Maurice Kelley —
His Message and
Our Future . . .

In the last issue of Barre Life magazine we announced the death of one of the giants of our industry—Maurice Kelley. We did not have an opportunity, at that time, to tell you why the present and future generations of granite manufacturers and retail memorialists need to know more about him.

Mr. Kelley was very important to our industry in years past, and he continues to be important to our industry today, and he will continue to be important to our industry tomorrow. Why? Simply put, he saw and understood the state of the granite monument industry in his day, and he also understood the future of his industry.

Nearly 30 years ago, at the 1961 Annual Convention of AMA, Maurice Kelley talked about what he described as basic fundamental ideas, which he thought should be reviewed and considered for action by his industry.

"The cemetery," he said, "is to the monument business what good roads are to the automobile business. We should give emphasis and an increased effort toward the opening of new monument sections in old cemeteries. In addition, someone in our industry must be able to come up with a workable plan to approach memorial parks whereby they would consider opening monument sections."

He also talked about the need for educating retailers through sales clinics run by professional conference leaders and outstanding men in the field.

"Still another suggestion," he said, "might be the formation of state allied memorial councils."

Mr. Kelley closed his remarks with these words:

"I honestly believe that within our industry we have the people to maintain our industry as a vital one, and it is a vital one because vital people make it so. Remember, vitality is not to be found in things, in machines, in dollars, or in material sources of any kind. Vitality is something that people must demonstrate through enthusiastic drive and through a strong feeling of ethical responsibility."

"If our industry is to prosper, to remain vital and to expand in this changing economy in which we live, it is only by honest cooperation among all segments of our industry that our industry will become as great and as prosperous as each of us hopes it will."

And, here, in the Summer of 1990, Maurice Kelley's message continues to ring loud and clear, as I'm sure it will into the next Century.

Norman James
Executive Vice President

Norman James
Executive Vice President
Management, Labor Agree On New Three-Year Contract

On April 27, negotiators representing Barre-area granite manufacturers, the Granite Cutters Association, and the United Steelworkers of America, Local #4, reached accord on a new three-year labor contract.

In a joint statement, negotiators for the three groups said, "All parties sensed the need to negotiate a contract that would meet the concerns of the employees and create an environment for growth in the industry. We believe we've done that."

Granite manufacturers estimate the overall cost of wages and benefits will increase by an average of 4.5 percent per year over the next three years.

The industry expects the improvements in wages and benefits negotiated in this contract will amount to more than $9 million over the next three years.

Briefly, the new contract calls for:

✓ An increase in hourly wages of $1.20 over the next three years (an average increase of four percent per year).

✓ All employees to contribute to a portion of the cost of health care, not to exceed 17 percent of the total cost.

✓ A maximum pension benefit increase of $1,500 over the term of the contract; workers may receive full retirement benefits at age 62 if they have been in the granite industry 35 years.

✓ Improvements to other insurances, including life, sickness and accident.
Fifty years ago, family-owned-and-operated Lawson Granite Company, a BGA member firm, opened shop in what was the old R. L. Lawliss Granite Works plant at the bottom of Quarry Hill Road in Barre, Vt.

"Throughout our 50-year history, our company has maintained growth in a steady, controlled manner," says President Albert "Bert" Gherardi, Jr., who, along with his son, Vice President/Treasurer Mark Gherardi, and his daughter and Secretary, Paula Plante, oversees daily operations.

In fact, it was steady growth that caused the company to literally outgrow the old plant and, in 1987, build a new facility up the road in Barre Town's Wilson Industrial Park.

Over the years, Lawson Granite Company has placed emphasis on improved manufacturing techniques with state-of-the-art computer-driven equipment, machinery and handling systems to assure strict quality control and efficient personalized customer service.
A MONUMENTAL MILESTONE

... And Now

Lawson Granite Company's new 38,000-square foot manufacturing plant was completed in 1987. Inside, the new facility is a departure from the traditional narrow granite plant design. Here, materials can be moved in any direction.
The Road to High Tech . . . Begins in High School

High tech is here to stay. And to be a part of it, stay in school.
That was the message presented to 22 Lamoille Union High School ninth-graders who visited Barre, Vt., in early April.

The field trip was sponsored by Vermont Partners In Education, a project developed and funded by the U.S. Department of Education and administered by the Community College of Vermont.

Students learned how computer technology is playing an increasingly important role at Beck & Beck, Inc., a granite manufacturer, and is the mainstay of Memorial Art Systems, a drafting house.

At Memorial Art Systems, Gino Tosi tells students: "The computer will be the tool for you, the next generation of Barre memorial draftsmen."

At Beck & Beck, Inc., students watch as a series of complex cutting commands are entered into the firm's new computer-operated automatic router.
At Beck & Beck, Inc., President Bob Zider explained how high technology has entered virtually all facets of this BGA member-firm: from placing orders and inventory control, to the highly precise process of refitting diamond segments on the firm’s new triple-blade, computer-operated block saw, and the programming of its new computer-operated automatic router.

"These are areas of our industry, new areas, which go beyond traditional sawing and polishing. In the future, our industry will be needing individuals who are trained in the operation of this equipment. That training begins where you are now—right in school," Zider said.

Meanwhile, at BGA associate member Memorial Art Systems, designer Gino Tosi and his partner and programmer Bill Pitkin showed students how computers are used to first create monument designs then cut those images directly on a stencil. "The computer will be the tool for you, the next generation of Barre memorial draftsmen," said Tosi. "I want you all to come back and see me after you graduate."

The students also met renowned Barre sculptor and BGA associate member Frank Gaylord at his F.C. Gaylord Sculpture Studios, a favorite spot for visitors to Barre since 1957. Gaylord spoke openly to the group about dignity and how adults often overlook the dignity inherent in youth.

"There is a place for everyone who can adjust. Adjustment requires preparation. Preparation is sometimes called education," Gaylord said. 

In the drafting room at Beck & Beck, Inc., President Bob Zider explains how computers are used in inventory control.

Frank Gaylord speaks to visiting students about the importance of style and expression, both in art and in life.
Pricing the private mausoleum site is probably the least understood market item in a cemetery. When the occasion to sell a mausoleum site occurs, there is frequently an extensive period of discussion and consultation before the sale is finally struck. Very often the sale is made on the basis of how many graves could be platted in a given area. But that is not a proper basis for the sale because there are missing elements from the situation that affect the real value of the site. In theory, for every grave that is sold, an interment will eventually be made, and for every two-grave or larger lot there may be a monument erected. Both of these services have an income value to the cemetery affecting their economic welfare. When these services are eliminated there is a negative impact on the cemetery’s income. So to determine the real value of a site, any site, whether a two-grave burial lot or a mausoleum site, the real value has to include the burial right and the service charges. The cemetery’s economic structure and health is based on these elements. If a grave is sold for $400, and the grave opening costs $325, and a monument foundation averages $75 per grave, then the total income potential for a monumented grave would be $800 or $20 per square foot. A flush-marker grave would be somewhat less. The point is that whether the land is used for ground burial or above-ground entombment, it is worth about $20 per square foot. That pays for the land, the access, the utilities, site maintenance and a multitude of other expenses.

On the basis, the value of a 20'x20' lot should be $8,000. The same area could provide from 10 to 12 graves at $800 each and produce the same income. About 25 percent of that sum should realistically go into the permanent-care trust for future site maintenance.

But what about building maintenance for the mausoleum? It is here that it may be difficult to develop rationale for permanent care. Some cemeteries I am familiar with have determined that a percentage of the building value may be the best approach, because as the value of the structure increases, more than likely the cost of future care will also be higher. The percentage I am most familiar with is 10 percent. The two sums—the cost of the site with its guaranteed maintenance and the cost of structure maintenance as outlined above—should combine to provide an equitable deal for both the cemetery and the mausoleum owner, and add to the artistic beauty of the cemetery as well as to promote the “freedom-of-choice” philosophy.

This is the third and final installment of Donald Ward’s paper on Mausolea.
Mausolea, like this one manufactured by Peerless Granite Company, add to the artistic beauty of a cemetery.
trolling through Barre’s Hope Cemetery, one learns a lot about art and life.

A close look at the various types of lettering and carving techniques found on these beautiful monuments reveals much about the styles of the times, the stonecutter, and the individual being memorialized.

Like the artist signing his canvas, lettering signifies completion of the monument... and of a life.

On these two pages are outstanding examples of lettering, Barre style: from hand-tooled raised to sandblast sunk, traditional to contemporary, from ornate to simple, all as unique as the lives they commemorate.

Over the next several issues of *Barre Life* we’ll be featuring other examples of lettering from cemeteries in Barre.

Roman: Hand-tooled, square raised, U-sunk

Customized: Sandblast sunk

Gothic-style: Hand-tooled engaged, recessed panel
Barre Craftsmen Leave Their Mark

Roman: Hand-tooled, recessed panel with sandblast-carved floral

Signature: sandblast sunk

Roman: Sandblast recessed, pebble-screened panel

Customized: Combination hand-tooled, round raised with sandblast sunk outline
RIVARD GRANITE COMPANY

The town of Northport, Maine, honored its veterans this Memorial Day with a beautiful memorial of select Barre Gray granite designed and manufactured by BGA member firm RIVARD GRANITE COMPANY of Barre, Vt.

The 2-8 x 0-10 x 5-0 steeled and rock-pitched monument features a sandblast-carved eagle and lettering.

Smith's Memorials of Searsport, Maine, is the memorialist.
The massive black "V" that stands guard at New Haven, Conn., Harbor was manufactured by BGA member-firm BECK & BECK, INC., of Barre, Vt., for the New Haven Vietnam Veterans Memorial Committee.

The 12-foot tall black granite memorial is 10 feet across at its top and lists the names of New Haven Vietnam veterans killed in action, are missing in action or were prisoners of war.

Saviteer Memorial Works, Inc., Wallingford, Conn., was the retailer.
For the 85,314 Iowans who served in Korea, the Korean War Memorial located at the state capitol in Des Moines means final recognition for their involvement in what has come to be known as "the forgotten war."

Manufactured by BGA member-firm ROCK OF AGES CORP. of Barre, Vt., the all-steelyed Barre Gray granite monument was designed by Robert White, a Korean War veteran and president of Des Moines-Winterset Monuments of Des Moines, Iowa, and by ROCK OF AGES' Chief Designer Gene Brusetti.
from the members of the BGA

COLOMBO GRANITE COMPANY

COLOMBO GRANITE COMPANY of Barre, Vt., a BGA member-firm, manufactured this classic light Barre Gray granite pre-need monument for Marshall Monument Company of Salem, Ind. The steeled cap, pilasters, wings and base together measure 12-6 x 1-4 x 6-6 and feature a combination of sandblast carving and shape carving. The 0-10 tall base features a steeled top and 0-4 margin. Balance is rock-pitched.
NORTH BARRE GRANITE COMPANY of Barre, Vt., a BGA member-firm, designed and manufactured this polished and steeled medium Barre Gray granite monument with rock-pitched sides, which was featured at the MBNA's 1990 Convention in Boston. Its 3-0 x 0-8 x 2-6 die features shape-carved Jewish ornamentation and sits on a 3-4 x 1-0 x 0-10 medium Barre Gray granite base with a polished top and a 2-inch dusted margin. Balance is rock-pitched.
PEPIN GRANITE COMPANY, INC.

PEPIN GRANITE COMPANY, INC. of Barre Vt., a BGA member-firm, supplied this black monument for Northrup Memorials of Elmira, N.Y. A combination of hand carving, shape-carving and sandblast carving grace the 2-6 x 0-8 x 4-0 all-polished die, which rests on a 4-0 x 1-0 x 0-8 plinth. The polish-top base measures 5-0 x 1-4 x 0-10. Balance is rock-pitched.
HOULE-GIUDICI COMPANY of Barre, Vt., a BGA member-firm, manufactured this beautifully etched monument of polished black granite for Russell Ziegler Monuments of Harleysville, Penn. A steeled margin with sandblast-carved lettering highlights the 3-0 x 0-8 x 2-4 die, which rests on a 3-8 x 1-2 x 0-8 polished-top base. Balance is rock-pitched.
S.L. GARAND & COMPANY

S.L. GARAND & COMPANY of Montpelier, Vt., a BGA member-firm, manufactured this all-steeled light Barre Gray granite monument for Di Rienzo Bros., Inc. of Madison, Wis. The raised Greek cross runs the length of the 2-6 x 0-10 x 4-0 all-steeled die, which sits on a 4-0 x 1-4 x 0-8 plinth and features sandblast-carved letters. A 0-2 margin surrounds the top of the 5-0 x 1-6 x 0-8 base. Balance is rock-pitched.
of Northfield Falls, Vt., a BGA member-firm, manufactured this striking mahogany granite monument for Fricke Memorials, Inc., Lake Ronkonkoma, N.Y. A highly detailed raised Bible, with an axed contour face and sandblast-carved letters, graces the 3-6 x 0-10 x 2-8 all-polished die. The polished-top base measures 4-6 x 1-2 x 0-4. Balance is rock-pitched.
CETRANGOLO FINISHING WORKS of Northfield, Vt., a BGA member-firm, is the designer and manufacturer of this distinctive polished-and-steeled medium Barre Gray granite monument with rock-pitched sides and top. The 1½ x 0½ x 2½ die features a shape-carved rose and sits on a 2½ x 1½ x 0½ medium Barre Gray granite polished-top base. Balance is rock-pitched. This beautiful monument was featured at the MBNA's 1990 Convention in Boston.
MONTPELIER GRANITE WORKS of Montpelier, Vt., a BGA member firm, designed and manufactured this distinctive pre-need monument for DeCristopher Bros. of Philadelphia, Pa. The 3-2 x 0-8 x 2-4 polished 3 black granite die, with rock-pitched sides, features deep hand carving and sandblast carving. It sits on a 4-0 x 1-2 x 0-8 polished top, margined base. Balance is rock-pitched. This monument was featured at the MBNA’s 1990 Convention in Boston.
BUTTURA & SONS, INC.

BUTTURA & SONS, INC. of Barre, Vt., a BGA member firm, manufactured this highly personalized, pre-need black granite monument for Notre Dame Memorial Co., of South Hadley, Mass. A detailed etching adorns the 3-6 x 0-8 x 2-4 all-polished die. A 6-0 x 1-2 x 0-8 polished-top base features two planter core holes. Balance is rock pitched.
ADAMS GRANITE COMPANY

ADAMS GRANITE COMPANY of Barre, Vt., a BGA member-firm, manufactured this impressive pre-need monument for the owners of Sunset Memorials of Cochranton, Penn. Light Barre Gray granite was chosen for the two 2-5 x 0-7 x 1-0 all-steeled bench supports, which feature shape-carved roses and sandblast-carved lettering and ornamentation.

Black granite was used for the 2-6 x 0-8 x 4-0 polished and steeled die, the two 2-4 x 1-2 x 0-4 all-polished benches, and the 7-0 x 1-2 x 0-6 base.
ANDERSON-FRIBERG COMPANY, INC.

ANDERSON-FRIBERG COMPANY, INC. of Barre, Vt., a BGA member-firm, designed and manufactured this 12-foot-long Select Light Barre Gray granite monument for Hillside Memorials of Peekskill, N.Y. Raised round letters, shape-carved flowers, and delicate flutes give it a markedly classic look. Epitaph reads:

"This world is not conclusion
A sequel stands beyond
Invisible as music
But positive as sound."
CHIOLDI GRANITE CORPORATION

CHIOLDI GRANITE CORPORATION of Barre, Vt., a BGA member-firm, manufactured this beautiful DiPietro family memorial for Vozzella Memorials in Westwood, Mass. This all-steeled Barre Gray granite monument features hand-cut flutes and a 2½” deep, hand-carved Blessed Mother. This monument rests on an 8-0 base with holes drilled for flowers.
Pennsylvania Design Contest’s Back To The Drawing Board

Last summer, elementary through high school students across the state of Pennsylvania had the opportunity to participate in the first Monument Builders of Pennsylvania Historical Memorial Art Design Contest.

The contest was designed to introduce young people to the monument industry and to urge them to consider the business as a career.

The five award-winning designs shown here were displayed at the 1989 MPB Convention in Tamiment, Pa., and were chosen on the merits and strengths of their ideas, not necessarily on their execution.

Winning entries for the 1990 contest will be displayed at the MPB Convention in Lancaster, Pa., June 24-26.

"Free at Last"
Paul McCrone, Grade 8
Scranton, Pa.

"Jim Thorpe Memorial"
Joe Kehrli, Grade 10
Jim Thorpe, Pa.

"Neil Armstrong Memorial"
Maria E. Healey, Grade 3
Scranton, Pa.

"Class of 90"
Tara Lynn Gilbert, Grade 11
Jim Thorpe, Pa.

"John J. Audubon Memorial"
Sarah Nguyen, Grade 5
Scranton, Pa.
Granite Industries of Vermont
Sabra Sutton Signs On

Before she joined BGA member firm Granite Industries of Vermont in February 1989, Sabra Sutton couldn’t have told you the difference between a hickey and an upright. Today, the newest addition to 2-year-old Granite Industries of Vermont, not only knows monument terminology inside and out, but is becoming a monument critic, pointing out examples of good work to family members and friends. “I was very much impressed when I saw how monuments are made. I still am,” she says.

Sabra was hired as a secretary initially but soon found herself in charge of government markers. Today, her responsibilities include invoicing, “the full range of clerical work” and customer service.

Rock of Ages Corporation
New Era With Peter McCarthy

Peter McCarthy has been named Manager of Rock of Ages Corporation’s newly formed Customer Relations Group.

McCarthy’s responsibilities include direction of all customer service functions for this BGA member firm’s Memorial Division. In addition, he serves as Manager for the company’s Cemetery Services Group and administers the company’s Security Plan.

McCarthy has had over nine years experience in the retail monument industry as General Manager of Marvin Almont Memorials in Pueblo, Colo. He has also travelled extensively for Rock of Ages in developing its cemetery service program.

He received his B.A. from Colorado State University and has been designated as a Certified Memorialist by the Monument Builders of North America. He resides in Barre with his wife, Kelly, and their children, Colin and Benjamin.
Beck & Beck, Inc.
New Saw Quick To The Cut

Production capabilities continue to expand at BGA member-firm Beck & Beck, Inc., with the addition of its newly installed 11½' triple-blade, computer-operated block saw.

"Like the automatic router we installed earlier this year, our new block saw will be used both for new monumental applications and in the production of some of our 'Cornerstone Products of Vermont' line of non-monumental granite products," says President Bob Zider.

The saw was manufactured expressly for Beck & Beck, Inc., by BGA associate member Park Industries, Inc. of St. Cloud, Minn.

Beck & Beck, Inc.'s new triple-blade, computer-operated block saw.

Maurice Memorials, Inc.
New Computer On Line

At Maurice Memorials, Inc., a newly installed computer system in its front office is the latest phase in its ongoing streamlining of operations.

"The system was designed by Barre Data Systems and is being used for bookkeeping at the moment. We plan to use it for a wide range of office applications in the very near future," says Leo Maurice, president of the 44-year old BGA member firm.

Maurice Memorials, Inc., is a forerunner in the computerized drafting of memorial designs. Its computerized drafting system includes a stencil-cutting machine and a library of more than 1,000 computerized designs. This automated design capability offers customers a greater selection of designs and faster delivery on full sizes.

Leo Maurice of Maurice Memorials, Inc., and Toni Barcomb, bookkeeper and customer service representative, with the company’s new computer.
LaCross Memorials, Inc.
A Shining Star Retires

When BGA member-firm LaCross Memorials, Inc., bought the old Maxwell Saw Plant in 1947, Wayne Farnham, who had been with Maxwell for two years, was asked to join the new operation. He did.

And in late April, with 43 years and thousands of polished stones behind him, Wayne decided it was time to retire. "It goes to show: Stick around long enough, you'll get a gold watch, too," Wayne said with a grin during his retirement party.

"I started out as a lumper at Maxwell. Then I became a polisher. I used the old hand-held polisher. One of the better changes I've seen during my time was the introduction of automatic polishers. There is no comparison. They are much better, and faster."

"With 43 years of service, Wayne was our most senior employee. We will miss him, and we wish him well," said owner "Bebe" LaCroix.

Family Memorials, Inc.
Sign Of The Times

Sharp images and video production go hand in hand. So when this local business needed a sign, granite was the obvious choice.

BGA member-firm Family Memorials, Inc. of Barre, Vt., manufactured this contemporary, polished black granite sign on all-steeled Barre Gray granite legs for a local video production company.

The 40 x 24 sign is polished front and back, with dusted sides and back. Lettering is sandblast carved.
C. R. Davidson Co., Inc.
New Polisher, New Capabilities

A new single-head, gantry-style automatic slab polisher means increased capabilities and new products at BGA member-firm C. R. Davidson Co., Inc.

“We will be using the new polisher for our monumental and, increasingly, our non-monumental work,” says Mike Bouchard, president of the 61-year-old firm. “As business continues to increase and as we continue to branch out into other areas of granite manufacturing, it made good business sense to invest in this polisher. We also added a new check saw to the plant recently to assist us in our non-monumental work and a new toll-free number (1-800-638-3738) as an added convenience to our customers.”

At C. R. Davidson Co., Inc., Hollis Vance, Mike Bouchard and John Shevlin at the controls of the firm’s new automatic slab polisher.

Monument To Delaware Policemen Takes Shape

A Barre Gray granite monument honoring Delaware State Policemen killed in the line of duty was dedicated recently at the State Police Academy in Dover, Del. Funds were raised by active and retired Delaware State Police.

The monument was manufactured by C. R. Davidson Co., Inc., for Wm. V. Sipple & Son of Milford, Del., and replaces a 12-year-old concrete and bronze memorial. Overall size of the monument is 3-2 x 0-6 x 8-0.
Granite Importers, Inc. Answers Cubic Equation

Like a sprung jack-in-the-box, three cubes of polished and dusted black granite reach skyward in an impossible balancing act.

Collectively, these cubes are called “Life Force,” a 6’-2” tall sculpture manufactured by Bruce Colgan of BGA member-firm Granite Importers, Inc., from a design by Chestnut Hill, Mass., artist David Bakalan.

The top cube measures 3’-6”, the middle cube 30”, and the bottom cube, 12”. Balancing is made possible with a steel rod running the length of the piece.

Buttura & Sons, Inc. Welcomes Gordon Lambert

With 30 years in the Barre granite industry, Gordon Lambert’s is a name familiar to eastern retailers. And since his arrival at BGA member-firm Buttura & Sons, Inc., in February, retailers in the Midwest are becoming increasingly familiar with Gordon and with Buttura & Sons, Inc.

Gordon, who as a sales representative spends much of his time on the road, concludes that “quality and service are what retailers are looking for. Price is secondary.” Gordon says his job is made easier because Buttura & Sons, Inc., has maintained their reputation throughout the industry for quality work and service.

With 30 years’ experience behind him, Gordon takes time to reflect on the future: “The industry is changing all the time. To succeed, we’ve got to change with it.”
Peter Quinlan’s kitchen: Granite countertops are a must.

When Peter Quinlan, designer and estimator at BGA member-firm Rouleau Granite Company, began remodeling his country-style kitchen last year, there was no doubt in his mind what counter material would best complement the new oak cabinetry and pressed-tin ceiling. The major decision was what color of granite to use.

Peter selected native Bethel White granite, which he himself carefully measured and trimmed to fit at Rouleau Granite Company. “I designed the 1¼-inch thick L-shaped polished granite countertop and backsplash to accommodate a cooktop and a porcelain sink, with a minimum of exposed joints. I had to borrow some ‘muscle’ from buddies in the plant to install the largest piece, but the finished job is beautiful,” Peter says.

Along with counter tops, highly diversified Rouleau Granite Company offers table tops, vanity tops and a variety of non-monumental granite products in addition to its monumental work. Rouleau’s latest endeavor, “Metro-Bronze,” a bronze and aluminum foundry, produces plaques used in the monument industry as well as commemorative sand castings designed for a variety of architectural and industrial uses.

Former Sales Manager Cain
80 Years Young In 1990

Bud Cain, a well-known and long-time Barre Granite industry personality, celebrated his 80th birthday recently.

Bud’s career began in 1956 with the Monument Institute of America, under the direction of the late Frank Foster. In 1957, he became promotion manager of Monument Dealers Services at the Barre Granite Association. From 1965 to 1980, Bud served as sales manager at Rouleau Granite Company.

Bud attended practically all of the monument dealers conventions over the years, establishing lifelong friendships with monument dealers and other people in the monument industry. “Monument dealers are the ‘best people on earth,’” Bud says, borrowing from the Elks Lodge motto.

Lucien Rouleau (left), president of Rouleau Granite Company, presents Bud Cain with a shamrock-adorned bronze plaque in honor of Bud’s 80th birthday.
Horizon Travel, Inc.
A Fare-minded Agency

Shirley Quinlan and Carole Fontana of Horizon Travel, Inc.: taking pride in service and prices.

N-E-D Corporation
Diamonds In The Rough Stock

Three years ago, N-E-D Corporation of Worcester, Mass., makers of NED-KUT Diamond Products, opened its Barre, Vt., service center in response to the need to keep area granite manufacturers' saw blades in top cutting condition.

Since 1964, N-E-D Corporation has been a leader in producing diamond products for stone fabricating in the United States and a leader in the innovation of large block saw blades. "Our 11'-6" blade is the largest in the industry," says Robert E. Browning, northeast branch manager.

"Our smallest is a 4-inch model. Of course, we offer everything in between as well."

In the late '50s, as a customer service representative for a major airlines in Washington, D.C., Shirley Quinlan was responsible for all of Senator Bobby Kennedy's travel arrangements.

Today, as owner/manager of 8-year-old Horizon Travel, Inc., of Barre, Vt., Shirley handles all the travel arrangements for about 75 corporate accounts in the Barre area, including the BGA and many of its member firms.

Shirley credits much of this BGA associate member's success to Office Manager Carole Fontana who, in addition to keeping the books, helps customers with their travel and vacation plans.

(From left) N-E-D Corporation's Yvan Leblanc, Robert E. Browning and Tim Thibodeau are dwarfed by a BIG-KUT, one of the firm's 11'-6" blades.
**Pomerleau Agency, Inc.**
**Living Up To Its Claims**

Pomerleau Agency, Inc., a BGA associate member, established in 1957, is the largest insurance agency in Vermont and one of the largest agencies in New England, providing wholesale insurance products in 48 states, consulting and association marketing in New England and New York States, and the full spectrum of traditional insurance agency products.

The agency is best known to BGA member firms as the administrator of its Safety Group Workers Compensation Program, which has for the past several years, returned an annual dividend on this group policy.

"We are thoroughly committed to our Barre granite manufacturing friends. Should anyone have a question about workers compensation benefits, forms or procedures, we encourage him or her to call us," says Charles S. Lord, president.

(From left) Pomerleau Agency, Inc.'s Daniel F. Casey, CIC, account executive; Charles S. Lord, president; and Thomas L. Mays, executive vice president.

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**Bank of Vermont**
**A Bank Of Local Interest**

"We have a strong affinity with the granite industry—not only with manufacturers, but also with their employees," says David C. Duke, Bank of Vermont vice president and regional branch manager. "In fact, over the years many of their spouses have worked here at the bank."

Duke has been with BGA associate member Bank of Vermont (formerly First Vermont Bank & Trust Company and Peoples National Bank) for 40 years. The recent name change came about late last year when the Barre office of First Vermont Bank & Trust Company was purchased by Bank of Vermont.

Bank of Vermont's Nancy J. Routhier (seated), community banker, with David C. Duke, vice president and regional branch manager at the Barre office.
A trip to Vermont during the warm months wouldn't be complete without a stop at Barre to visit the Rock of Ages Corp.'s quarries, one of the state's biggest tourist attractions, and its Visitors and Craftsman Centers.

At the E.L. Smith Quarry, you'll see quarriers drill, cut and blast huge blocks of world-famous Barre Gray granite, then lift the giant blocks from the deep hole with huge derricks. **Rock of Ages Corporation**, a BGA member-firm, quarries more than 60,000 tons of usable granite from this quarry annually.

Last year, **Rock of Ages Corporation** launched a new shuttle bus service after expansion of the quarries made it inaccessible by the old Rock of Ages tour train.

At the Visitors Center you'll learn all about quarrying and manufacturing of world-famous Barre Gray granite. Since it opened in 1962, the Visitors Center has welcomed more than 2.5 million people.

And over at the Craftsman Center you'll see Barre craftsmen at work manufacturing, sawing, polishing and sandblasting quality Barre monuments.

### Visitors Center
- **Open from 8:30 a.m.-5 p.m., seven days a week (May 1 - October 31).**
- **Shuttle Bus from Visitors Center to E. L. Smith Quarry:** Departs on the half-hour 9:30 a.m.-3:30 p.m., Monday-Friday (June 1 - October 15). The bus ride/tour is roughly 25 minutes long.

### Craftsman Center
- **From 9 a.m.-3:30 p.m., Monday-Friday (year-round, except for industry holidays). Closed daily from 12 p.m.-12:30 p.m.**

For more information, call (802) 476-3115 extension 202.

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### Stone Trades School

**Plan For New Sessions**

Warren Williams, guidance coordinator for The Stone Trades School of the Barre Regional Vocational-Technical Center, announces several openings for the School's October 1990 and January 1991 sessions.

The Stone Trades School, considered the best of its kind in the nation, offers students hands-on experience in actual shop operations and in memorial design and drafting. The program allows adult students to tailor a program to meet their particular requirements.

For a course of study and an application for The Stone Trades School, write:

Guidance Counselor
Barre Vocational Center
155 Ayers Street
Barre, VT 05641

Or call Warren Williams at: 802-476-6237
Norman James, BGA executive vice president, delivers the 1990 Barre Report at the Connecticut Monument Builders Group annual meeting.

1990 Industry Conventions

<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 19-22</td>
<td>Florida Monument Builders Association</td>
<td>The Tradewinds Hotel, St. Petersburg, Florida</td>
</tr>
<tr>
<td>August 5-8</td>
<td>Monument Builders of Ohio</td>
<td>Kings Island Inn, Kings Island, Ohio</td>
</tr>
<tr>
<td>August 12-15</td>
<td>Rocky Mountain Monument Builders</td>
<td>Sheraton Hotel South, Colorado Springs, Colorado</td>
</tr>
<tr>
<td>August 14-18</td>
<td>Cremation Association of North America</td>
<td>Willard Hotel, Washington, D.C.</td>
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<tr>
<td>August 17-19</td>
<td>Association des Detaillants de Monuments du Quebec, Inc.</td>
<td>Sheraton Laval, Laval, Quebec</td>
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<tr>
<td>September 16-20</td>
<td>National Catholic Cemetery Conference</td>
<td>J. W. Marriott Hotel, Washington, D.C.</td>
</tr>
<tr>
<td>September 23-25</td>
<td>Nebraska, Iowa and Northwest Monument Builders Association</td>
<td>Regency West, Omaha, Nebraska</td>
</tr>
<tr>
<td>October 4-6</td>
<td>Monument Builders of the Carolinas</td>
<td>Mills House, Charleston, South Carolina</td>
</tr>
<tr>
<td>October 10-13</td>
<td>American Cemetery Association</td>
<td>Westin Hotel, Indianapolis, Indiana</td>
</tr>
<tr>
<td>October 25-28</td>
<td>Kentucky Association of Memorial Dealers</td>
<td>Springs Inn, Lexington, Kentucky</td>
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<tr>
<td>October 26-28</td>
<td>Wisconsin Association of Monument Builders</td>
<td>Midway Motor Lodge, Wausau, Wisconsin</td>
</tr>
<tr>
<td>November 25-26</td>
<td>Michigan/Indiana Great Lakes Bi-State MBA</td>
<td>Radisson Hotel, Lansing, Michigan</td>
</tr>
<tr>
<td>November 30-December 1</td>
<td>Illinois Monument Association</td>
<td>Oak Brook Hills, Oak Brook, Illinois</td>
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</tbody>
</table>

The Connecticut Monument Builders Group met Thursday, March 15, at the Red Bull Inn in Waterbury, Conn., for its annual meeting.

Norman James, BGA executive vice president, delivered the 1990 Barre Report to a group of about 20 Connecticut memorialists, providing them with an overview of Barre's granite industry. He also spoke about the services the BGA provides Connecticut retailers, noting that some 121 Connecticut retailers receive Barre Life magazine.

BGA member firms Anderson-Friberg Company and Beck & Beck, Inc., were represented at the meeting.
The BGA continues to be a leader in providing memorialists with the highest quality and most effective merchandising materials in the monument industry. BGA materials include outstanding brochures, videotapes and other items which are available from the BGA at a nominal charge.

### Now Available From the BGA:

#### Brochures

<table>
<thead>
<tr>
<th>Brochure Title</th>
<th>Quantity</th>
<th>Imprinted? (Yes or No)</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;The Decision to be Cremated: It's Two Decisions&quot;</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>(cremation designs)</td>
<td></td>
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<tr>
<td>&quot;How to Choose Symbols for Your Family Memorial&quot;</td>
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<td></td>
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<tr>
<td>(symbolism and personalization)</td>
<td></td>
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<tr>
<td>Choosing Your Family Memorial&quot;</td>
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<td></td>
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<tr>
<td>(guidance for choosing a fine, well-crafted monument, either pre-need or at-need)</td>
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<tr>
<td>&quot;The Story of Granite&quot;</td>
<td></td>
<td></td>
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<tr>
<td>(the story of Barre granite)</td>
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<tr>
<td>&quot;May We Do You the Favor of a Lifetime?&quot;</td>
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<tr>
<td>(pre-need)</td>
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<tr>
<td>&quot;Suggested Cemetery Rules and Regulations&quot;</td>
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<td></td>
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<td>(cemetery operation guidelines)</td>
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#### Videotapes

<table>
<thead>
<tr>
<th>Videotape Title</th>
<th>Quantity</th>
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<tbody>
<tr>
<td>&quot;Artistry in Granite&quot;</td>
<td></td>
<td></td>
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<tr>
<td>(a look at beautiful Barre gray granite monuments)</td>
<td></td>
<td></td>
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<tr>
<td>&quot;Quarrying and Manufacturing&quot;</td>
<td></td>
<td></td>
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<tr>
<td>(the making of Barre monuments)</td>
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<tr>
<td>&quot;The Story of the Barre Granite Industry&quot;</td>
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<tr>
<td>(the fascinating history of the Granite Center of the World)</td>
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<tr>
<td>&quot;The Stone Whistle&quot;</td>
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<tr>
<td>(tour and explanation of the Barre granite industry, with John Forsythe)</td>
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#### Barre-Pak Epoxy

<table>
<thead>
<tr>
<th>Barre-Pak Epoxy</th>
<th>Quantity</th>
<th>Price</th>
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</thead>
<tbody>
<tr>
<td>70 grams @ $5.00</td>
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</tr>
<tr>
<td>250 grams @ $8.50</td>
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</tr>
<tr>
<td>500 grams @ $16.00</td>
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### Price Note:
Brochures are sold for 25 cents each (23 cents each for orders of 500 or more of the same brochure). Imprinted brochures cost 35 cents each (30 cents each for orders of 500 or more of the same brochure). "Suggested Cemetery Rules and Regulations" is free of charge.

Videotapes sell for $25 each, except for "The Stone Whistle," which is available at the reduced price of $50.

Barre-Pak Epoxy prices are as listed.

### To Order:
Please check off items you wish to order from the list on the left. To expedite your order, please enclose your check or money order for the amount due. Sorry, no credit cards.

Total Enclosed: $ ____________

Send your order and payment to:
**The Barre Granite Association**
P.O. Box 481
Barre, VT 05641

**Brochure shipping address:**

Name ______________________________
UPS Shipping Address ________________________
City ______________________ State _________ Zip ________

Brochures may be imprinted with up to four lines. (Refer to the price notes for cost.) A minimum of 100 of each imprinted brochure must be ordered. Print or type, on the lines below, the material to be imprinted:

Name ______________________________
Address ______________________________
City ______________________ State _________ Zip ________
Telephone ______________________________

Barre Life, Summer 1990
Granite Products Manufactured By
Member Firms Of The Barre Granite Association

|---------------------|------------------|----------------------|-------------------|----------------------|-----------------|---------------------------|-------------------------|----------------------|--------------------------|-------------------------|-------------------------|-----------------------------|------------------|-----------------------|------------------|------------------------|-------------------------|-----------------------|-------------------|------------------|------------------|------------------|

**Business Status**
- Quarry
- Manufacturer/Fabricator
- Importer

**Materials Manufactured**
- Granite
- Marble

**Products Manufactured**
- Blocks
- Slabs
- Panels
- Tiles
- Monuments
- Mausoleums
- Furniture
- Statuary
- Sills
- Custom Carving
- Saddles
- Steps
- Columns
- Sculpture
- Lamps
- Clocks
- Name Plates
- Ashtrays
- Bookends
- Fireplace Facings
- Countertops
- Table Tops
- Vanity Tops
- Vases & Urns
- Curbing
- Other
VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION

Adams Granite Co.
P.O. Box 126
Barre, Vt. 05641
Kerry Zorzzi
802-476-4131

Anderson-Friberg Co.
P.O. Box 626
Barre, Vt. 05641
Melvin Friberg
800-451-3255

Beck & Beck, Inc.
P.O. Box 467
Barre, Vt. 05641
Robert Zider
800-451-5170

Buttura & Sons, Inc.
P.O. Box 606
Barre, Vt. 05641
Brent Buttura
800-451-3252

Celente & Bianchi
P.O. Box 230
Barre, Vt. 05641
Iro Bianchi
802-476-4465

Cetrangolo Finishing Works
P.O. Box 190
Northfield, Vt. 05663
Nick Cetrangolo
800-451-4517

Chioldi Granite Corp.
P.O. Box 294
Barre, Vt. 05641
Allan Mattson
800-451-3230

Colombo Granite Co.
155 Boynton St.
Barre, Vt. 05641
Bob Colombo
800-446-1049

Couture Granite Co., Inc.
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Barre, Vt. 05641
Roger Couture
802-479-5255

C.R. Davidson Co., Inc.
P.O. Box 156
South Ryegate, Vt. 05069
Mike Bouchard
802-584-3591/800-638-3738

Desilets Granite Co.
221 Barre St.
Montpelier, Vt. 05602
Victor Roselli
802-223-2111

Dumroh Granite Co.
Montpelier, Vt. 05062
Richard Garand
800-451-5177

Granite Importers, Inc.
P.O. Box 712
Barre, Vt. 05641
Jake Colgan
802-476-5812

Granite Industries
of Vermont
P.O. Box 537
Barre, Vt. 05641
Jeff Mantell
800-451-3236

Greerson & Lane Co.
P.O. Box 327
Barre, Vt. 05641
John Greerson
802-476-7102

Houle-Giulici Co.
P.O. Box 787
Barre, Vt. 05641
Gene Houle
800-451-3238

Houle-Giulici Co.
P.O. Box 787
Barre, Vt. 05641
Gene Houle
800-451-3238
TELEFAX: 802-476-7358

LaCross Memorials, Inc.
P.O. Box 458
Barre, Vt. 05641
Gabriel "Bebe" LaCroix
800-451-3234

LaCross Memorials, Inc.
P.O. Box 458
Barre, Vt. 05641
Gabriel "Bebe" LaCroix
800-451-3234
TELEFAX: 802-479-2211

Lawson Granite Co.
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Barre, Vt. 05641
Albert Ghenardt, Jr.
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Lauricella Granite Co.
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Robert Couture
802-476-7374

Lauricella Granite Co.
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Barre, Vt. 05641
Robert Couture
802-476-7374
TELEFAX: 802-479-5153

Montpelier Granite Works
8 Granite Street
Montpelier, Vt. 05602
Joe Mureta
800-451-4513

Montpelier Granite Works
8 Granite Street
Montpelier, Vt. 05602
Joe Mureta
800-451-4513
TELEFAX: 802-223-0525

Montpelier Granite Works
8 Granite Street
Montpelier, Vt. 05602
Joe Mureta
800-451-4513
TELEFAX: 802-223-0525

North Barre Granite Co.
P.O. Box 548
Barre, Vt. 05641
Charles Chatot
800-227-1045

North Barre Granite Co.
P.O. Box 548
Barre, Vt. 05641
Charles Chatot
800-227-1045
TELEFAX: 802-479-9148

Peerless Granite Co.
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Barre, Vt. 05641
Bret Mugford
802-476-3061

Peerless Granite Co.
P.O. Box 313
Barre, Vt. 05641
Bret Mugford
802-476-3061
TELEFAX: 802-476-3014

Pepin Granite Co., Inc.
P.O. Box 35
Barre, Vt. 05641
Raymond Pepin
800-654-5420

Pepin Granite Co., Inc.
P.O. Box 35
Barre, Vt. 05641
Raymond Pepin
800-654-5420
TELEFAX: 802-476-5470

Rivard Granite Co.
P.O. Box 86
Barre, Vt. 05641
Robert Rivard
802-476-3542

Rivaud Granite Co.
P.O. Box 86
Barre, Vt. 05641
Robert Rivard
802-476-3542
TELEFAX: 802-476-8408

Rivaud Granite Co.
P.O. Box 86
Barre, Vt. 05641
Robert Rivard
802-476-3542
TELEFAX: 802-476-8408

Riverton Memorial, Inc.
P.O. Box 284
Northfield Falls, Vt. 05664
Ernest Lavigne
802-485-3571

Rock of Ages Corp.
P.O. Box 482
Barre, Vt. 05641
Kurt Swenson
802-476-3115

Rock of Ages Corp.
P.O. Box 482
Barre, Vt. 05641
Kurt Swenson
802-476-3115
TELEFAX: 802-476-3110 (Admin.)

Weaver & Sons, Inc.
P.O. Box 345
Barre, Vt. 05641
Robert Weaver
802-476-7400

Westfield Granite Co.
P.O. Box 345
Barre, Vt. 05641
Robert Weaver
802-476-7400
TELEFAX: 802-476-7400

White Granite Co.
P.O. Box 345
Barre, Vt. 05641
Robert Weaver
802-476-7400
TELEFAX: 802-476-7400

World Wide Monument Co.
P.O. Box 377
Montpelier, Vt. 05602
Richard Garand
800-451-5177

World Wide Monument Co.
P.O. Box 377
Montpelier, Vt. 05602
Richard Garand
800-451-5177
TELEFAX: 802-476-7358