

BARRE

LIFE

SUMMER 1983 | published by the Barre Granite Association, Barre, Vermont





The Publisher Speaks....

by **Milton V. Lyndes**
Executive Vice-President, BGA

USING PRINTED MATERIAL TO HELP SELL MONUMENTS

Mailing letters or printed material to potential customers is more costly than it use to be. Yet, there is a definite place for the use of letters and printed material to help convince the potential customer to buy from your company.

At the BGA we have been providing retail monument dealers with printed sales aids for many years. Here are a few of our thoughts on the advantages of mailing printed material or letters:

1. A letter or folder can describe and even illustrate monuments clearly and attractively. The information can be easily absorbed at the leisure of your prospects.
2. Monument prospects will not be as offended to read a letter or folder soon after bereavement, whereas they might be offended by an early personal call.
3. Letters or folders can pave the way for your personal visit. It is within the power of your printed material or letter to establish a favorable image of you and your company which will encourage a personal appointment.
4. Pictures, art work and other illustrations can sometimes communicate the idea with more power and persuasion than the actual words of your salesperson (whether by telephone or in person).

Most of the sales aids we at the BGA produce, are designed to sell famous Barre Guild monuments and to encourage an appreciation of the world's finest memorial granite - Select Barre Granite. Many retail monument dealers have used this printed material successfully.

Remember, printed material doesn't sell the monument. It does make the potential customer more receptive to buy from your company or you personally.

We at the BGA know that fact, because of the sales successes of many retailers who have used Barre Guild sales aids.

About Our Cover

Eve, or "Evie" Orwick as she is better known, is the daughter of Mr. & Mrs. William G. Orwick of Corydon, Indiana. Evie is a student at the Barre Stone Trades School where she is refining her skills and preparing



BARRE LIFE

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herself to join her father's monument retail business in Corydon. Here, drafting Instructor Ray Lesslie is explaining some of the finer points of drafting and the creation of beautiful designs. Evie has already demonstrated her abilities by preparing several designs which her father has sold in his Corydon, Indiana dealership.

Meeting the Challenge

"It was a challenge. . . a challenge to me personally and I wanted to prove to myself that I could do it."

"Do it" according to Evie Orwick means learning the art of shape carving, stencil cutting and drafting and designing. And, she is "doing it".

Evie is a student at the Barre Stone Trades School where she enrolled to broaden her knowledge about creating and producing beautiful granite monuments.

Evie hails from Corydon, Indiana, a community of about five thousand people nestled in the rolling hills of southern Indiana.

Her father Bill and her Uncle John own and operate Orwick Monument Company which was started by Bill and his father Earl back in 1949. And now Bill is waiting for Evie to join him in the shop.

AN EARLY INTEREST

Evie's interest in the monument industry began when she started tracing designs for her dad. "I went on to cutting stencil and rubbing letters," she recalled. "I like being creative. I like drafting and sandblasting and I am very satisfied when I do a good job."

Evie is one of seven children born to Bill and



Evie is one of several students from across the country who have graduated from the Barre Stone Trades School since it was established fourteen years ago. Here her concentration is focused on stencil cutting.

Barbara Orwick. She has two brothers and four sisters. They are not in the retail monument business. Evie graduated from Corydon Central High School in May, 1982 and enrolled in the Barre Stone Trades School last January. "I actually signed up last summer and went to Barre when a vacancy occurred in January. I may return in the fall to finish out my year."

A typical day at the popular Barre Stone Trades School had Evie in the shop in the mornings where her instructor, Donald Giroux monitored her progress in shape carving and stencil cutting. The afternoons found her in the drafting room under the tutelage of Ray Lesslie.

PATIENCE PAYS OFF

"My dad had doubts about whether I could do the work," Evie said, "but I think I've convinced him I can do it."

Bill agrees: "She's doing fine. I'm very pleased with Evie, and I'm looking forward to her help."



She's getting the idea. And, she has a lot more patience than I thought she had."

Her instructors at the Barre Stone Trades School echoed Bill's thoughts.

"She has shown a lot of patience," said Don Giroux, "and what she does is good. She's very cooperative. She's not a talker, she's very quiet."

Ray Lesslie described her as above average in his drafting classes. "She is better than average. She works hard, has a good attitude and doesn't get discouraged too much. She showed steady progress with her sketches. I'm really pleased with her work. I wish I had a dozen like her. Her work is better than many dealers who have been in the business for a long time."

Her father is equally pleased with Evie's drafting work. "We haven't changed her designs too much. She's doing o.k." Evie put her skills to work while she attended classes. She created several designs which were sold by her Uncle John.

"I really enjoy what I'm doing," says Evie. "This is not like sitting behind a desk and doing only one thing. I have a lot to do and I enjoy it."

It used to be that sons followed their fathers in the monument industry. But more and more daughters are carving a role for themselves in this business - like Evie Orwick.

Barre Stone Has Nat

More than a dozen students from across the country have completed the Barre Stone Trades School courses over the past two years. Extending from September through the middle of June, the students get thirty five weeks of real professional training, not just a quick "once over."

Students have come to Barre from Utah, Iowa, Michigan, Illinois, Indiana, Pennsylvania, New Jersey, New York and New England.

The Barre Stone Trades School is part of the Barre Vocational Center which was established in 1969 under the Federal law which mandated that vocational education be made available to both high school and adult ages.

(below) One of the many success stories to come out of the Barre Stone Trades School includes Rodney Elmer of Barre. His proficiency in learning the stone cutting craft has earned him an after school job at Rouleau Granite Company in Barre. Ray Rouleau, Plant Manager for Metro Memorials said, "Rodney's talents, developed by the Barre Stone Trades School will definitely be an asset on our production line."



Stone Trades School National Reputation



All stone trade students learn memorial art and monumental drafting, machine operations and stone cutting in the school's modern manufacturing plant. Actual equipment, tools and machines used in the manufacture of beautiful Barre granite memorials are available for student use.

Adult students may individualize a program to meet their particular needs and spend as much time as necessary to become truly proficient in a chosen unit of instruction.

The Barre Stone Trades School admits post-graduates and adults as students on a space available basis. The school projects their space for fall classes in late May. Twenty-nine students

Clark Hastings is lining up the radial saw while Jeff Keough confirms the even plane of the piece of granite to be sawn.

are normally enrolled. After regular classes begin in September, the school enrolls more students — if space permits — on a first come, first served basis. The date of application is used to determine priority of enrollment.

Obtaining a course of study and an application for the Stone Trades School is very easy. Write to:

**Guidance Coordinator
Barre Vocational Center
154 Ayers Street
Barre, Vermont 05641**

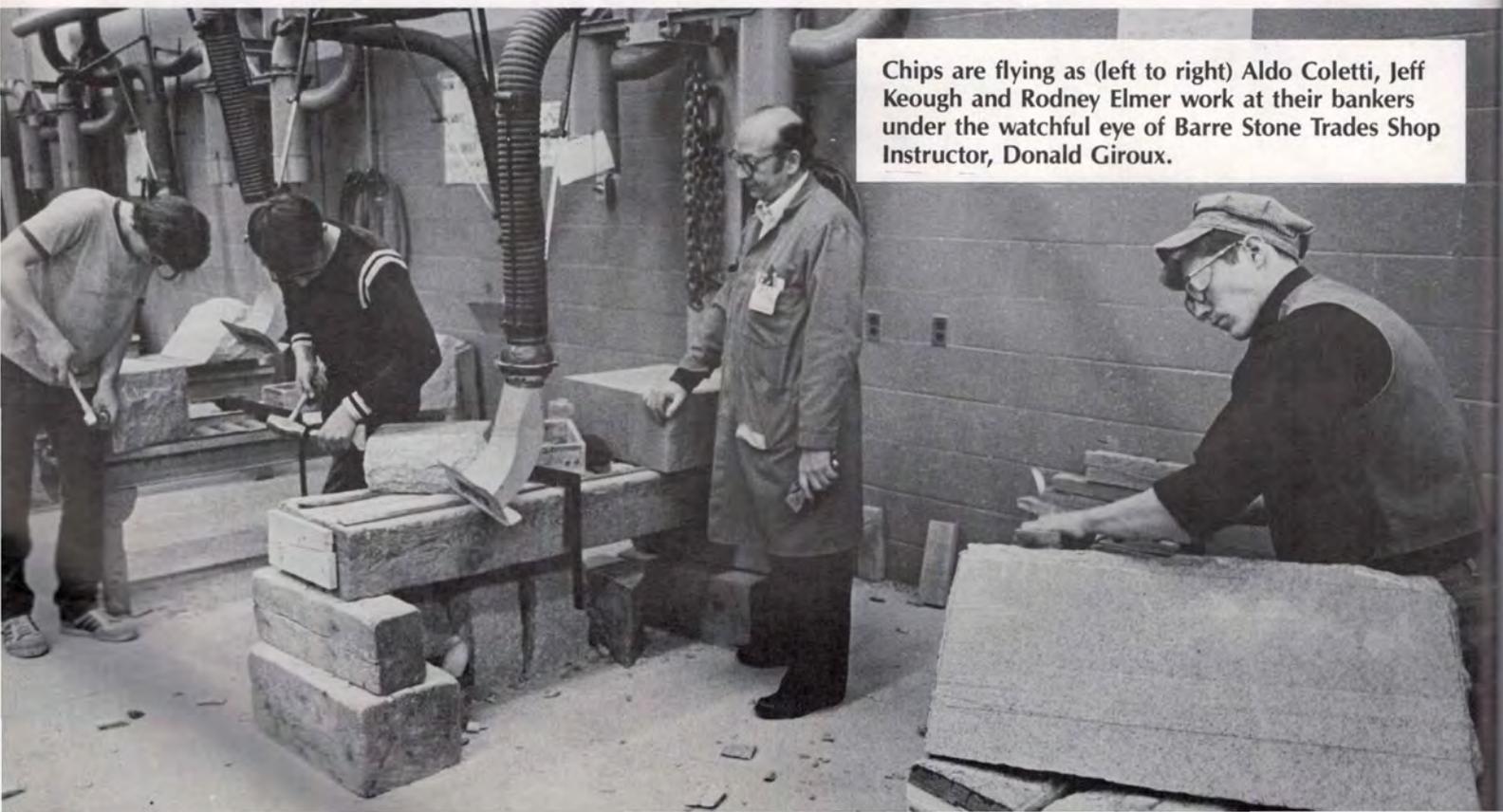


(above) Jay Houle concentrates on his intricate stencil cutting. Barre sandblast carving is considered "tops" by retail dealers.

(right) Jim Thompson, son of former BGA staffer Jim Welch, listens intently to shop instructor Don Giroux.

The cost for attending the school for nonresident students (people whose primary residence is not Barre) is \$16 per school day. The school is an approved program for V.A. benefits.

The school insists on no less than four weeks of instruction in order for the student to be successful in any portion of their studies. Time in a program will depend on the speed at which the student learns and the content of his individual needs.



Chips are flying as (left to right) Aldo Coletti, Jeff Keough and Rodney Elmer work at their bankers under the watchful eye of Barre Stone Trades Shop Instructor, Donald Giroux.

News about BGA members

BARRE GRANITE INDUSTRY LOSES A LEADER

John V. Buttura, President of Buttura & Sons, Inc., died Monday, May 9, 1983.

Born in Barre, June 3, 1927, he was the son of Giovanni and Amalia (Dindo) Buttura. His father established the widely known Barre granite memorial manufacturing firm.

Mr. Buttura attended Barre schools and was a Spaulding High School graduate in 1945. After graduation he served in the U.S. Army from 1945 to 1947.

Since his discharge he had been associated with the family-owned business. He was widely known and respected throughout the monument industry in the United States.

In 1953 he married Dorothy Gherardi. Besides his widow, he leaves a son, John V. Buttura, Jr.; a daughter, Mrs. Timothy (Jody) Gendron; a grandson, Jason Buttura; a brother, Leo Buttura; and two aunts, Irene Podskalny and Emma Zorzi. Also surviving are nieces, nephews and cousins. Two brothers, Archie and Ali Buttura are deceased.



Mr. Buttura was a member of St. Monica Church, a past president of the Barre Granite Association and had served on several of its committees; past president of the American Monument Association; treasurer and director of Smith, Whitcomb & Cook Inc., director of Associated Memorials; past president of the Barre Chamber of Commerce; past chairman of the Barre Basketball Tournament Committee; and a leader and supporter of a number of fraternal and civic organizations.

The Mantle Passes

As a result of the untimely death of John Buttura, Sr., the corporate leadership of Buttura & Sons, Inc., has been reorganized.

Brent Buttura, a Vice-President who has been with the firm for 23 years and is responsible for Customer Relations has been named new company President.

Leo Buttura, Jr., Production Foreman with more than 16 years with the company is now Vice

President and will continue his responsibilities in the plant.

John Buttura, Jr., has been with the company since 1978 and has been in charge of sales. He is now Corporate Treasurer.

The new leadership at Buttura & Sons have assured their many customers across the country that the same level of excellence in service and quality of product which established the firm's impeccable reputation more than 55 years ago, will continue.



BGA Young Executives Plan National Convention

CHANGING WITH THE SEASONS



Three members of the Barre Granite Association's Young Executives Group will lead the planning effort for the National Convention of the American Monument Association scheduled for October 2-5 at Smuggler's Notch resort in Jeffersonville, Vermont. (About 35 miles from Barre, the Granite Center of the World.)

Robert Zider, (left) administrative manager and secretary of Beck & Beck, Inc., is general chairman of the convention. Zider is also a member of the BGA Board of Trustees.

Judée Chatot, vice president of North Barre Granite Company is responsible for convention programming.

Jon Gregory, manager of manufacturing at Rock of Ages Corporation is trade show chairman.

Registration fee is \$130 for AMA members before August 29 and \$140 after that date. For non-members of the AMA, the fees are \$145 before August 29 and \$155 after that date.

Exhibitors may participate in a table-top display which will be open during the convention. The display fee of \$475 includes two convention registrations and a half-page advertisement in the convention program. With a full-page ad, the fee is \$525.

More information about the AMA convention is available by calling 614-885-2713 or write to the American Monument Association, 6902 North High Street, Worthington, Ohio 43085.

A Correction

.....needs to be made.

In our last issue, we reported on the MBNA Convention Prayer Breakfast which was sponsored by the Barre Granite Association. We should have identified Maria Buzzie as Vice President of Portage Marble & Granite Company of Kent, Ohio. We regret the error.

PETER F. WYATT ELECTED PRESIDENT OF MBNA SUPPLIERS AND BRONZE MFG. DIVISION



Peter F. Wyatt, president of N-E-D Corporation, has been elected president of Monument Builders of North America, Suppliers and Bronze Mfg. Division, for 1983. N-E-D Corporation, NEDKUT's diamond product division, services the monument industry throughout North America as well as worldwide.

N-E-D Corporation is an associate member of The Barre Granite Association.



TEAMWORK INVOLVING TWO MEMBER FIRMS OF THE BARRE GRANITE ASSOCIATION PRODUCED THIS BEAUTIFUL BARRE GRANITE VETERANS MEMORIAL FOR THE STATE OF MICHIGAN.

Produced for Yunker Memorials of Lansing, it was jointly manufactured by Cook, Watkins & Patch, Inc., and Chioldi Granite Corp., both members of the BGA.

This memorial is dedicated to the men and women of the state of Michigan who served in the Armed Forces of the United States during four wars. It is located on the Capital lawn in Lansing, Michigan.

The memorial features the emblems of the various branches of the military and the State Seal of Michigan. The center tablet measures 4-2 x 1-2 x 12-0 and is topped with a sculpted eagle measuring nearly six feet across. The two wings of the memorial are 7-0 x 1-0 x 7-6 each. Barre granite was specified because of its ability to withstand the discoloring effects of time and weather which can be a problem in public and private memorials.

Presidential Politics Visits Barre

Presidential politics is no stranger to the Barre granite industry. With more than 12-hundred workers directly employed in the Barre Belt and thousands more who have jobs in associated businesses, the Barre area is always a favorite place for candidates for state and national office to visit.

Recently Joan Mondale, wife of former Vice-president Walter Mondale, was in Barre stumping on behalf of her husband who is an announced candidate for the Democratic nomination for President.

Mrs. Mondale, accompanied by Marcel Leahy, wife of U-S Senator Patrick Leahy of Vermont, toured North Barre Granite Company and Rouleau Granite Company. During her visit she greeted virtually every worker in the two manufacturing plants.

(top) Peter Quinlan, Office Sales Representative and Designer for Rouleau Granite Company explains a part of the granite memorial manufacturing process for Joan Mondale (center) and Marcel Leahy.

(bottom) Joan Mondale exchanges greetings with sculptor Eric Oberg as Marcel Leahy looks on.



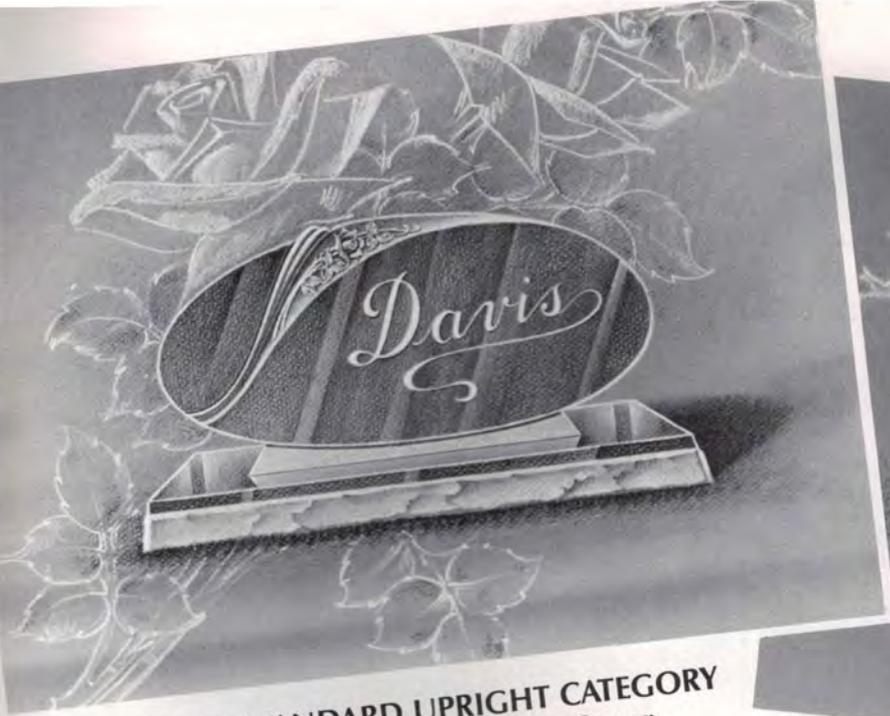


NEWLY CONSTRUCTED OFFICE SPACE AT CHIOLDI GRANITE COMPANY has greatly enhanced office operations for this BGA-member firm. Allan Mattson, Sales Manager (smiling in the background) says the more than 400 square feet of new office space also gives the company more room for its new computer facilities. "We intend to use our computer for virtually all of our administrative work," Mattson said. Shelia LaPerle, Secretary/Bookkeeper for Chioldi also voiced enthusiasm for the new work space. "It's very convenient and allows us to be much more efficient," she said.



(left) Eighteen year old Jeff Rivard, son of Robert Rivard, President of Rivard Granite Company has recently begun a two-year apprenticeship in his dad's plant. Jeff, who graduated from high school last year, is an apprentice polisher and plans to learn all of the other facets of the granite manufacturing business. He also plans to expand his knowledge with college level business, computer and technical studies.

(above) Jeff is advising his dad about the production of a Barre granite memorial.



FIRST PLACE, STANDARD UPRIGHT CATEGORY
and "TOP OF SHOW" HONORS Tom Soper,
Chesley Memorial Works, Chesley, Ontario



FIRST PLACE, INDIVIDUAL MEMORIAL DESIGNS
Carole B. Martin, Miller Memorials, Victoria, Texas

Winners Announced In Rock Of Ages International Memorial Design Contest

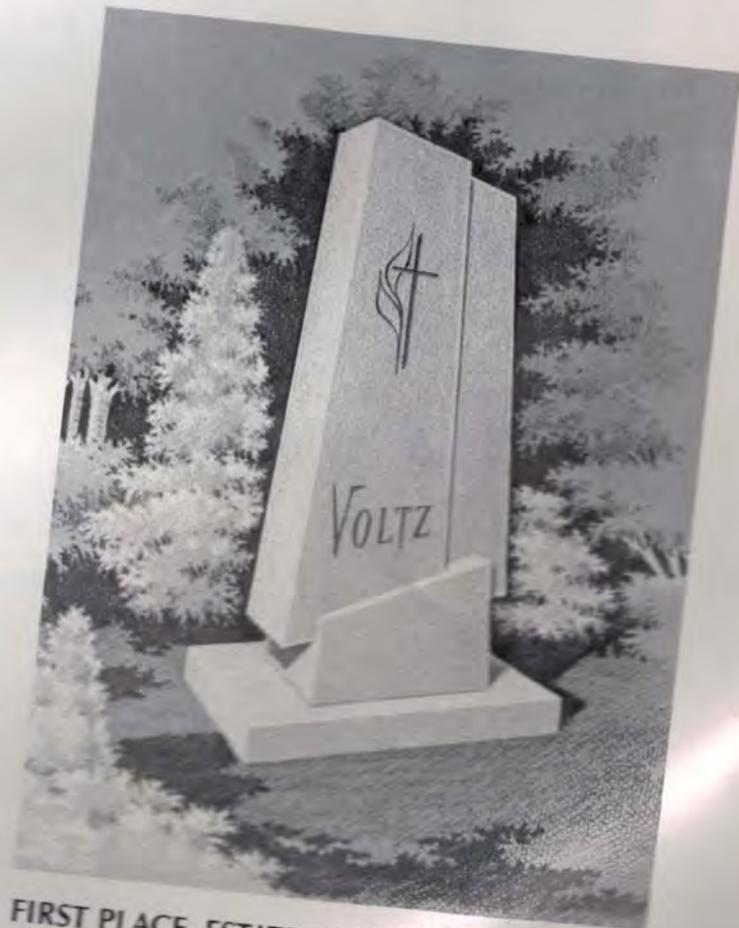
The International Memorial Design Contest sponsored by Rock of Ages Corporation has produced winners in Ohio, Texas and Ontario, Canada.

Winners in four categories were chosen from a total of more than 230 entries submitted by Authorized Rock of Ages Dealers from across the country and in Canada.

The winners were announced at the National Convention of the Monument Builders of North America in Las Vegas in February. Each design was judged on its merit alone. The winning designs were rendered in a standard format by Gene Brusetti of the Rock of Ages Design Department.

George Karnedy, Director of Sales and Marketing for Rock of Ages Corporation, said he was pleased with the large number of entries and encouraged by the creativity on display.

"This proves beyond any doubt that our monument retail dealers have the demonstrated talent and ability to underscore the true meaning of memorialization. Their sensitivity to an individual's memorial needs is clearly portrayed in their beautiful designs. The judging was extremely difficult," he said.

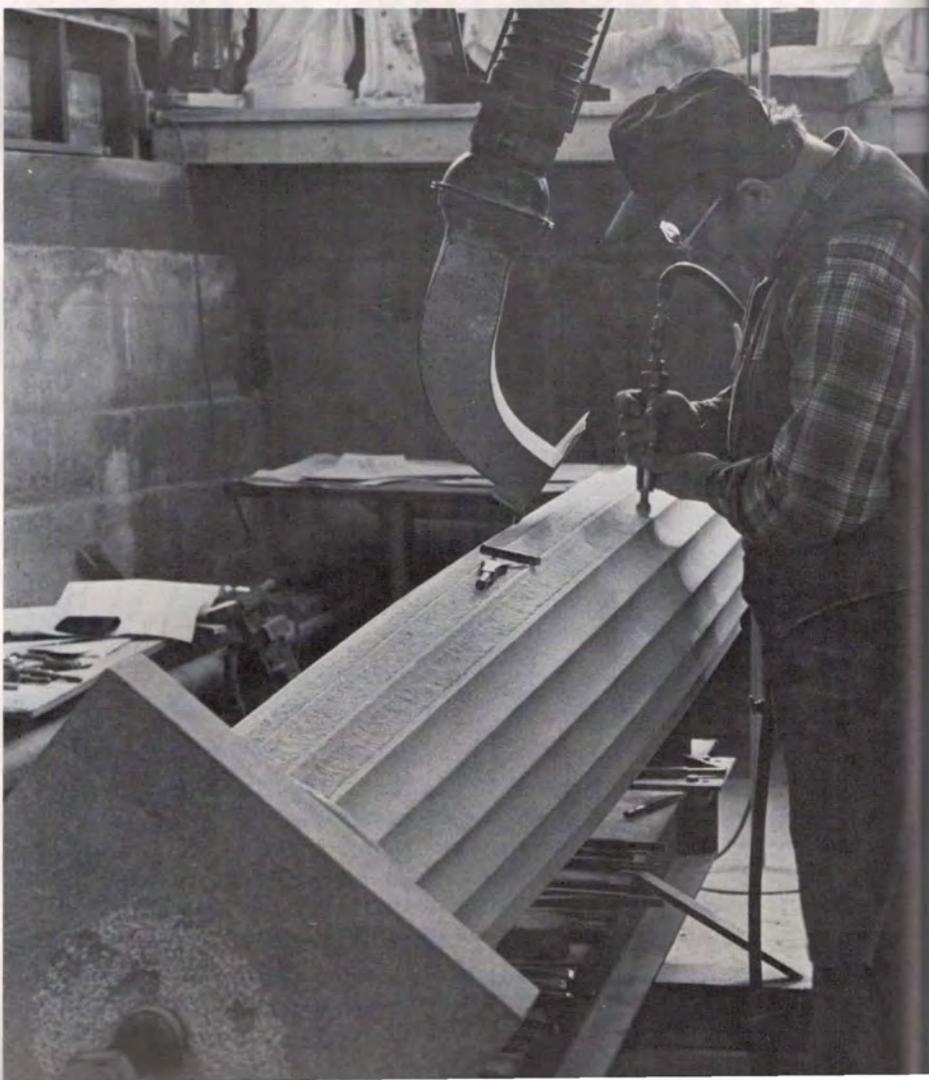


FIRST PLACE, ESTATE MEMORIAL CATEGORY
Alex Murray, Longstreth Memorials,
Galion, Ohio



ANDERSON-FRIBERG'S DRAFTING AND DESIGNING DEPARTMENT, with its 800 square feet of work space is one of the newest and most modern in the Barre granite industry.

JULIAN CHARRIER OF ANDERSON-FRIBERG demonstrates skilled carving of tooled flutes on one of two true doric columns, 7'6" long, which will be installed in the entrance of a Barre granite mausoleum.



The artisan's hand, having created, moves on... to create again.

There are many good reasons why Barre, Vermont is known nationally and internationally as the Memorial Art Center of the World. Those reasons are self-evident over the next several pages.

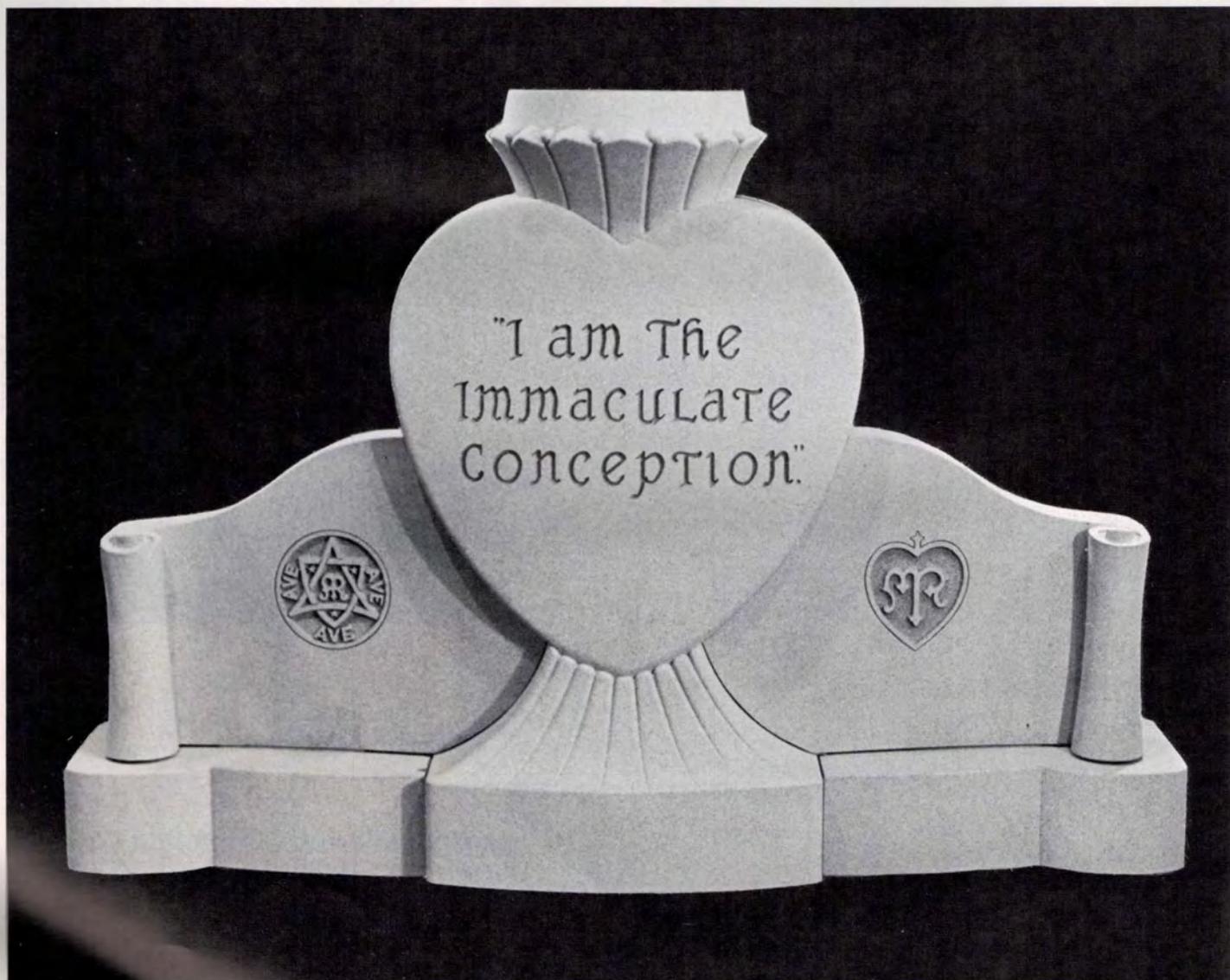
The Barre Granite Association is extremely proud of the talent and artistry which is consistently exhibited by our members.

And we are very proud to share their creativity with you through the following photographs.

Monuments:

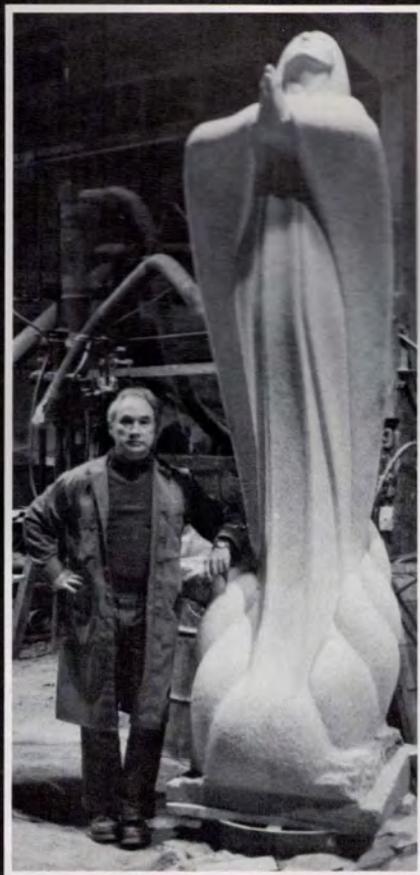
- tell us who lived, when they lived and how we came to be.
- are a tribute to a person's life.
- are the history of past events.
- symbolize the character, personality, accomplishments and beliefs of a person.
- are a mark of respect and appreciation.
- are a means of expressing religious faith.
- are erected because someone lived.

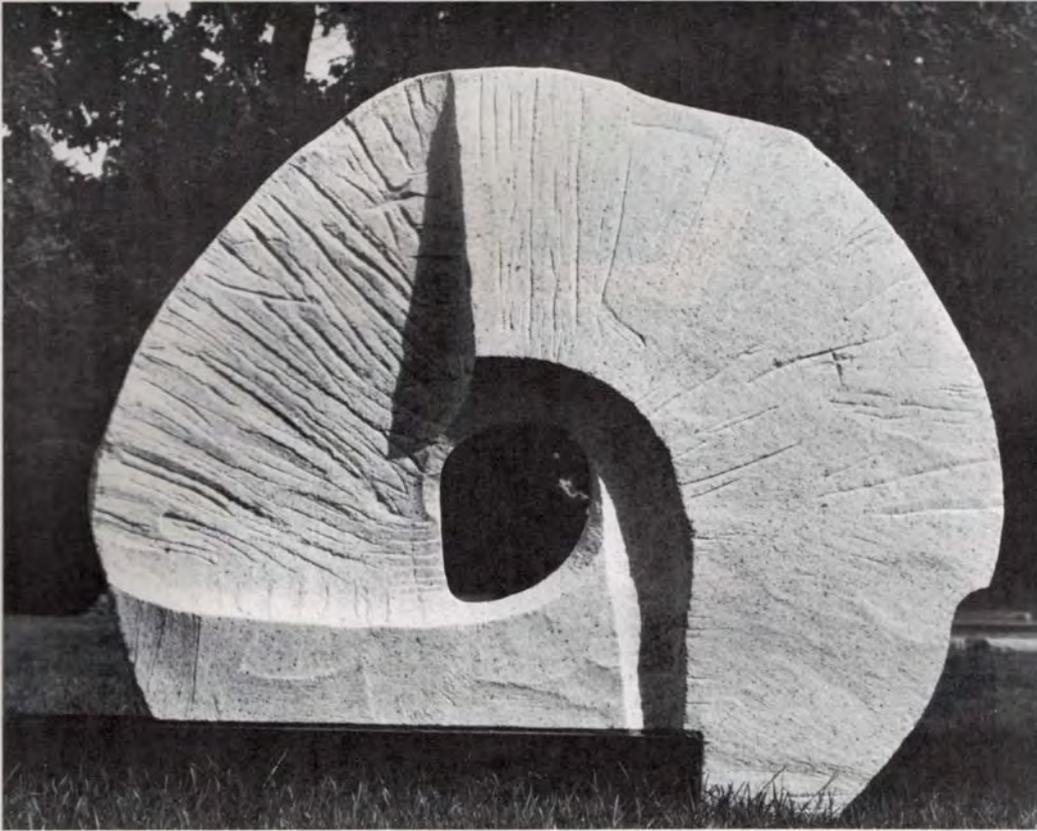
Manufactured for Gast Monument Company of Chicago by CHIOLDI GRANITE COMPANY, this fine axed Barre granite memorial will be the pedestal for a nine-foot tall Madonna (opposite) sculpted by Frank Gaylord of Barre. this uniquely carved piece measures 9-2 x 2-4 x 6-2½. Designed by Conrad Kennerson.



Madonna, created in Barre gray granite by Frank Gaylord, is more than nine feet tall.

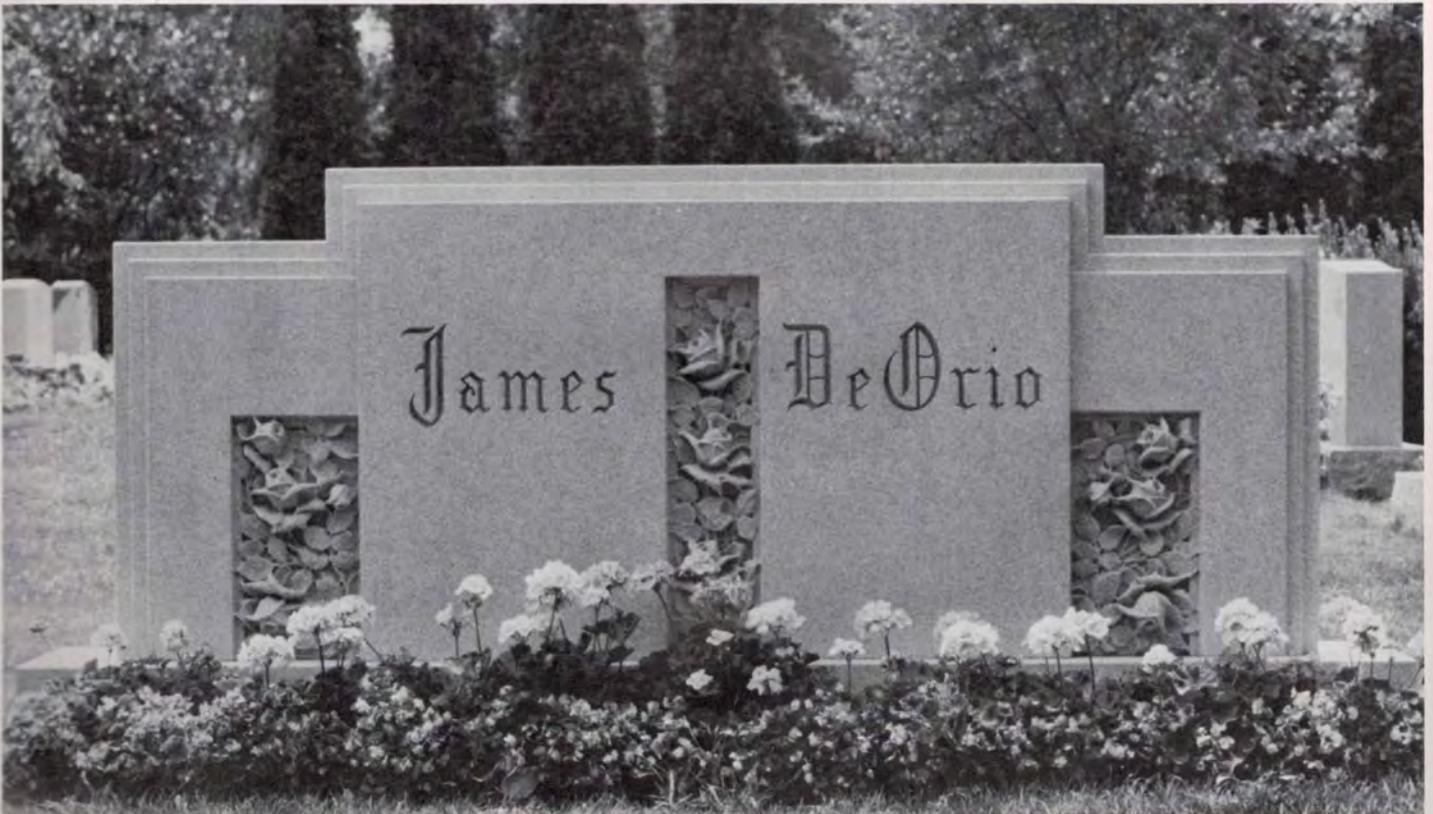
The inset photo (below) gives the reader a clearer understanding of the size of the sculpture.



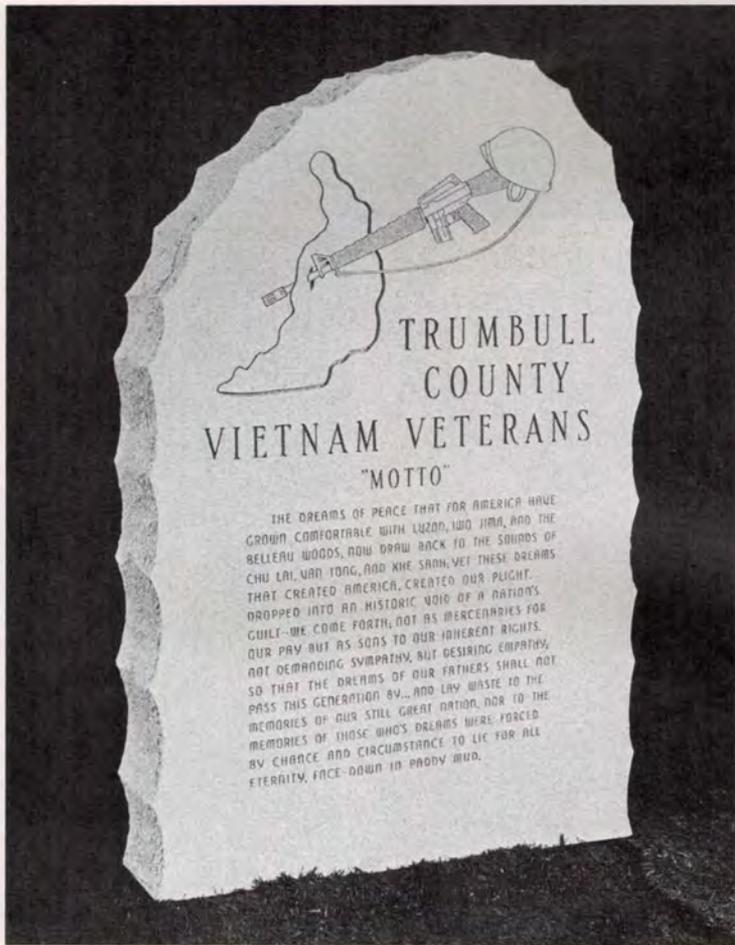


This uniquely designed family memorial was manufactured by PEERLESS GRANITE COMPANY for Gast Memorials of Chicago, Illinois.

This memorial measures 4-4 x 1-2 x 4-0 and is set in Memorial Park Cemetery in Evanston, Illinois.



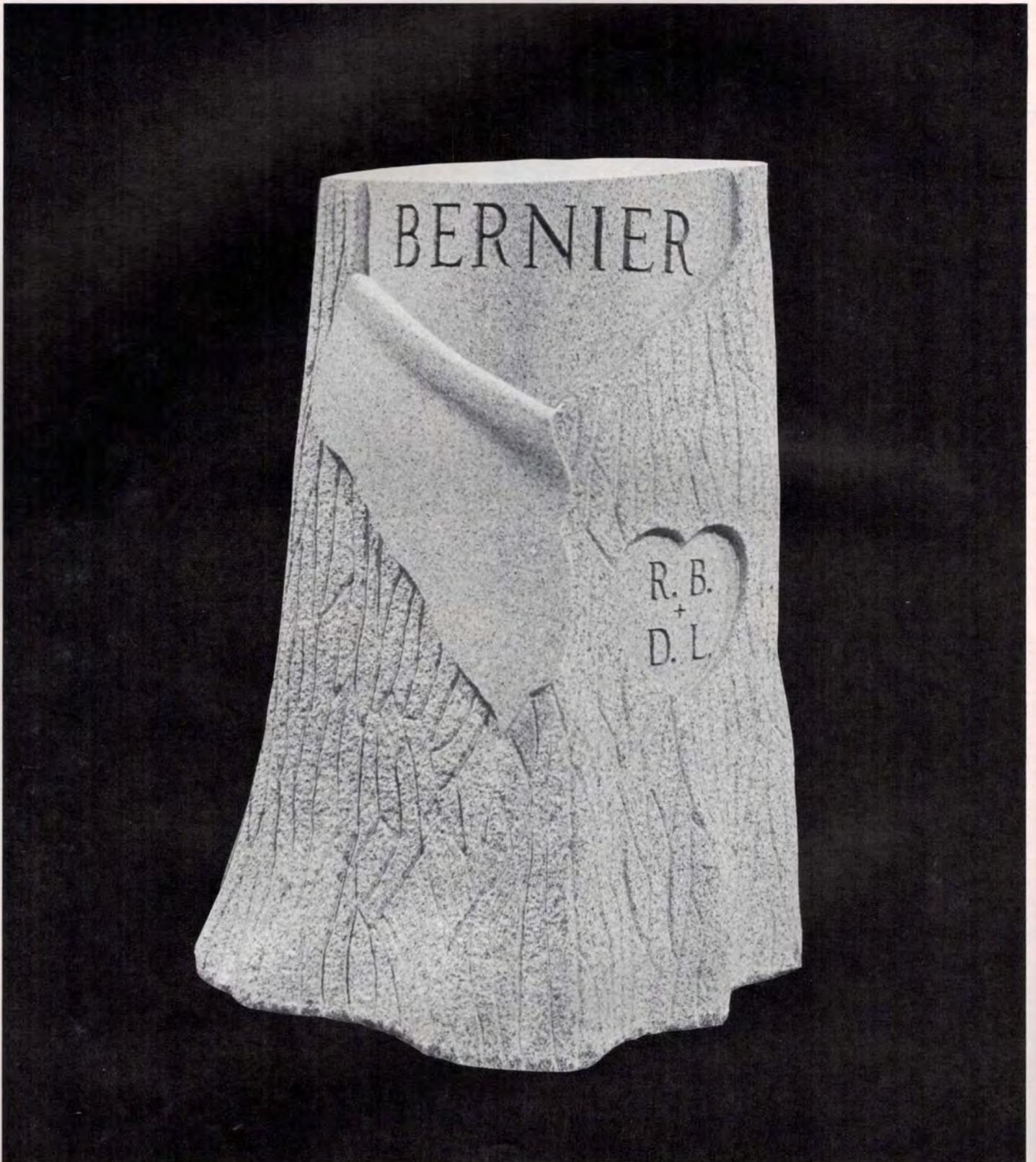
ROCK OF AGES CORPORATION manufactured this two family memorial for Woodlawn Memorials in Everett, Mass. The steeled Barre granite monument measures 7-0 x 0-10 x 2-10 and is set on a base measuring 8-0 x 1-4 x 0-10.



Designed and manufactured in light Barre granite by ANDERSON-FRIBERG COMPANY for O.T. Beight & Sons, of East Palestine, Ohio, for the Trumbull County Vietnam Veterans Association. The "MOTTO" was composed by Richard Harvey of that association.

(below) LAWSON GRANITE COMPANY made this war memorial from dark Barre granite for Sweet-Woods Memorial Company in Phoenix, New York. The sandblast carving of the eagle is a major feature of this 5-0 x 0-10 x 3-0 memorial.

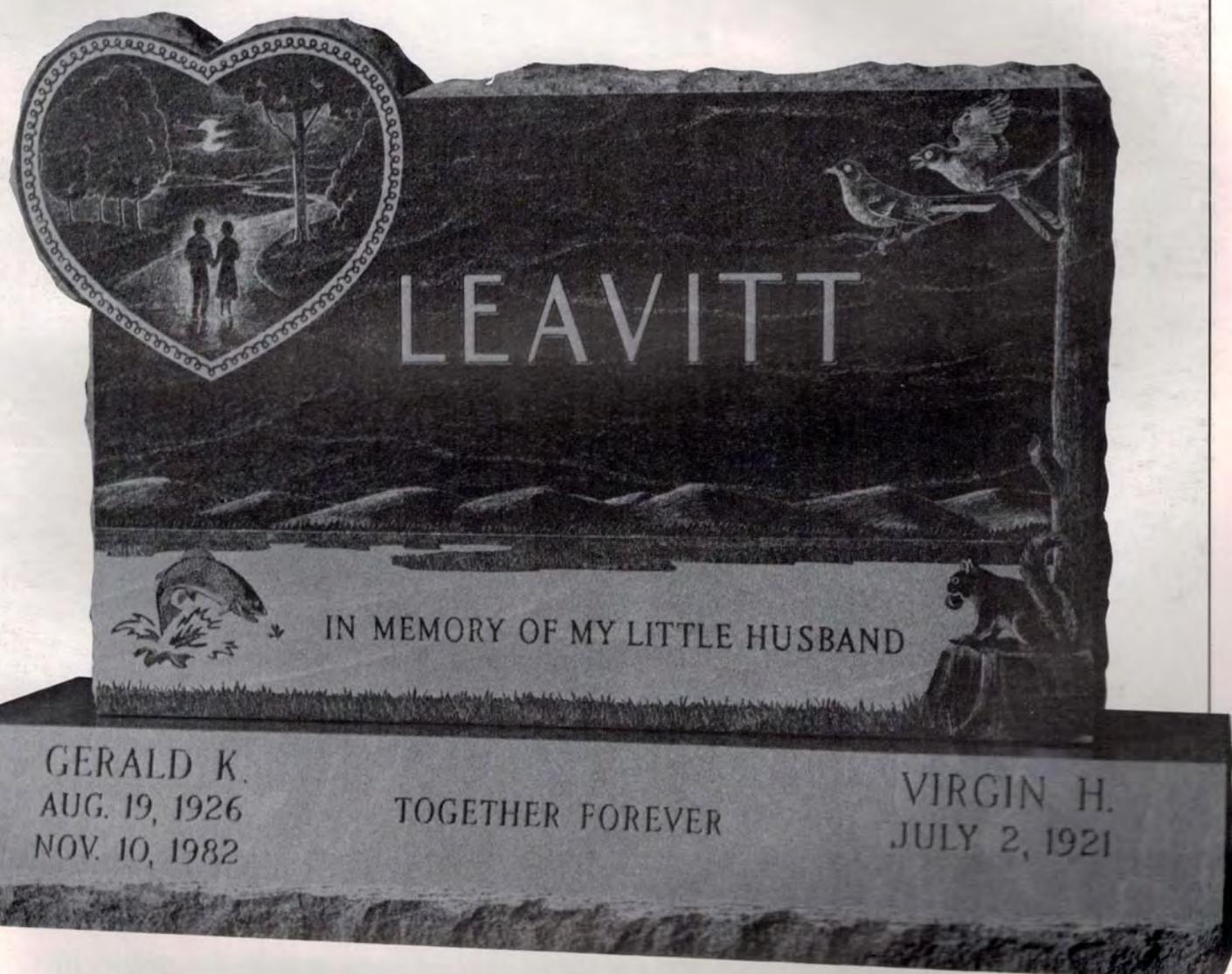




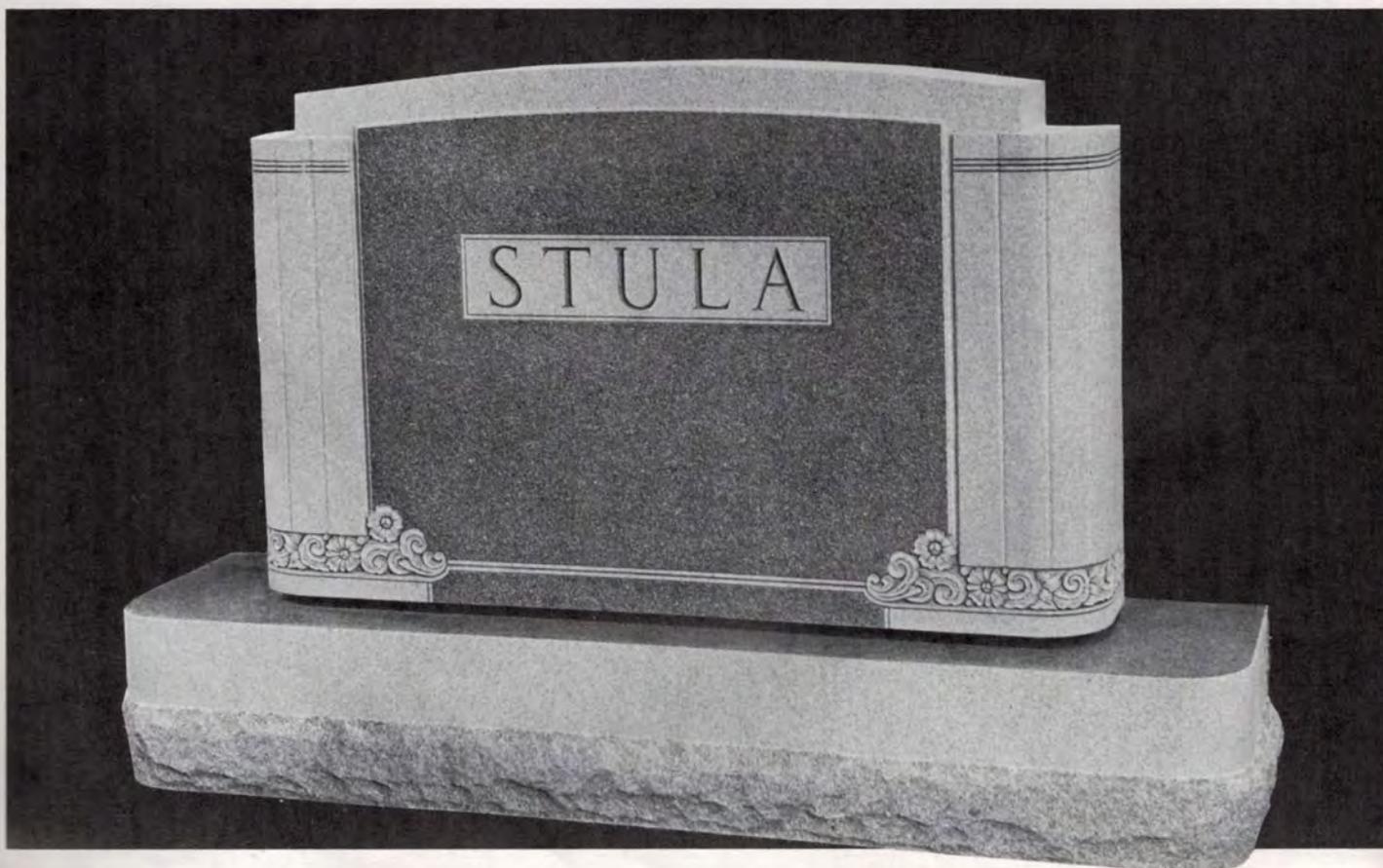
The Bernier family memorial measures eighteen inches in diameter and is two-feet, eight-inches tall. This original family memorial was manufactured in light Barre granite by COLOMBO GRANITE COMPANY for Everlasting Memorials, Mervin Whipple proprietor, in Dayville, Connecticut.

S.L. GARAND & COMPANY manufactured the Leavitt family memorial in French Creek Black for Loebleins Memorials of Baltimore, Maryland.

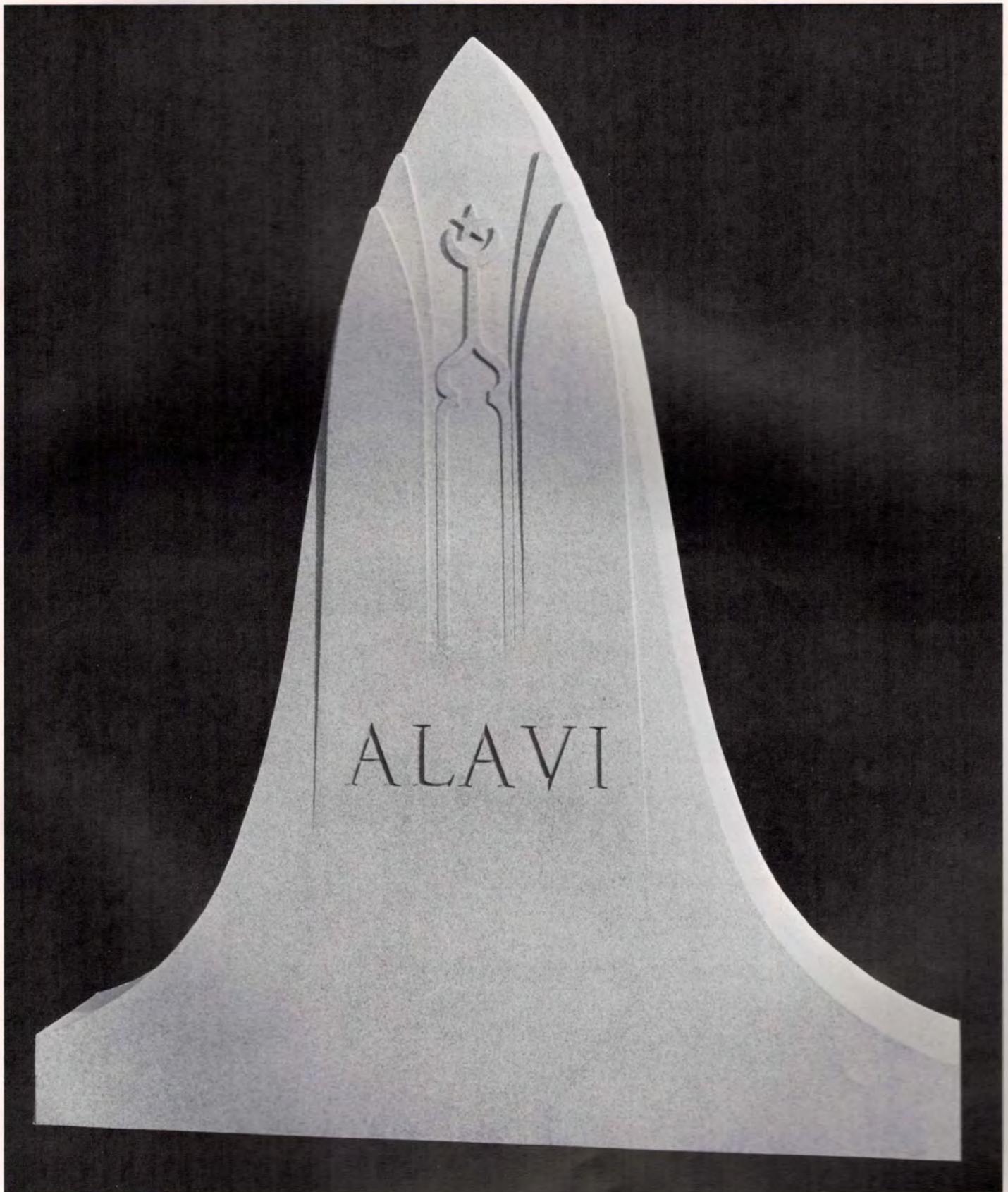
The monument measures 3-10 x 0-8 x 2-6 and has a base which features a steeled bevelled front.



This lovely memorial was manufactured in Imperial Mahogany by THURBER GRANITE COMPANY for Woodhead Memorials in Falmouth, Kentucky. The tablet is 1-8 x 0-6 x 2-6 and is on a base 3-0 x 1-0 x 0-8. This memorial is set in Riverside Cemetery in Falmouth, Kentucky.



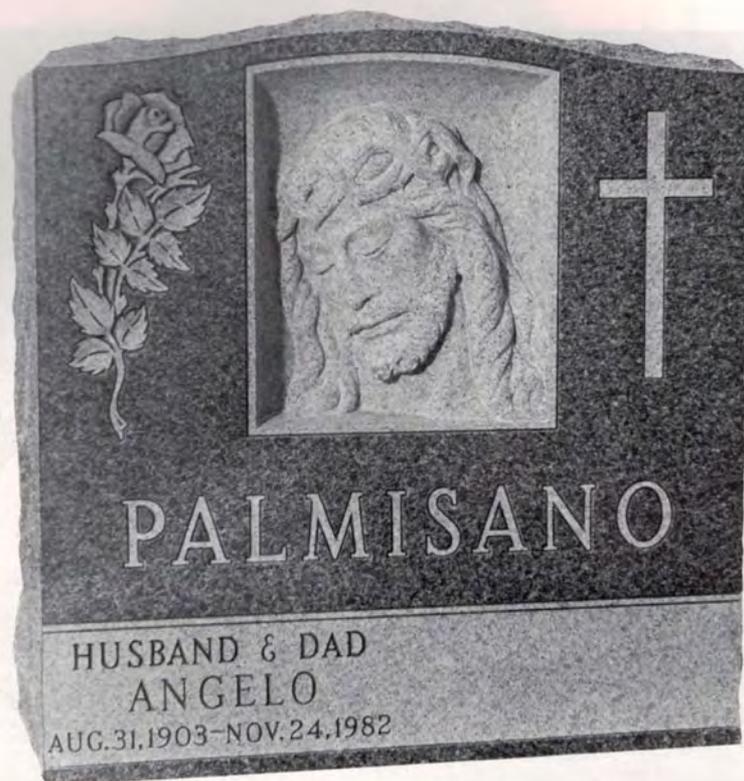
This handsome family memorial was manufactured in Barre granite for Bottinelli and Son Granite Company of New London, Connecticut by RIVARD GRANITE COMPANY. The monument measures 5-0 x 1-6 x 3-0 with a 6-6 x 1-6 x 1-0 base.



This striking monolith with Moslem ornamentation was manufactured by BECK & BECK, INC., for Simon White Son's of Claysville, Pennsylvania. This steeled Barre granite memorial is 5-0 x 1-0 x 6-0.

BUTTURA & SONS
manufactured this
Palmisano family
memorial for
Hollywood Monument
Company in Union,
New Jersey.

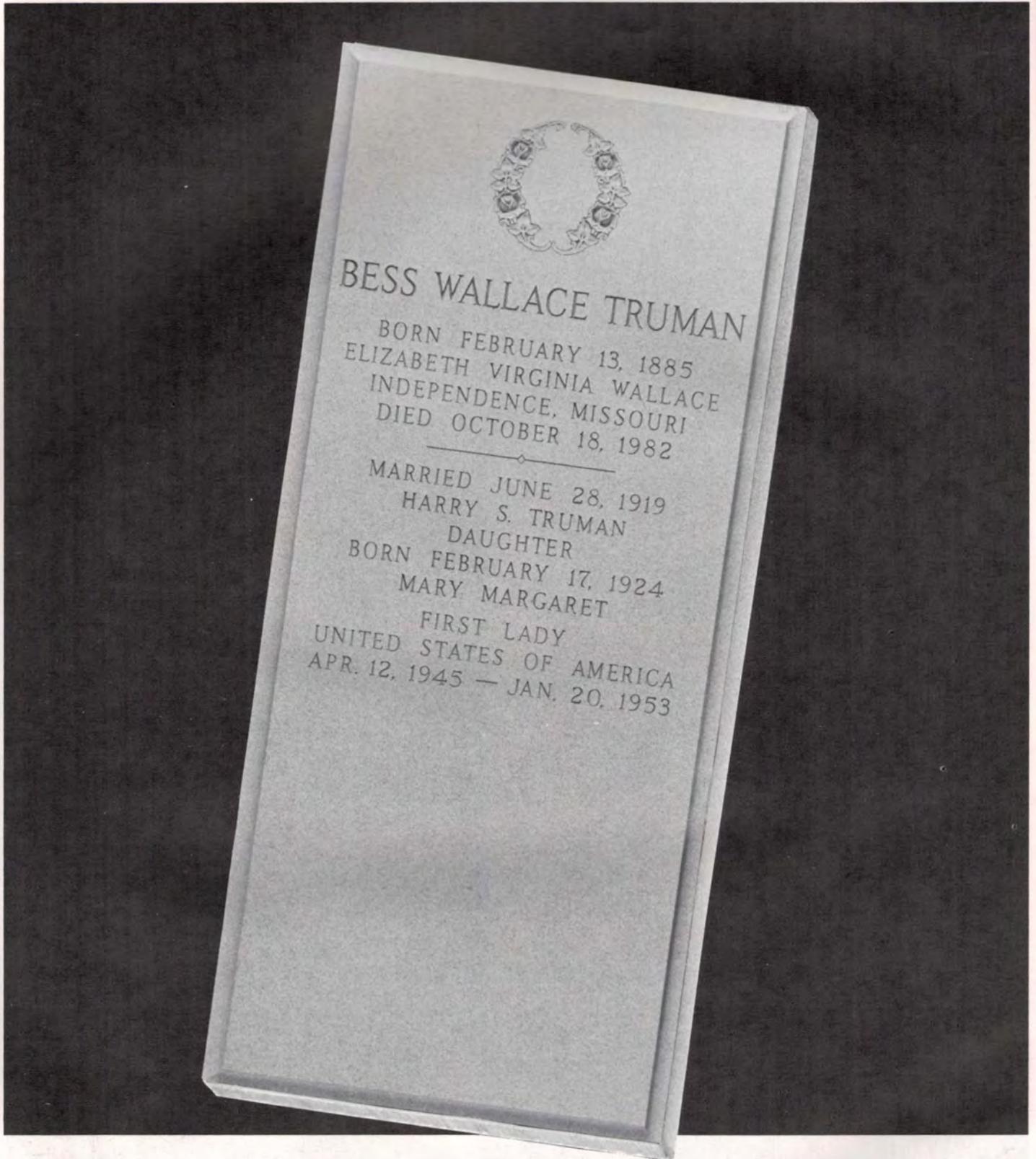
The monument is
2-4 x 0-8 x 2-4 in
North American Pink
granite.



Made for South Bound Brook Monument Company of South Bound Brook, New Jersey, by NORTH BARRE GRANITE COMPANY, this Barre granite memorial measures 7-0 x 1-0 x 4-11. The Kolinko family memorial is polished and steeled and features the handcarved Christ in Gethsemane with sandblasted letters in Ukranian.



This special Vietnam War Memorial was manufactured by MAURICE MEMORIALS for O'Rourke Brothers Memorials in Salem, Massachusetts. The memorial, measuring six feet, six inches tall, in steeled Barre gray granite is located in City Hall Square in Lynn, Massachusetts.



This ledger for former first lady, Bess Truman was manufactured by ADAMS GRANITE COMPANY for Johnson & Sons Monument Company of Independence, Missouri. This steeled light Barre gray granite memorial measures 8-0 x 3-6 x 0-8 and features sandblast carved Adamscraft roses. A similar memorial with the same dimensions for former president Harry Truman was also made by Adams Granite Company.

LACROSS MEMORIALS, A BGA member company, has recently completed the memorial for Donald R. Swaim, who was formerly the Manager of the Cemetery Assistance Program of the Monument Builders of North America.

Many monument industry people will remember Don Swain through his attendance at monument dealer meetings and visits to dealers throughout the country.

The memorial produced by LaCross is manufactured in Canadian Pink for Bethel-Miller Memorials of Canton, Ohio.



SWAIM

DONALD R.
1911 — 1982

EDNA C.
1914 —

News from the Cemetery Field

By Edward Comolli

BGA Manager of Cemetery Services

BGA CEMETERY PROGRAM CREATES 22 THOUSAND NEW MONUMENTED GRAVE SPACES.

The Barre Granite Association's Cemetery Design Program, now in its 25th year, continues to provide an ever increasing number of landscaped monument lots which are adding more income for cemeteries and more business for retail dealers.

Last year the BGA program created more than 22,000 monumented graves in fifteen major cemeteries.

Based on a grave cost of \$250 (which is considered low by many estimates), the aggregate cemetery income is pegged at five and a half million dollars. If all the lots are two-grave monumented lots with an average cost of \$800 per memorial, nearly nine million dollars in monument sales would be realized.

Edward Comolli, Manager of Cemetery Services for the BGA said, "Everyone benefits from the design program: the lot owner, the monument retail dealer and the cemeterian."

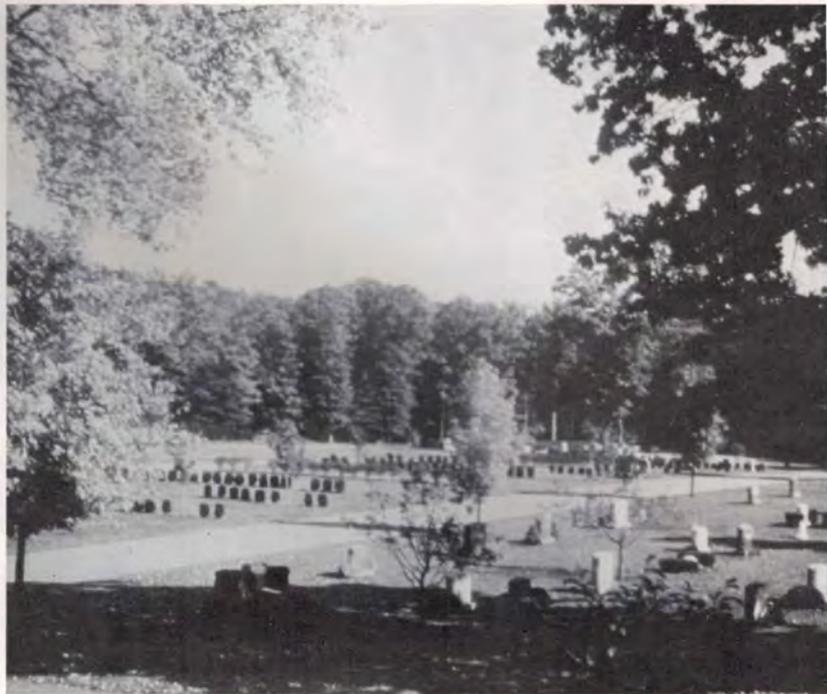
"Not only does the program offer space for upright monuments in easily maintained sections," he said, "but the cemetery can now realize more dollars per grave from its land sales."

Cemeteries who have participated in the Barre Granite Association's Cemetery Design Program and who have added income to their operations as a result of added grave lots include:





Well designed monument sections designed to fit the best use of available land will provide more income for both the cemeterian and the monument retail dealer says Edward Comolli, Manager of Cemetery Services for the Barre Granite Association. The cemeterian benefits by better lot prices, the retailer from better sales of monuments.



A typical example of a new, landscaped upright monument section designed to provide more income for the cemetery by creating more monumented graves. And (below) another example of a well-planned upright monument section landscaped with bushes and shrubs which provides more space for monumented graves.

CEMETERY

MONUMENTED GRAVES

Calvary Cemetery, Johnson City, N.Y.	989
Judea Cemetery, Washington, Conn.	1,421
Laurel Hill Cemetery, Saco, Maine	20 Estate Lots
St. Luke Cemetery, Westborough, Mass.	1,328
St. Peter's Cemetery, Oswego, N.Y.	2,352
New Milford Cemetery, Milford, Conn.	2,692
Mount Olivet Cemetery, Whitesboro, N.Y.	3,236
Oxford Cemetery, Oxford, Penn.	556
Tyler Cemetery, Vernon, Vt.	964
West Cemetery, Bristol, Conn.	1,427
Calvary Cemetery, Utica, N.Y.	1,421
Holy Cross Cemetery, Colchester, Vt.	1,132
Jersey Shore Cemetery, Jersey Shore, Pa.	1,124
Union Church Cemetery, Claremont, N.H.	1,424
St. Stanislaus Cemetery, Amsterdam, N.Y.	1,935



Restoring Our Past W



Over the past decade Silbaugh Memorials of Shrewsbury, Pennsylvania has restored memorials in more than a score of small church cemeteries. Joseph W. Silbaugh, Jr., tells the story:

"After we are contacted by a church committee or a lot owner who is interested in restoration work, we prepare various options to meet their particular needs. Restoration often includes such work as straightening or realigning a memorial; epoxying broken or loose memorials; installing new foundations; cleaning memorials; repairing cemetery fences and walls; and regrading and reseeding the ground.

"All our work is billed on a time and material basis using different hourly rates for labor and equipment. We estimate the entire job to be done and then divide the work over a two or three year period to fit into a church budget. In some cases the church committee will send personal letters to lot owners or heirs requesting financial assistance. Sometimes a bequest to a church for cemetery restoration will attract other donations to cover the remainder of the work.

After the Memorial Day Rush

"The restoration projects are usually scheduled for June—after the Memorial Day rush. Two or three high school or college students, an experienced man and heavy equipment such as our hydraulic boom is utilized to make the work easier and safer.

"Our first repairs are usually made to those monuments which could be considered dangerous to cemetery visitors and maintenance personnel. Once those immediate repairs are made, we usually do our restoration work on an area by area basis.

Barre-Pak Epoxy

"I would like to mention Barre-Pak epoxy. We have been using this for the past five years because its ease of use and reliability. We have not had one piece of restoration work fail and the epoxy bond is the reason.

"Some cemeteries in which we have done restoration work had been planning flat marker sections until we informed them of the BGA's Cemetery Design Program. We have told many cemeteries how they can receive more income from lots with upright memorial privileges. We have proven that upright memorialization is not a nuisance to the cemeterian but can be more profitable even for church cemeteries.

It Benefits Our Future



Workers are carefully restoring older monuments to their original position using BARRE-PAK epoxy.

The Public Relations Value Has Been Tremendous

We really don't make a great deal of money with the restoration service; however, we do cover our costs. The public relations value has been tremendous.

There is no question that restoration work is hard, time consuming and sometimes seemingly thankless work. However, the satisfaction of seeing an old cemetery as it should be, makes everyone proud who has taken part in the project."



State-of-the-Art Granite Polishing

Headlines in the local press heralded it as "State-Of-The-Art Polishing Machine," and indeed it is.

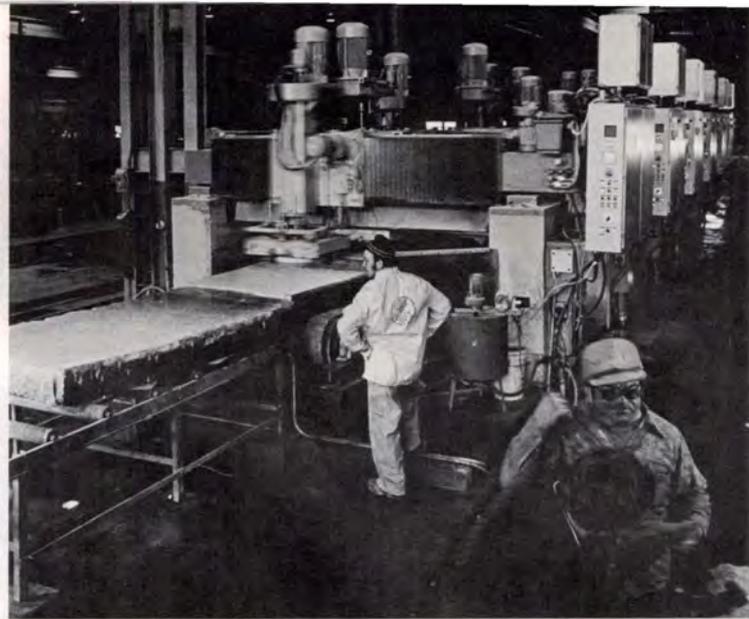
It is the new polishing machine which was recently installed at Rock of Ages Corporation, the largest member-firm of the Barre Granite Association.

The polisher, built by Carl Meyer Corporation of West Germany, has the capacity to polish up to 300 feet an hour compared to some older machines which can produce only 300 feet a day!!

The primary feature of the new polishing machine is the 60-foot long conveyor belt that moves granite slabs under the twelve polishing heads at various speeds depending on the finish required.

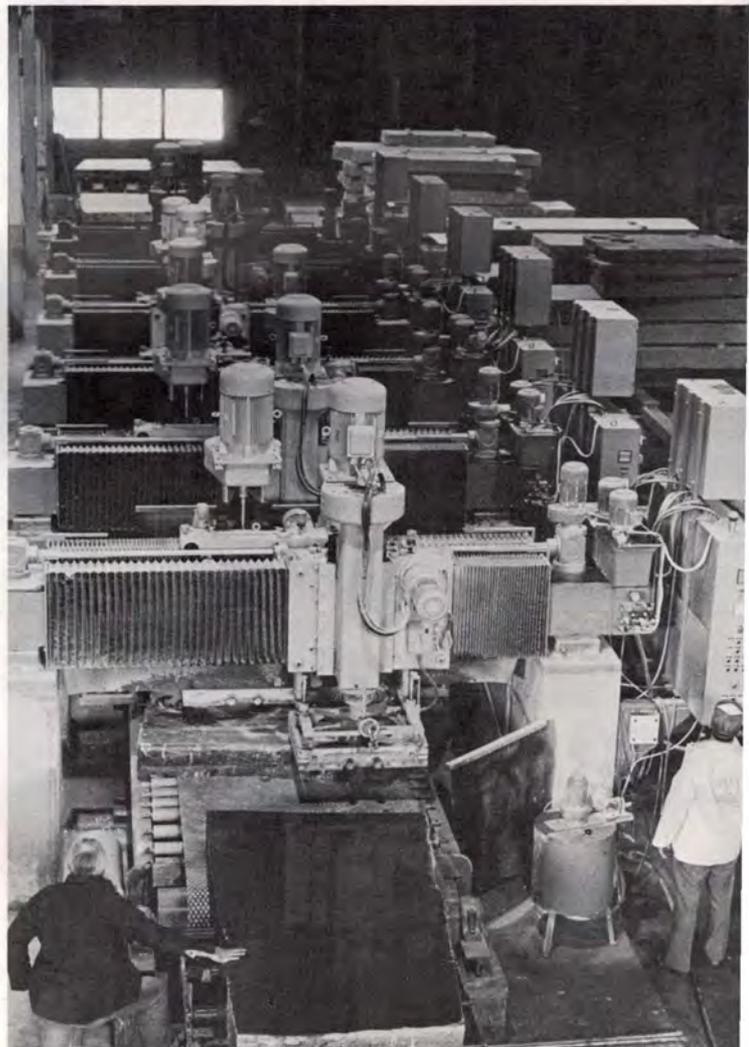
The polishing materials are abrasives made into "bricks" which rotate and move back and forth across the stone while water is applied to the stone's surface. The polishing bricks, made in varying degrees of roughness are placed on ten of the machine's twelve polishing heads. The last two heads are felt buffers.

The roughest bricks are located at the beginning of the conveyor line where the granite slab is the roughest. The smoothest abrasive bricks are located at the end of the polishing line to apply the "luster" to the newly polished granite slab.



This new 12-head polishing machine has the capacity to produce 300 feet of polished granite slabs every hour. The eight inch thick slabs are moved by a conveyor belt through all stages of polishing at a rate of 14-inches per minute.

A bird's eye view (below) of the newest, state-of-the-art polishing machine at Rock of Ages Corporation. Notice the highly polished granite slab which has just completed its trip through the German-made machine. Also notice the slabs at the rear of the machine awaiting their turn to be polished.





This is only a very small part of the quarry expansion project currently underway between the E.L. Smith and Wetmore quarries, both owned and operated by Rock of Ages Corporation. Over the next two years this hilltop will be cleared of one million tons of over-burden and top rock; a boom derrick will be erected and quarrying operations in the new area will begin.

(bottom photo) A view of the thousands upon thousands of tons of waste which will be cleared out to make room for a new Rock of Ages quarrying area. This vantage point gives a panoramic view of the beautiful Vermont green mountains on the horizon.

Major Quarry Expansion At Rock of Ages Corporation

The Rock of Ages Corporation is presently involved in one of the largest quarry development projects ever undertaken in the history of the Barre granite industry.

More than one million tons (that's two billion pounds) of overburden and top rock will be removed from the hilltop overlooking the Wetmore and Smith quarries during the next two years. The work is being done in conjunction with Cooley Asphalt Paving Corporation.

The first phase, removal of 500,000 tons of waste

is expected to be completed and a massive boom derrick erected at the top of the hill within a year.

The new area will eventually link the E.L. Smith and Wetmore quarries, two of the five quarries owned and operated by Rock of Ages Corporation.

The new quarrying site is expected to yield millions of tons of fine Barre gray granite over the next untold number of years.



Beck & Beck Produces Eisenhower Memorial For West Point

An impressive bronze and granite memorial honoring the late President Dwight D. Eisenhower was recently dedicated at the United States Military Academy, West Point, New York. The granite for the memorial was fabricated by Beck & Beck, Inc. the oldest continuously operated family-owned granite manufacturing firm in Barre.

John S.D. Eisenhower, son of the late president and general unveiled the memorial, and accepting the heroic memorial on behalf of the Military Academy was Lt. General Willard W. Scott, Jr., Superintendent of the world-renown military school.

The nine-foot tall bronze statue was designed and sculpted by Robert Dean of Pennsylvania. It was cast in Florence, Italy.

All the granite work was furnished by Beck & Beck. The Stony Creek granite, quarried in Connecticut was shipped to the Beck & Beck plant in block form where the pedestal, base, coping, a five-piece wall and six benches were manufactured.

Douglas Logan, proprietor of George A. Logan & Sons, Cold Spring, New York, designed the memorial.

The memorial was a year and a half in the planning and design stages and in production at the Beck & Beck plant where the work in progress was inspected on several occasions by Mr. Logan and by General Elliott C. Cutler representing the committee in charge of the project.

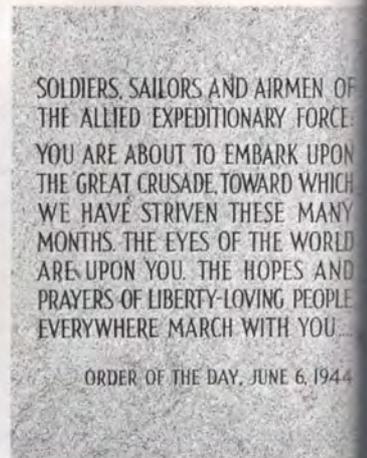
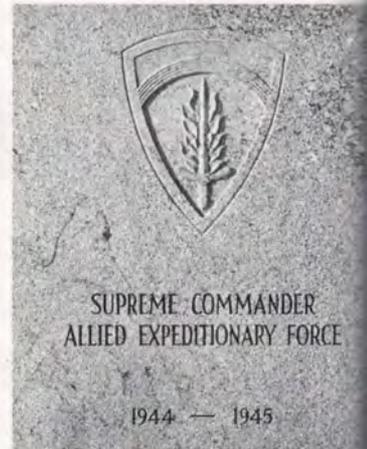
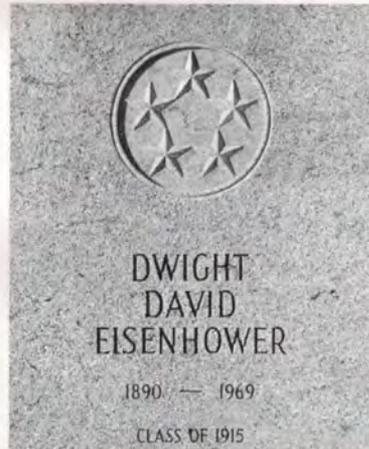
The front of the pedestal contains five hand crafted stars depicting the former president's rank as a General of the Army, followed by his name, dates and his year of graduation from West Point.

The left side of the pedestal includes the Presidential Seal and the legend: President of the United States 1953 - 1961.

The right side of the pedestal shows the emblem of the Supreme Headquarters Allied Expeditionary Force and the dates: 1944 - 1945.

The rear of the pedestal contains an excerpt from Eisenhower's Order of the Day for June 6, 1944, D-Day.

The pedestal measures 3-11 x 3-11 x 4-8; the base measures 5-4 x 5-4 x 1-4; eight pieces of coping surround the base and pedestal; the twenty-eight foot wall is in five pieces and the benches measure 4-0 x 1-8 x 1-6.



Save Freight Costs with Barre Guild Consolidation Service

By Bob Stewart

BGA Manager Member Services



The Barre Guild Consolidation Service has designed their freight rates to save you money.

Consolidating your order through the Barre Guild freight terminal for shipments west of Ohio and south of Virginia will reduce your freight costs. And, monument dealers in the eleven far western states can save even more money through "pool truck" shipments out of our Barre terminal.

Freight rates are established by taking into account the weight of the load and the distance the load has to travel.

FAR-WEST

As you can see by the accompanying map, freight charges to the eleven western states are based on a required minimum weight of one thousand pounds. That means a memorial weighing less than one thousand pounds would be shipped to Denver, Colorado for instance, at a cost of \$120.80. Because of the one thousand pound minimum, that monument retail dealer could actually save freight charges if he were to

ship two, 500 pound memorials. The freight charge would be the same as for a single 500 pound memorial.

POOL TRUCK

Better yet, the monument retail dealer in Denver could take advantage of the very low rates provided through the "pool truck" method of shipping memorials. The object of the "pool truck" is to reduce freight costs to the states in the west and southwest.

Regardless of how much freight a dealer has in the "pool truck" load, he is charged only at the 40,000 pound rate. That rate to Denver, for example is \$6.31 per one hundred pounds. This means a group of retail dealers in that area could consolidate their shipments from BGA members at the Barre Guild freight terminal, have them shipped to Denver (with a maximum of seven unloading stops on the way — near Denver) and the cost of shipping that 500 pound memorial would be only \$31.55.

Equally important is the fact that monuments,



Terminal Manager Gardner Walker is checking delivery points listed on a manifest for one of the hundreds of shipments made every year out of the Barre Guild Consolidation Terminal in Barre. Many monument retail dealers in the west and south use the "pool truck" method of shipping which is provided by the Barre Guild Consolidation Service.

Freight *(continued)*

regardless of size can be shipped from Barre to any community in the eleven western states for less than \$10.50 cwt via the "pool truck" method.

DEPOT DELIVERY

Additional savings can be made if unloading charges of \$15 per stop are eliminated. A depot delivery to one retail dealer or terminal of the entire shipment would eliminate \$105.00 of stop-off charges. Dealers would pick up their own shipment at this delivery point.

MID-WEST

Freight rates decrease with volume - a minimum of 500 pounds apply to the midwest area. The rate per hundred decreases at 5,000 pound intervals with the lowest rate at 40,000 pounds which is a full truck load.

For instance, by consolidating his shipments from Barre Granite Association members allows the retail dealer to pay the lowest freight rate. For example, Less Than Truckload (LTL) shipments under 5,000 pounds to Indianapolis, Indiana are charged \$7.05 per 100 pounds. A 5,000 to 10,000 pound shipment carries a tariff of \$5.70 per 100 pounds - a 40,000 pound shipment is \$3.53 per 100 pounds. It pays to consolidate.

CONSOLIDATE

Despite the acknowledged savings to retailers in shipping costs established by the Barre Guild Consolidation Service, we see many shipments going out of our terminal that are under the minimum freight rate schedule. In the vast majority of these occurrences, the retail dealer could have shipped more memorials at practically no additional freight cost. It pays to consolidate!



EXPEDITING YOUR ORDER

Many monument retail dealers across the country take advantage of the Barre Guild Consolidation Service.

To facilitate their consolidated shipments the dealers send the postpaid, self-addressed postcard (which is included with each invoice) to the Barre Guild Consolidation Office.

The postcard tells us with which manufacturer the orders were placed and how the orders are to be shipped. The postcard is self-explanatory. However, if you have questions about it, please call us (802-476-4131) and ask for the Barre Guild Consolidation Office.

A SPECIAL NOTE

The Barre Granite Association is authorized by the Interstate Commerce Commission to consolidate orders for its member companies. We are not permitted to consolidate orders from manufacturers who are not members of the BGA. A list of our member companies is on the back cover of this magazine. Order from these manufacturers and consolidate your order to save yourself shipping costs. The Barre Guild Consolidation Service will consolidate your order free of charge.

ORDERS PLACED WITH BGA MANUFACTURERS

SHIP: Consolidate As soon as possible
 Ship Pool truck See special Instructions
 Hold for 5M 10M 20M 30M 40M

Manufacturer	Estimated Weight	Completion date

Your Firm Name:

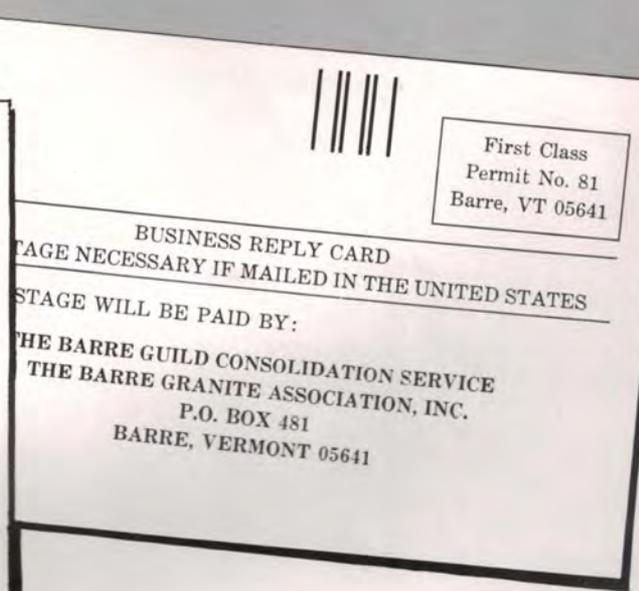
City & State

Date

SPECIAL INSTRUCTIONS:



STATES SERVED BY THE BARRE GUILD CONSOLIDATION SERVICE (Excluding Alaska, Hawaii and states cross-hatched)





Monuments

Barre Granite Association

51 Church Street Box 481
Barre, Vermont 05641
Tel. 802 476-4131

**BULK RATE
U.S. POSTAGE
PAID
Barre, Vermont
Permit No. 139**

ADDRESS CORRECTION REQUESTED

VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION

ADAMS GRANITE CO. Lewis St. (Elgio Zorzi)	802-476-5281	HOULE-GIUDICI CO. S. Front St. (Gene Houle)	802-476-3621
ANDERSON-FRIBERG CO. Willey St. (Melvin Friberg)	802-476-7021	LaCROSS MEMORIALS, INC. Boynton St. (Gabriel LaCroix)	802-479-2526
BECK & BECK, INC. Center St. (Norman Beck)	802-476-3179	LAWSON GRANITE CO. Quarry St. (Albert Gherardi Jr.)	802-476-3541
BUTTURA & SONS, INC. Boynton St. (Brent Buttura)	802-476-6646	MAURICE MEMORIALS, INC. Granite St. (Leo Maurice)	802-479-9388
CELENTI & BIANCHI P.O. Box 220 (Irio Bianchi)		MONTPELIER GRANITE WORKS Granite St. (Joe Mureta)	802-223-2581
CETRANGOLO FINISHING WORKS Northfield (Nick Cetrangolo)	802-485-5711	NATIVI & SON, INC. Center St. (Silvio Nativi)	802-476-7101
CHIOLDI GRANITE CORP. S. Front St. (John Mattson)	802-476-3661	NORTH BARRE GRANITE CO. Railroad St. (Charles Chatot)	802-476-6624
COLOMBO GRANITE CO. Boynton St. (Bob Colombo)	802-476-7061	PEERLESS GRANITE CO. Willey St. (Donald Fontana)	802-476-3061
COOK, WATKINS & PATCH CO. Blackwell St. (David Reid)	802-476-4175	RIVARD GRANITE CO. Mill St. (Robert Rivard)	802-476-3542
C.R. DAVIDSON CO. INC. (Clyde Davidson)	802-548-3591	ROCK OF AGES CORP. Graniteville (Jay Slaybaugh)	802-476-3115
DESILETS GRANITE CO. Barre St. (Vic Roselli)	802-223-2111	ROULEAU GRANITE CO. Metro Center (Lucien Rouleau)	802-476-6636
FAMILY MEMORIALS, INC. Burnham's Meadow (Robert Couture)	802-476-7831	THURBER GRANITE CO. Circle St. (Paul Savard)	802-479-9622
S.L. GARAND & CO. Pioneer (Richard Garand)	802-223-2301	WELLS LAMSON QUARRY Websterville (James Kelley)	802-476-7463
GREARSON & LANE CO. Burnham's Meadow (Lloyd Grearson)	802-476-7102		