Vermont to this day.



*(From the "Vermont Firsts" collection of the First Vermont Bank)*

# Stone Trades School

BARRE, VERMONT — Spaulding High School's Stone Trades division is the country's most fertile incubator of young talent for the granite industry.

Teaching a complete range of technical skills to prospective proprietors and aspiring craftsmen alike, the modern, elaborately equipped facility is the academic cornerstone of the Barre Regional Vocational Technical Center.

Each year in addition to enrolling dozens of high school students from Central Vermont, the school also attracts "post graduates" — young people who have completed their regular education, often in other fields — who have decided to enter the retail monument profession. Many come from far outside the region.

Typical of this latter group were two students who completed their special studies this Spring: Greg Schuyler of Arcade, N.Y. and Louis Monti, III of Marlboro, Mass. Schuyler, 24, hopes to enter the retail monument business in his hometown which is near Buffalo. Monti, 20, is the third generation of his family to join Monti and Sons, a granite retailing firm in their Eastern Massachusetts community.

The two took divergent paths to the Stone Trades School but both have identical goals: To acquire a diversified background in shop work that will help them to become effective retailers.

## They Show You A Lot

"Gene Hilts, a monument dealer in my hometown told me about the (Stone Trades) School," Schuyler said. "He has all the business he can handle — and then some. I'd always been interested in starting up my own business so he contacted his Barre supplier for me and they arranged for my enrollment here.

"They show you a lot," Schuyler said. "You could spend five years here. They point out the basics and encourage you to develop your own techniques. I'm going to be concentrating on



sales, of course, so much of my work will be done here in Barre. But I'm getting a broad, general knowledge of the business and that'll be a big asset."

Monti's uncle, Henry, came to Barre to learn his profession more than 25 years ago. He's now Secretary of the New England Monument Dealer's Association.

"My uncle encouraged me to come here because he'd gotten a great deal out of his experience in Barre," Louis said. Louis went to vocational school in Marlboro and worked part time for the family firm as a setter.

"I'm also interested in the general aspects of the business and I think I'll be able to apply what I've picked up here when I'm back with the company."

Both are enthusiastic about their future as granite retailers. "I'm very confident about this business," said Schuyler. "The granite business is where I want to be," Monti agreed. "I'm glad I came here because its going to make a big difference in my life."

# ool Post Graduates



Aspiring monument dealers Greg Schuyler, left and Lou Monti, right, work with a third post graduate, Nick Giordani of Norwich, Conn. on a drafting assignment in a classroom at Barre's Stone Trades School.



Don Giroux, director of the Stone Trades School points out the grain in this piece of granite to students Giordani, Schuyler and Monti.



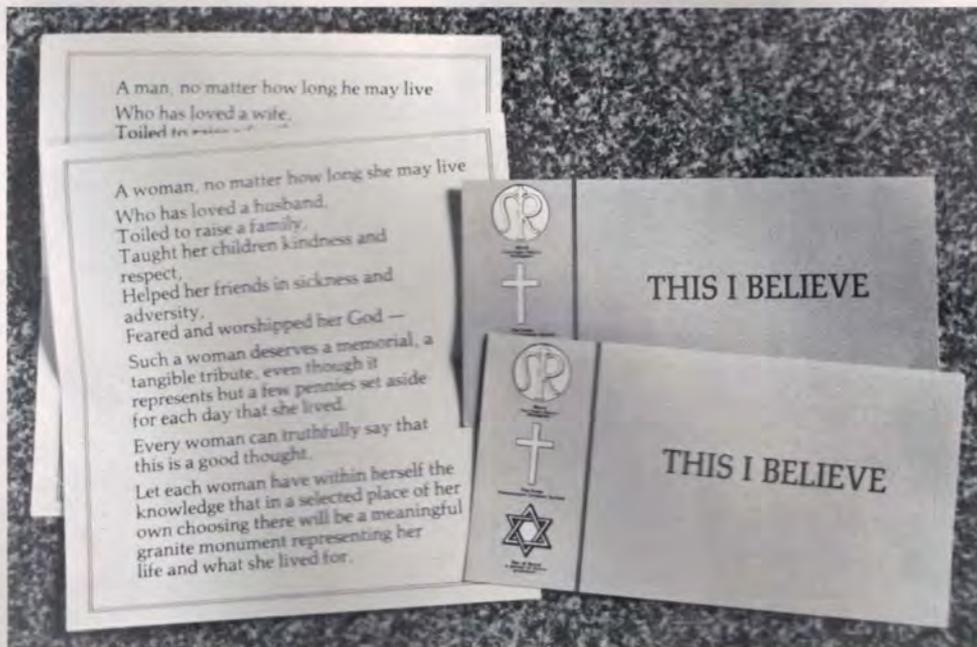
Charlie Maguire, center, who worked closely with Barre granite manufacturers for many years as director of Vermont's Vocational Apprentice Training Program, was guest of honor at a retirement banquet last winter. With Charlie are his wife, Dorothy and Wolcott N. Brooks of the U.S. Department of Labor's regional office.

# Sales Folder Now In Two Versions -

## For Men and for Women

Our Barre Guild memorial sales folder, "This I Believe" is now available for your men or women customers. "This I believe" is a small folder, containing no monument illustrations, which incorporates a compelling message as to why a person should own a traditional monument. The folder is also available in French in the female version.

The publications can be obtained for only nine cents each, including free imprinting. There is a minimum order of 100 if imprinting is required.

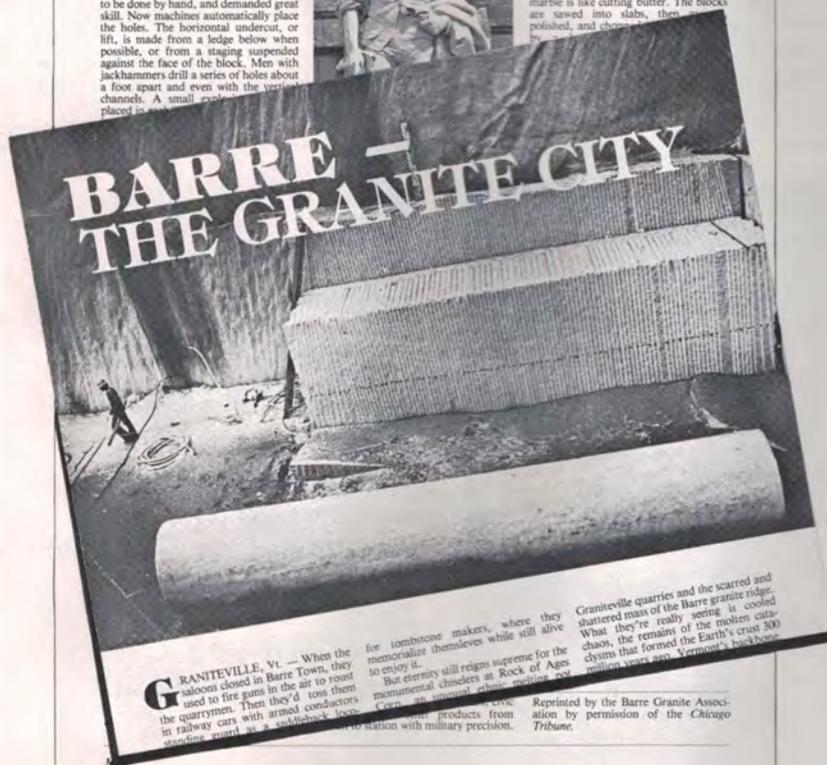


granite, a poor conductor, about an eighth of an inch of rock heats up and expands. The main mass doesn't, so the expanded granite flakes off, cutting channels to the desired depth. This used to be done by hand, and demanded great skill. Now machines automatically place the holes. The horizontal undercut, or lift, is made from a ledge below when possible, or from a staging suspended against the face of the block. Men with jackhammers drill a series of holes about a foot apart and even with the vertical channels. A small crane is placed in



It is noisy here too, but nothing like the quarries.

Italian artisans and others who learned their trade on marble have to relearn it for granite. By comparison, cutting marble is like cutting butter. The blocks are sawed into slabs, then polished, and chiseled.



**G**RANITEVILLE, Vt. — When the saloons closed in Barre Town, they used to fire guns in the air to toast the quarrymen. Then they'd toast them in railway cars with armed conductors standing guard as a double-barrel

for tombstone makers, where they memorialize themselves while still alive to enjoy it.

But eternity still reigns supreme for the monumental chiselers at Rock of Ages. Granite is quarried, chiseled, polished, and shipped to other products from the station with military precision.

Graniteville quarries and the scarred and shattered mass of the Barre granite ridge. What they're really seeing is cooled magma, the remains of the molten cauldron, the remains of the Earth's crust 300 million years ago. Vermont's backbone

Reprinted by the Barre Granite Association by permission of the Chicago Tribune.

"Barre - The Granite City" is the newest publication available from the Barre Granite Association and its one we think all Barre Life readers will enjoy and which retailers may wish to have available in their showrooms. Reprinted from a *Chicago Tribune* article published in the Fall of 1979, "Barre - The Granite City" is a lively, highly readable and tastefully illustrated story of the quarrying and crafting of granite memorials and the intriguing history of both the granite industry and some of its more colorful customs and personalities.

The four page, three fold publication which includes five photographs is folded in business envelope size suitable for mailing. If you wish some mailed to you, just drop us a note.

# News from the Cemetery Field



**Edward Comolli,**  
*BGA Manager*  
*Cemetery Services*

# The BGA's Cemetery



Mary Lou Brannon

## Essay Contest Winner

The Barre Granite Association last year announced sponsorship of an essay contest on the subject: "What Is A Cemetery?" Many entries were received and we were extremely pleased with both the quantity and the quality of these submissions. After a great deal of consideration we chose the composition of Mary Lou Brannon of the Brannon Monument Co., Dubuque, Iowa. Mrs. Brannon's prize of \$100 has been forwarded and we are pleased to publish the essay in a form suitable for extracting and framing. Once again, we are grateful for the interest expressed in the contest and we hope you will find Mrs. Brannon's offering as moving as we did.

### *This Is A Cemetery —*

Lives are commemorated — deaths are recorded — families are reunited — memories are made tangible — and love is undisguised. This is a cemetery.

Communities accord respect, families bestow reverence, historians seek information and our heritage is thereby enriched.

Testimonies of devotion, pride and remembrance are carved in stone to pay warm tribute to accomplishments and to the life — not death — of a loved one. The cemetery is homeland for family memorials that are a sustaining source of comfort to the living.

A cemetery is a history of people — a perpetual record of yesterday and a sanctuary of peace and quiet today. A cemetery exists because every life is worth loving and remembering — always.

(An attractive, full page reproduction of this essay may be obtained by writing the Barre Granite Association, Barre, Vt. 05641)

# Assistance Program

## Unique in Our Industry

During the past year, the Barre Granite Association co-operated in furnishing 12 cemetery section plans to cemeteries in New England, New York and Pennsylvania.

These 12 plans combined created 18,185 monumented graves. In addition, two other special plans with estate lots for private mausoleums

were completed.

All of these plans received financial assistance from the Barre Granite Association under its Cemetery Assistance Program. If you want more information concerning the program, call or write Ed Comolli, Barre Granite Association, 51 Church Street, Barre, Vermont, 05641.

### Cemetery Designs Completed by the BGA in 1979

Monumented  
Graves

1. HOPE CEMETERY - Barre, VT	1550
2. ST. JOSEPHS CEMETERY - Manchester, NH	3245
3. MILTON CEMETERY - Milton, MA	6081
4. STREETER DISTRICT CEMETERY - Sugar Hill, NH	505
5. WOODLAWN CEMETERY - Syracuse, NY	1156
6. ST. ROSE OF LIMA CEMETERY - Littleton, NH	1297
7. ST. JOSEPH'S CEMETERY - Keene, NH	371
8. BROOKSIDE CEMETERY - Watertown, NY	924
9. FOREST HILL CEMETERY - Utica, NY	1316
10. ST. THOMAS CEMETERY - Bedford, PA	610
11. NORTHUMBERLAND CEMETERY - Groveton, NH	945
12. MAYFLOWER HILL CEMETERY - Taunton, MA	785
<b>Total Monumented Graves</b>	<b>18,185</b>

### Private Mausoleum Sections

1. BROOKSIDE CEMETERY - Watertown, NY	16 sites
2. SPRING GROVE CEMETERY - Darian, CT	44 sites

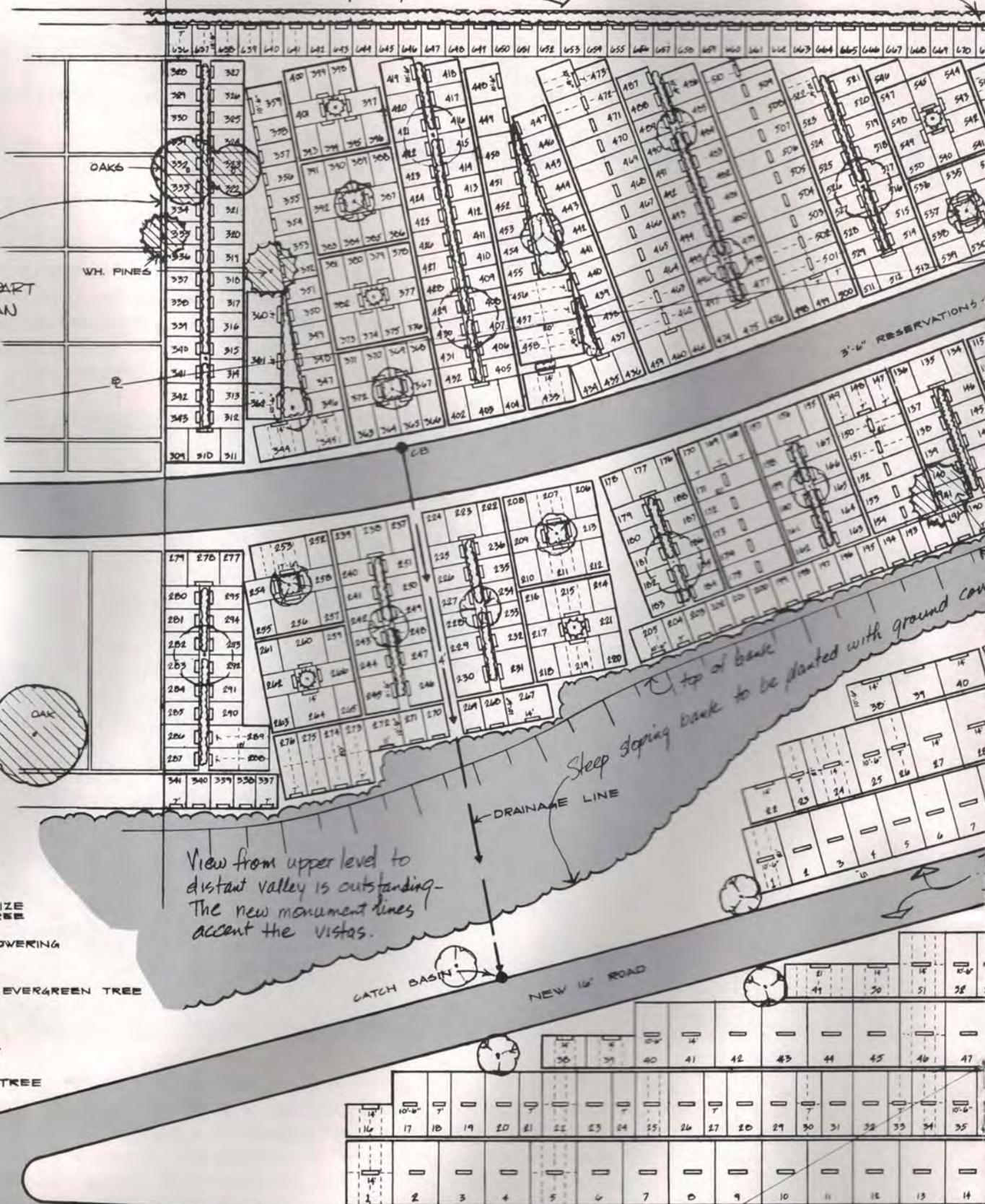
The centerfold section which follows is an example of the active and productive involvement of the Barre Granite Association's cemetery assistance program conducted by Ed Comolli. The Montour Falls, N.Y. Village Cemetery's request for a master plan and section design for its remaining undeveloped area was complicated. It included a hilly section of the cemetery, a portion of which had been previously sold. Grever and Ward, cemetery planners of Orchard Park, N.Y. were able to successfully meet this intricate design challenge and utilize 84 percent of the projected grave sites for monuments while simultaneously enhancing the natural beauty of the overall cemetery configuration.



Upper level of plan is mostly 2-grave lots.

4' PLANTING AREA

SOUTH PART OF PLAN



**KEY**

- MEDIUM SIZE SHADE TREE
- SMALL FLOWERING TREE
- COLUMNAR EVERGREEN TREE
- SHRUBS
- MONUMENT
- EXISTING TREE

View from upper level to distant valley is outstanding - The new monument lines accent the vistas.

Slope sloping back to be planted with ground cover

CATCH BASIN

NEW 16' ROAD

EXISTING ROAD

PLAN SUMMARY					
LOT SIZE	MON	%	NON-MON	%	GRAVES
2-GRAVE	397	53	114	16	1022
3-GRAVE	33	4			99
4-GRAVE	111	15			444
5-GRAVE	4				20
6-GRAVE	51	7			306
8-GRAVE	39	5			312
<b>TOTAL</b>	<b>635</b>	<b>84</b>	<b>114</b>	<b>16</b>	<b>2203</b>
TOTAL AREA NORTH PART = 2.30 AC ±					

**NOTE:**  
 1) GRAVES ARE 3'-0" OR 10' UNLESS NOTED OTHER PLAN OR DETAILS.  
 2) PATHS ARE 1' WIDE.  
 3) NON-MONUMENTED 2-GRAVE CAN BE SOLD AS SIN

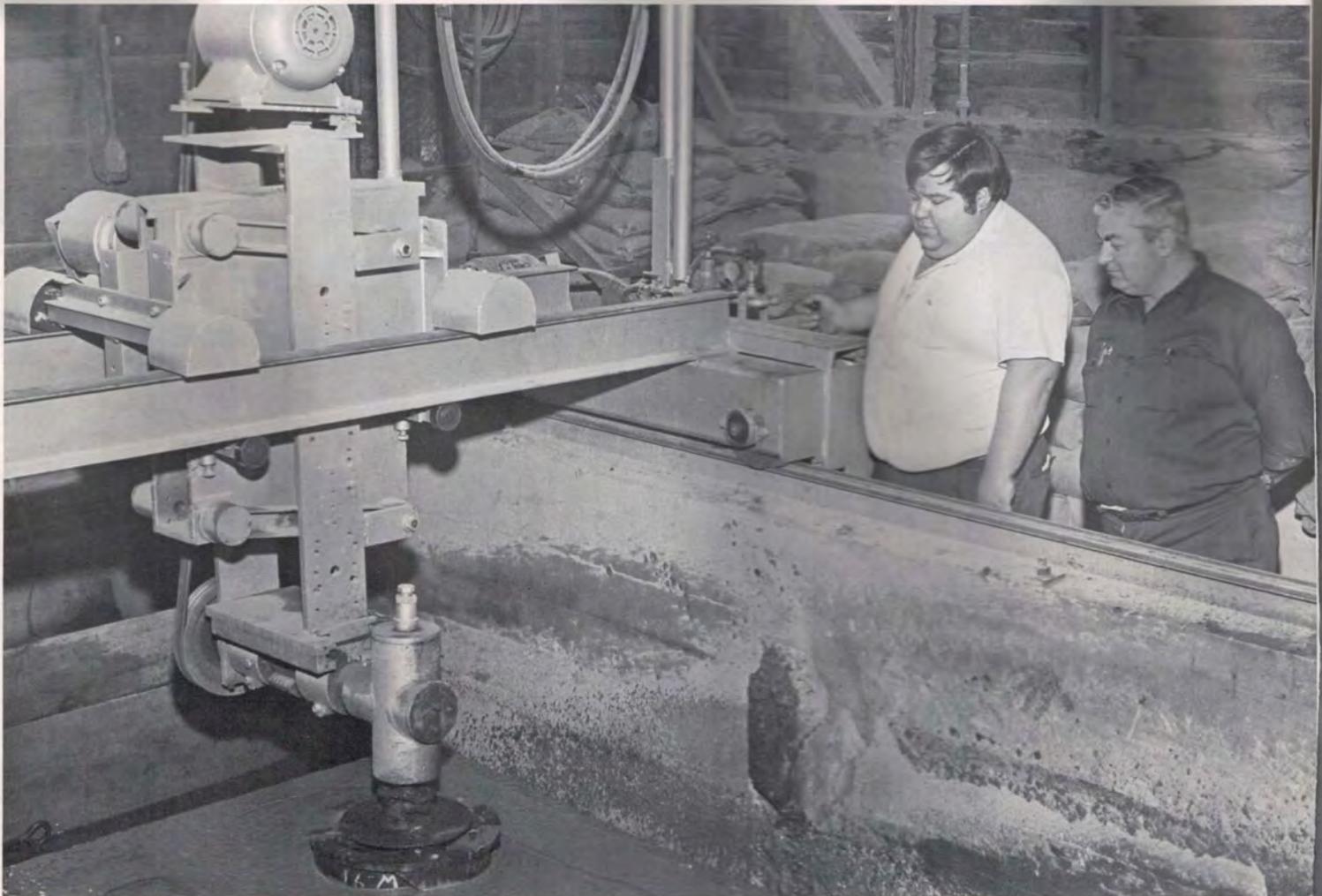




## JOHN R. MILES

John Miles, founder and President of the John R. Miles Supply Co., Barre, died in April after a long illness. During a distinguished business career John made countless friends for the Barre granite industry. We have never had a finer ambassador and we will miss him very much.

## AFCO MAINTENANCE CHIEF DESIGNS NEW STEELING MACHINE



Donald Roberts (at right) is the Maintenance Chief at the Anderson-Friberg Company in Barre. He recently designed and built this new machine for the processing of steeled slabs. Mike Holden is shown operating this new and efficient equipment.

# MEMORIAL DESIGNS

*From the Memorial Art Center  
of the World*



*Memorials  
manufactured  
in Barre, Vermont  
have that special  
quality that is  
easily recognized  
in any cemetery.*

*These photographs  
of Barre memorials  
are presented  
as a service to  
retail monument  
dealers and  
their customers.*

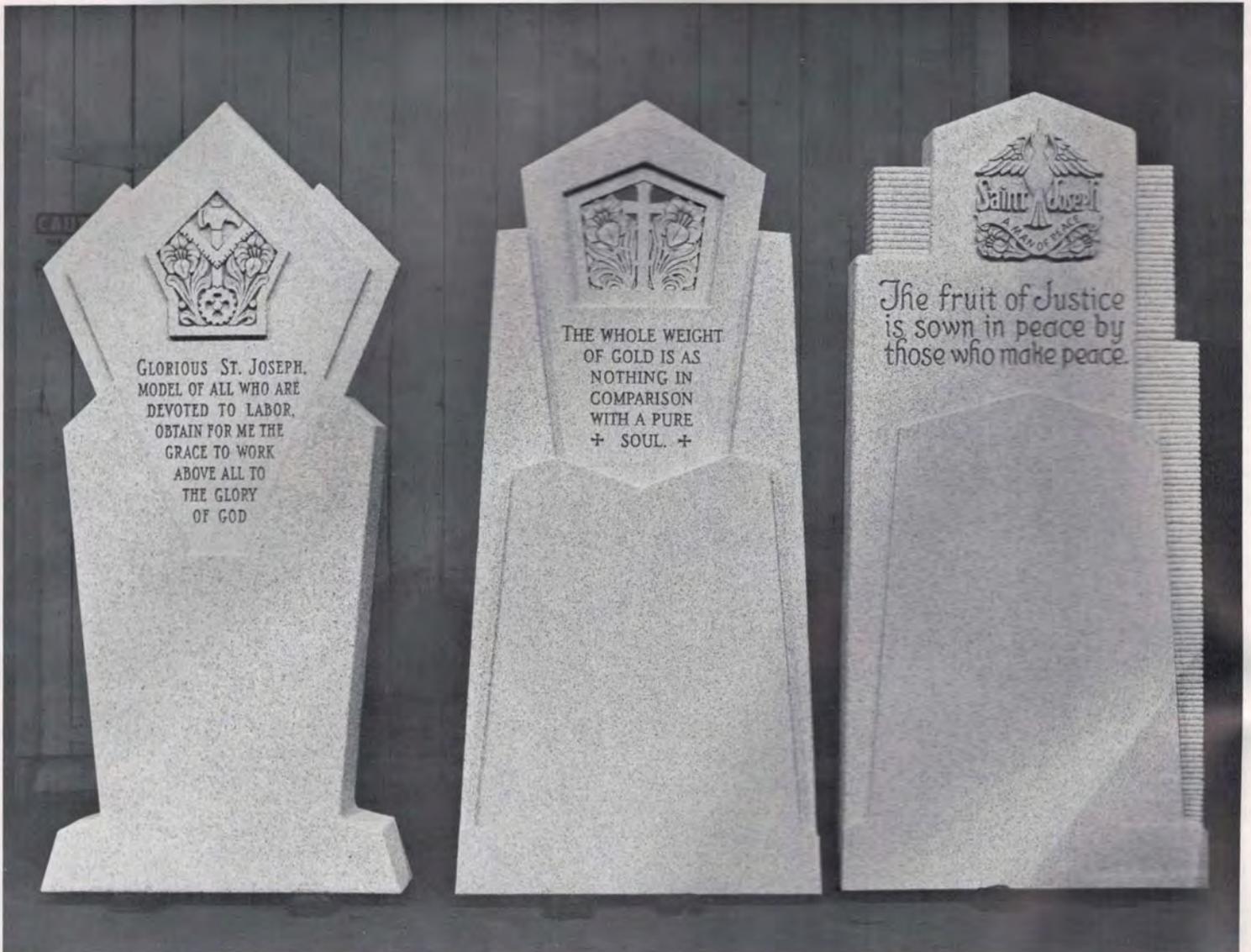
*Manufactured  
by the Rouleau  
Granite Co. for  
North Hill Marble  
& Granite Co.,  
Akron, Ohio.*

# Barre Granite Used to Create Outstanding Religious Memorial Art

The Chioldi Granite Corporation, a member of the Barre Granite Association, has created a total of 28 Barre granite monoliths. Each monolith is 5'6" in height. There are seven different designs and they are being furnished to the Bevel Granite Company and to Gast Monuments in Chicago, Illinois.

All design rights for these monoliths are reserved by Conrad Kenerson, designer, and by the Catholic Archdiocesan Cemeteries of Chicago.

The outstanding skill and artistry of Barre craftsmen have been called upon many times to execute memorials and features throughout the United States. The Chioldi Granite Corporation has performed an outstanding role in creating many memorable feature and memorial designs. John Mattson is the President and Manager of that corporation.





GLORIOUS ST. JOSEPH,  
MODEL OF ALL WHO ARE  
DEVOTED TO LABOR,  
OBTAIN FOR ME THE  
GRACE TO WORK  
ABOVE ALL TO  
THE GLORY  
OF GOD

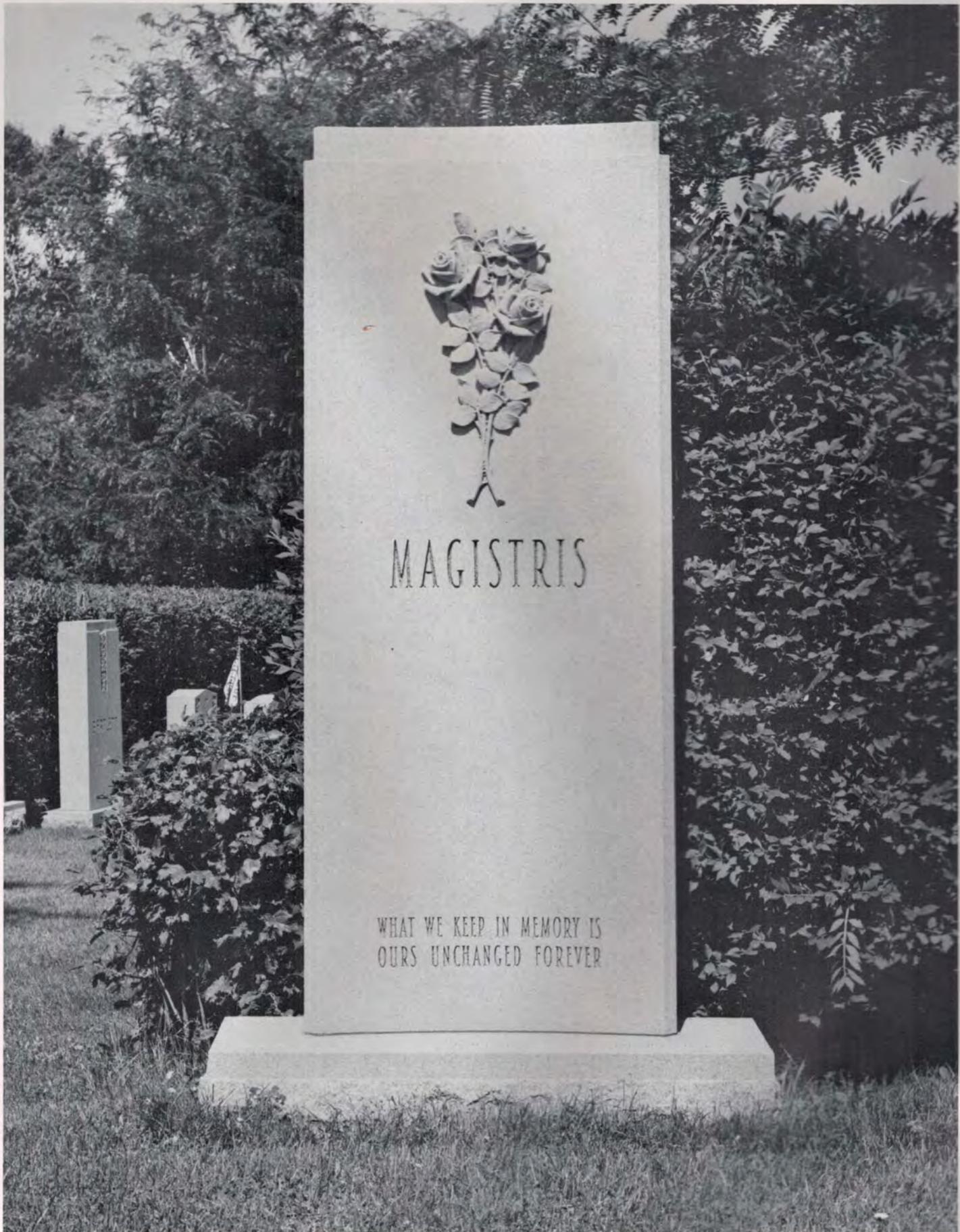
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REQUIRED  
THIS AREA

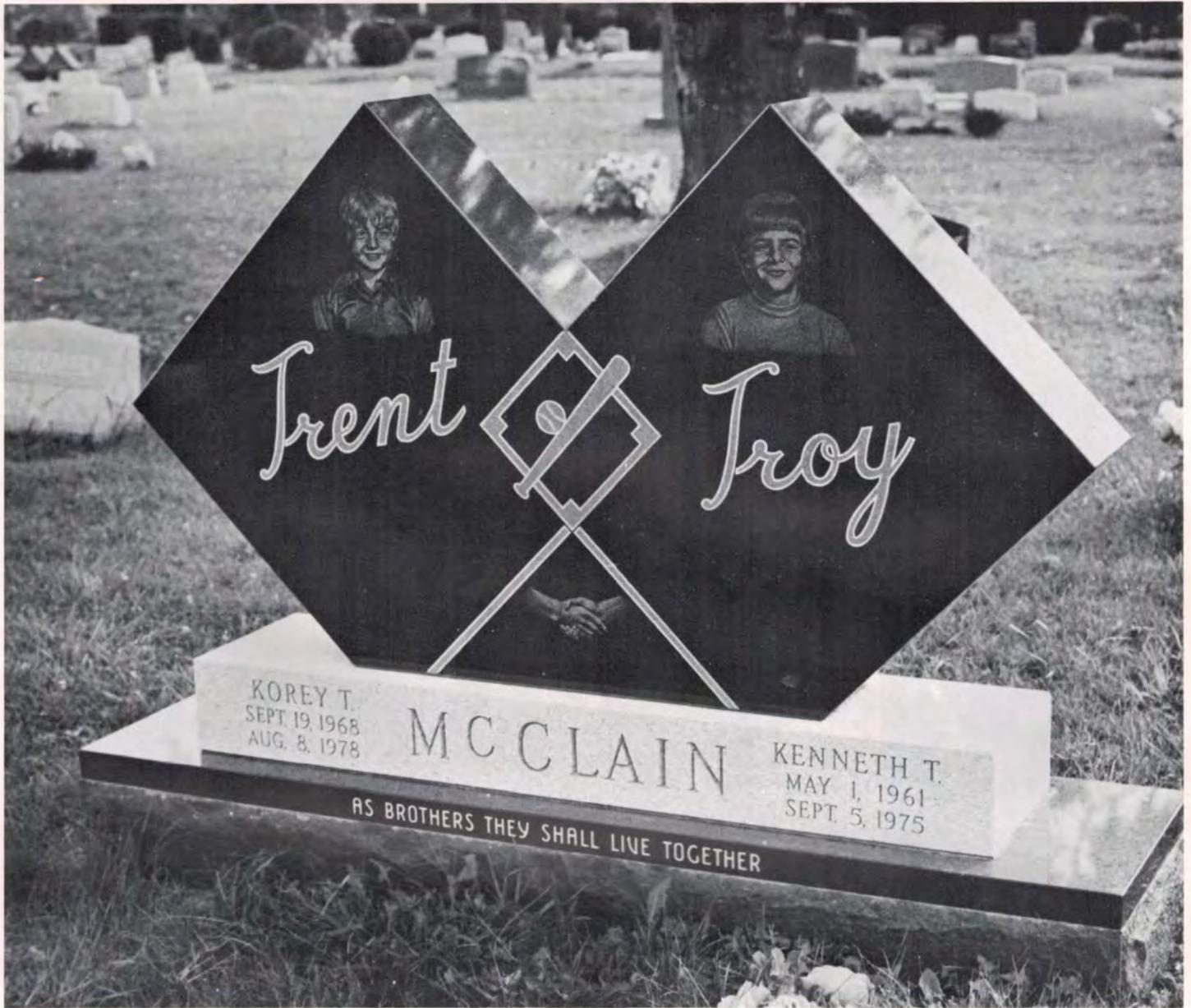


THE WHOLE WEIGHT  
OF GOLD IS AS  
NOTHING IN  
COMPARISON  
WITH A PURE  
✠ SOUL. ✠



The fruit of Justice  
is sown in peace by  
those who make peace.





## *“As brothers they shall live together”*

The young McClain brothers loved baseball and the Logue Monument Co. of Salem, Ohio used the baseball diamond as the basis of this design.

The sandblast outline of a baseball infield joins together the two diamond shapes of the die. The clasped hands further add to the spirit of union.

The portrait etchings were done by Alcide Fantoni, the innovator of the granite etching technique. The bat and ball, the infield, and the boys' names have been highlighted with white lithichrome.

The back of the monument has a touching epitaph composed by Mrs. McClain, the boys' mother: "I do believe that God created them for us to

love. He painted their faces on the heavenly stairs, so the angels would prepare a place there." He said: 'Don't grieve for these children of mine, they are happy here with me.' And sometime between now and eternity, we'll all be together again, one family."

The die and base are both constructed of polished Starlite Black granite; the plinth is all-steeled Blue-Gray granite. The McClain monument was fabricated by the Rock of Ages Corp., Barre, Vermont and is set in Alliance City Cemetery, Alliance, Ohio.



*Manufactured by the Anderson-Friberg Co. for Kenneth St. John, a long-time employee.*



By  
Newell  
Presbrey

# Dealer's Choice

## *"The Serenity of Selling"*

You'd think I might have learned something about the memorial industry after 50 years (60, if I may take credit for another 10 of association during high school vacations and periods when I have had the opportunity to obtain incidental knowledge from my family before me).

But I don't know it all and, now and again in an atmosphere of reverie, I ask myself how much I "learned" of yore could now be asserted as incontestable. Some of my uncertainty is natural. Just about the time I get to know a stone as "Rose Blush" I find it has been rechristened "Shocking Pink." You get the idea.

Changes in terminology and technique are innumerable in our business and neither I nor anyone else can challenge the necessity for "re-learning" the precepts of the monument primer of a half-century ago.

I can state categorically however, that one item in my knowledge of the business has not changed over the years. This is the philosophy of selling. Once I had my first exposure to this discipline I became convinced that there is too much insensitive aggression in the field. I hope I'm wrong but I'm convinced our presentation to the public embraces a subject deserving of more reserve and compassion than I fear it often receives.

I do not disparage the counsel of professional lecturers on selling. There are many personal attributes which the tutor may emphasize, looking toward the improvement of selling techniques. But on many occasions I have sat and squirmed when such a "professional" begins to suggest, or even to avow, that selling is the art of "putting it over" on a client."

*(continued next page)*

# Dealer's Choice (continued)

## *How have we survived?*

The firm I represent has never been known as a low-priced house. I daresay I could count on the fingers of one hand the number of orders we have obtained via low bid.

So how has our company survived?

I think it has been almost exclusively due to two factors. We have concentrated on beauty and uniqueness of design and insisted upon quality standards of production. There are more people than one might think who do not put price above all else. Indeed, we might argue that all prospective purchasers are "shoppers." But many are "shopping" for refinement and personalization of design and are not disposed to buy until they find a house able to advise intelligently and develop their cherished concepts in a refined manner. If they have been disappointed previously, they begin to realize why our price schedules are usually a cut above our competitors.

I recall a time where I had been given a tip, with the admonishment: "You can try this fellow if you want to, but he has been shopping *everywhere*." It immediately became apparent that this client, who had indeed been covering the water-front, was trying to find a design capability, not a low price. We conferred, proposed a memorial of refined lines, and had no difficulty obtaining his commission.

Secondly, and even more important, is a basic need for absolute integrity in dealing with a client. Well, perhaps "absolute" is too strong a term. There is a little guile in all of us. But the

building of an abiding mutual confidence in any sales relationship is essential, and, believe me, is more than half the battle. The initiative for this confidence must stem from the seller, who must be courteous, friendly, and most of all, sincere. He must not sit aloof in his confrontation, nor must he even *think*, "I'll size this fellow up for a while, and if he seems OK, I'll treat him likewise." The atmosphere must be generated by the seller. It cannot be cute, or phony. It must be genuine. Oh, you may get an occasional "creep", who will decide he can take advantage of a naive do-gooder, but in the great majority of cases, this sincere approach will burgeon into full flower, and will do a service to both buyer and seller.

Yes, from my earliest days, I have had that all-embracing conviction. It is so simple, I have been at a loss to know why so many of us believe such a life-style belongs only to the dullard. And it makes for a level of serenity in selling utterly impossible with the man who takes impish pride in a clever comment he has concocted on the spur of the moment, and that may bear little resemblance to the truth. You know, a prevaricator better have a darn good memory.

I realize this sounds pontifical and "sermonish" I do not so intend it. I am no angel with wings, and the tactics I have sometimes implemented have not measured up to my own standards. But I do *try* to serve our clients decently. It can and should be done.

*(Newell Presbrey is President of Presbrey-Leland, Inc. of Valhalla, N.Y.)*

# Letters from our Readers

Gentlemen:

I want to take this means to thank you for the matches and literature received for our installation banquet that will be held May 27th. The pamphlets will be displayed along at each members' and guest plate and I am sure they will find the information very interesting. Thank you so much for helpful participation in our banquet to make it more colorful and interesting.

Sincerely,

Marta Butler  
CAMDEN MONUMENT WORKS, INC.  
Camden, Arkansas

Dear Milt,

Thank you very much for your letter.

I must say John, Ron and myself had a really marvellous visit with you all at Orlando where your hospitality and kindness was very much appreciated.

Since my return to Britain I have visited several of our Regions and have reported fully to them on our American trip and great interest was shown by our members; so much so that their is talk amongst them that they would like to visit the U.S.A. at some time in the future.

On behalf of the National Association of Master Masons, would you please convey to your members our most sincere thanks for their very generous gift of the Film "The Stone Whistle" which we felt was an excellent Film and most educational.

My very best wishes to you all in Barre and hope that perhaps we may meet again in the near future.

Yours sincerely,

Thomas E. Tilley  
T. E. TILLEY LTD.  
Brighton, England

Dear Milt:

Please accept my heartfelt thanks for your encouraging

*(continued)*

letter. I deeply appreciate your well wishes and confidence.

I, too, am sorry that you were unable to attend the California meeting. I am looking forward to the near future when you do visit our area.

Your support gives me the assurance I will need to fulfill the obligations of my office. I can face my responsibilities with the best of my ability realizing I have the support of my friends and members.

Very sincerely yours,

John Silva  
VALLEJO MONUMENT CO.  
Vallejo, California

Dear Milton,

Just a line to thank you most sincerely for all the hospitality and friendship shown to us when we visited the M.B.N.A. Conference last month.

As you can guess, on return to England I had a lot of work to catch up with, hence my delay in writing to you. We thoroughly enjoyed attending the Conference and found it most educational and instructive. We have all come back with a great amount of thought to be given to our own businesses and our Trade Association.

It is our intention that a full report is printed in our magazine and also in the Stone Industries magazine and I have no doubt that, in due course, you will get a sight of these articles.

I hope that before long we shall have the pleasure of meeting again and if you are planning a trip to Europe, you know we should be very happy to see you.

With kindest regards and many thanks.

Yours sincerely,

John P. Howard  
Buckinghamshire, England

Dear Mr. Lyndes,

I have heard from the members of this Association who were present at the MBNA's recent Convention and Industry Show how very much they enjoyed their visit and the generous welcome extended to them.

May I, on behalf of the Association, personally thank you for your own Association's generosity in donating a copy of the film "The Stone Whistle" to the Association here. It will be of the greatest assistance to us in our promotional work.

*(continued next page)*

# Letters (continued)

Again many thanks.

Sincerely yours,  
John W. Rogers, Exec. Director  
NATIONAL ASSOC. OF MASTER MASONS  
Leighton Buzzard, England

Dear Milt:

Thank you very much for the color quarry picture. I am having it matted and framed for my office.

Thanks again!

Sincerely,  
Sam Wearly  
WEARLY MONUMENTS, INC.  
Muncie, Indiana

Dear Milt:

Thank you for sending us the reprints of BARRE: THE GRANITE CITY. We are giving them out to the salesmen today, and I know they will enjoy them.

Sincerely,  
E.W. Gidden, Vice President  
FOREST PARK MEMORIALS  
Houston, Texas

Dear Ed,

Enclosed are letters from thankful lot owners in the Saint Joseph Cemetery, Poquonock, Conn. that had damage caused by the October tornado.

One letter was sent to Mary Fresher, owner of the Daley-Connerton Memorials, she sent it to us, so I am sending it on to you. One note we received did not mention the cemetery. Also one family took us out to dinner to show their appreciation for the work we did. Hope this is of some use to you.

Very truly yours,  
Janet D'Aleo  
ROGERS MEMORIAL STUDIO  
Enfield, Connecticut

Gentlemen:

Thank you and all the other memorial companies for the tremendous work you did in restoring St. Joseph's Cemetery in Poquonock.

I am very grateful.

Sincerely,  
Helena H. Leamy

Dear Mary,

Last Saturday my husband and I went up to St. Joseph's Cemetery in Poquonock with fear and anxiety in our hearts. We know of course that the monument on our plot had toppled over as a result of the tornado. Because of its age, etc. we didn't think it could be restored. When we got there we found the large cross had been put back on its foundation and looked as though nothing had ever happened.

I am so grateful to you and your organization for helping us as well as many other families who found themselves in a similar situation. Your generosity and your kindness will never be forgotten.

I am the only living member of the Farnan family but my husband and children join me in thanking you so very very much.

Sincerely,  
Evelyn Farnan Killian

Your kindness and thoughtfulness were so appreciated. Thank you for a job done well.

Sincerely,  
Rose Redfern

Dear Sir:

I would like to take this opportunity to thank you and the Barre Granite Association for your contribution of granite samples to be given at the Northeast Association of State Highway and Transportation Officials' conference in May.

Your contribution will certainly help make this meeting a success.

Sincerely,  
Ronald E. Tofani,  
NASHTO Committee  
State of Vermont  
Div. of Engineering and Construction



Barre sculptor Jeff Oberg, inspired by the unprecedented accomplishments of U.S. Olympic skater Eric Heiden, carved this granite impression of a speed skater in the aftermath of Heiden's Lake Placid triumph.



## Granite Gemutlichkeit

A delegation of 30 West German granite manufacturers and quarriers visited Barre this Spring to examine production techniques, design concepts and memorial art. The tour included a visit to Hope Cemetery where the group photo was taken. In the second photo the visitors were inspecting part of the production facilities at Beck & Beck.



**VOTING MEMBERS OF  
THE BARRE GRANITE  
ASSOCIATION**



Monuments

**Barre Granite Association**

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Barre, Vermont 05641  
Tel. 802 476-4131

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