"TREE JOE-MAN"
MICHAEEL JEWELL
MAY 1, 1969
AUGUST 10, 1992
YOU WILL FOREVER BE
A LIGHT IN OUR LIVES
AND A LOVE IN OUR HEARTS
REDEFINING THE BGA'S ROLE AND GOAL

The Barre Granite Association held its 105th annual meeting last month, the second annual meeting I've had the privilege to participate in as executive vice president. I'm excited about the Association's leadership under its new president, Jeff Martell, and the course we are about to embark upon: change, positive change, which includes:

- building a stronger organization with more members working together;
- broadening the mission of the Association beyond emphasis on a single product;
- enhancing and reinforcing the image of the products produced by BGA members;
- reawakening the public and elected officials on the importance of this great industry;
- and articulating a positive role for government in promoting a healthy climate for small- and medium-sized family manufacturing businesses.

For some unfathomable reason, the Barre granite industry, the backbone of Central Vermont's economy for more than 150 years, has not invoked the deep-rooted passion or appreciation for the important role it has played.

But this, too, will change.

The new Opera House, featured in our winter issue, and the Spaulding Veterans Memorial Wall, featured in our spring issue, are significant steps in this journey for recognition.

One area, however, that has remained and will continue to remain unchanged is our dedication to supporting you, our customer. Our support is far-reaching and includes participation in your state or regional annual convention; the creation of sales and promotional materials; and the hosting of special events such as our Road to 2000: An Autumn Adventure, scheduled for September 25-27, 1994, in beautiful Burlington, Vt. For your convenience, we've included registration materials in this issue.

I truly believe the best years of the granite industry lie ahead. Through our continued mutual support, and with our eyes looking to the future and its limitless opportunities, and not to the past, future generations are assured of the best products and craftsmanship that this industry can produce.

Lewis A. Shattuck
Executive Vice President
JEFF MARTELL BECOMES ASSOCIATION'S 64TH PRESIDENT AT BGA'S 105TH ANNUAL MEETING

Jeff Martell (front row, second from left), president of Granite Industries of Vermont, was elected president of the Barre Granite Association Board of Trustees at the Association's 105th annual meeting Tuesday, June 7, 1994. He succeeds Mike Bouchard (back row, center), president of DGC Associates of Montpelier.

Brice Mugford (front row, right), vice president of Peerless Granite Company, was elected to a three-year term as a BGA Trustee. Other Trustees are: Bouchard; Mark Gherardi (front row, third from left), president of Lawson Granite Company; Paul Rouleau (back row, right), sales manager at Rouleau Granite Company; Kurt Swenson, (not shown) president of Rock of Ages Corporation, who was re-elected to a three-year term; and Kerry F. Zorzi (front row, left), president of Adams Granite Company.

BGA Officers elected are Lewis A. Shattuck (back row, left), executive vice president and corporate secretary; Zorzi, treasurer; and Martha Langone (not shown), assistant treasurer/secretary.

The Martell File

Born: October 16, 1955
Education: 1973: Pasack Valley High School
Hillsdale, N.J.
1977: B.S., College of Agriculture
University of Vermont
Burlington, Vt.
Profession: President, Granite Industries of
Vermont, Barre, Vt.
President, Martell Memorials
Barre, Vt.
Affiliations: B.P.O.E.
Barre Congregational Church
Residence: Barre, Vt.
Family: Wife, Nancy
Children:
Michael, 11
Jeannie, 13
Nicole, 5 months
Outside
Interests: Fishing, Hunting
ADAMS GRANITE COMPANY created this classic all-steel Barre Gray granite sign to mark its manufacturing plant in Barre Town, Vt. Overall size is roughly 8' long by 5' tall.

ANDERSON-FRIBERG COMPANY Select Light Barre 6'x6' x 0-10 x 4-6, steeled and rustic rock as shown. Designed and manufactured by Anderson-Friberg Co., Inc. for Karl Suss America, Inc., Waterbury Center, Vt.
COLOMBO GRANITE COMPANY fabricated this 10 ft long by 3 ft tall Indiana Black granite corporate sign for its designer, DePaola Monument Company, Inc., Newark, NJ. The sign features replaceable plaques.

GRANITE INDUSTRIES OF VERMONT manufactured the rock path pole and seeded Barre Gray granite corporate sign for their supporting member Vermont National Bank's new office in downtown Barre. The overall size is 9 ft long by 5 ft tall.
LAWSON GRANITE COMPANY combined Vermont Blue granite and Impala Black granite for this attractive sign with replaceable plaques. Overall dimensions: 4-6 feet long by 5-6 tall. Replaceable tenant plaques are 2-0 long by 0-6 tall. The sign is located in downtown Barre.

ROCK OF AGES CORPORATION joined two slabs of steeled Barre Gray granite to create this distinctive sign, which is located in North Easton, Mass. Overall size is 26 feet long by 4 feet tall. Morse & Beggs Monument Company, North Andover, Mass., is the retailer.
ROULEAU GRANITE COMPANY chose a colonial theme in designing its own corporate sign. Overall size of the Barre Gray granite sign is 10.6 long by 9.0 tall.

THE STUDENTS of the Stone Trades School Class of 1992 crafted this Barre Gray granite sign located at Spaulding High School/Barre Regional Vocational Technical Center in Barre. (See related story on page 9.)
New or upgraded machinery means greater efficiency and increased production — and a commitment to the future of the granite industry...

At the Rock of Ages Corporation, the redesign of the Pelligrini diamond saw into a computer-operated contour wire saw (above) increases the firm's ability to produce large contour pieces in addition to increased sawing rates over the current loose-abrasive system. A new Thibault GB110 (right) was installed in April and complements Rock of Ages' production of conventional mausoleums, Unicraft mausoleums, and feature monuments. The new machine enhances the firm's ability to produce various molding designs and special detail through the use of pre-molded diamond tools designed especially for Rock of Ages.

Roger and Brian Couture of Couture Granite Company believe that continuous machinery updating is necessary to meet customer demands. And with the addition of a splitter last year, the company has increased its production to meet customers' needs. According to President Roger Couture (opposite page, top), plans are always under way at Couture Granite Company for machinery upgrades to ensure quality control.

Consolidated Memorials, Inc., the BGA's newest voting member, has added a new, state-of-the-art computer-driven wire contour saw (inset right) that enables the 39-year-old polishing and sawing firm to produce memorials in a variety of intricate shapes in an economical manner, according to Operations Manager Ray Batchelder (opposite page, bottom).
Students At Two Area Schools Give Granite Industry High Marks

For students at Barre Town Elementary School and Berlin Elementary School, school ended this year with a bang, not a whimper — as both schools featured week-long sessions about Barre granite and the granite industry.

At Barre Town Elementary School, the week began with a presentation by George Kamedy, former vice president of the Rock of Ages Corporation. Kamedy recounted Barre’s rich cultural history and explained the virtues of the area’s prized resource: Barre Gray granite.

In the course of the week, students visited the Rock of Ages Corporation Visitors Center, Hope Cemetery and BGA Associate Members Celestial Memorial Sculpture Studio and Cochran’s, Inc. Students also constructed models of Barre manufacturing plants, quarries and railroad systems and, with their parents’ help, developed a family tree tracing their ancestry and connections to the granite industry. This is the second time the school has featured a granite curriculum.

At Berlin Elementary School, the week-long granite session was launched with a presentation by BGA Manager of Member Services Gary Watson who treated a class of first- and second-graders to a viewing of “The Stone Whistle,” and a talk about the industry. Students also visited Hope Cemetery and the Rock of Ages Corporation Visitors Center.

A Special THANK-YOU from the teachers of the Barre Town Education Association...

For your generous donation of time—

For your personal commitment to our children and our school—

We are grateful.

Our school is a better place, thanks to your involvement!

Ben David
The Stone Trades School of the Barre Regional Vocational-Technical Center announces openings for its upcoming September 1994 and January 1995 school year, according to Paul L. Clark, interim director.

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 also allows adult students to tailor a program to meet their particular requirements and carries a GI-bill designation for those eligible.

For more information, write: Paul L. Clark, 155 Ayers L, Barre VT 05641, or call 802-476-6237 or FAX 802-476-4045.
MAMOLEN

ADAMS GRANITE COMPANY, INC.
Granite: Light Barre
Die: 5-6 x 0-8 x 2-10
Finish: Steel-2; Steel Straight With Member Top; Steel Straight Ends
Carving: Shape
Lettering: Sandblast
Base: 6-8 x 1-2 x 0-10
Finish: Steel Top; Balance Rock Pitch

ANDERSON-FRIBERG COMPANY, INC.
SERRANO - AFRICAN JET BLACK GRANITE FAMILY MEMORIAL DESIGNED AND MANUFACTURED BY THE ANDERSON-FRIBERG CO., INC. FOR METHUEN CEMETERY SERVICES, METHUEN, MASS.
COLOMBO GRANITE COMPANY, INC.

Granite: Barre
Center Die: 2-6 x 0-11 x 6-6
Wings: 3-3 x 0-10 x 4-6
Finish: Polish & Steel
Carving: Shape and Hand
Lettering: Sandblast
Base: 11-0 x 1-6 x 1-0
Finish: Steel Top; Balance Rock Pitch
Urns: 1-0 x 1-0 x 1-4
Retailer: DePaola Monument Company, Inc.
Newark, N.J.

BUTTURA & SONS, INC.

Granite: Barre
2 of 5 pieces: 2-1 x 3-3 x 5-0
2 of 5 pieces: 2-1 x 3-3 x 6-0
1 of 5 pieces: 2-1 x 3-3 x 8-0
Finish: Polish Bevel Top; Balance Steel
Octagonal Base: 12-0 x 12-0 x 1-0
Finish: Steel
Retailer: Bethel-Miller Memorials, Inc.
Canton, Ohio
COUTURE GRANITE COMPANY, INC.

Granite: Mountain Rose
Die: 3-6 x 0-8 x 2-4
Finish: Polish 2; Balance Rock Pitch
Carving: Shape
Lettering: Sandblast
Base: 4 x 1-2 x 0-8
Finish: Polish Top; Balance Rock Pitch
Retailer: White's Memorials
Honey Brook, Pa.

C.R. DAVIDSON COMPANY, INC.

Granite: Medium Barre
Tablet 1: 7-0 x 0-10 x 5-0
Tablet 2: 4-0 x 0-10 x 3-8
Plinth: 3-0 x 2-6 x 1-0
Finish: Steel
Carving: Flat
Retailer: Loiselle Memorials, Inc.
Hudson Falls, N.Y.
HOULE-GIUDICI GRANITE COMPANY

Granite: Erin Green
Die: 2-6 x 0-10 x 2-8
Finish: Polish-1; Polish Rounds; Saw Back; Balance Rock Pitch; 10 Inch Front Nosing
Retailer: Hepworth Memorial
Location: Londonderry, N.H.

GRANITE INDUSTRIES OF VERMONT

Granites: Wassau Red
Light Barre
Overall Size: 12-0 x 3-0 x 8-6
Finish: Polish and Steel
Carving: Shape
Lettering: Sandblast
Retailer: Manley Monuments
Location: Lincoln, Ill.

14
LACROSSE MEMORIALS, INC.

Granite: Barre
Die: 10-6 x 1-0 x 3-6
Finish: Steel-2; Balance Rock Pitch
Lettering: Sandblast
Base
(Not Shown): 12-6 x 1-10 x 1-0
Finish: Steel Top; Balance Rock Pitch
Retailer: Presbrey-Leland Co.
Valhalla, N.Y.

LAWSON GRANITE COMPANY, INC.

Granite: Barre
Overall Size: 12-10 x 8-7 x 6-6
Finish: Steel
Carving: Flat
Lettering: Sandblast
Designer: Bill Turner
Retailer: Dodds Monuments
Xenia, Ohio
MAURICE MEMORIALS, INC.
Granite: Jet Black
Die: 4-0 x 0-8 x 5-0
Finish: Polish
Carving: Hand-Tooled Crosses; Cultured Roses
Lettering: Gold Leaf
Base: 7-2 x 1-2 x 0-8
Finish: Polish Top, Balance Rock Pitch
Retailer: Ferguson Monument Co.
Washingtonville, N.Y.

MONTPELIER GRANITE WORKS, INC.
Granite: Impala Black
Die: 3-0 x 0-8 x 4-0
Finish: Polish-1; Saw-1; Balance Rock Pitch
Retailer: Benson Monumental Works
Cornish, Maine
The Road To 2000: An Autumn Adventure!
September 25-27, 1994
Sheraton Burlington Hotel & Conference Center

REGISTRATION RATES
(Call 1-802-476-4131 or FAX 1-802-476-4765 Today To Register)

1. First Registrant From Same Firm: $300 per person
2. Second Registrant From Same Firm: $200 per person
3. Third Or More Registrant From Same Firm: $150 per person

• Registration includes admission to a huge display by two dozen granite manufacturers of more than 150 monuments and other granite products, such as . . .

• Bookends • Clocks • Columns • Counter Tops •
  • Curbing • Carving • Fireplace Facings •
• Furniture • Lamps • Markers • Mausolea • Name Plates •
  • Pavers • Plaques • Saddles •
• Sculpture • Signs • Sills • Skid Caps •
• Statuary • Steps • Table Tops • Tiles •
  • Urns • Vases • Vanity Tops •

• A rare opportunity to network with professionals from both inside and outside your industry -- and
the chance to learn how they market their lines of granite products for maximum return.

• A trip to "The Granite Center of The World," where you'll visit granite quarries, world-famous Hope
Cemetery, and have a chance to see granite manufacturing plants. Choose from optional, for-fee coach tours -- lunch included -- to favorite Vermont attractions -- such as the Shelburne Museum and
the Stowe area with a stop at the Cold Hollow Cider Mill, a ride on the Mt. Mansfield gondola with its
breathtaking views of the fall colors, and a taste-tour of Ben & Jerry's Ice Cream Factory!

• 3 Exciting Workshops • Scheduled Lunchees • 3 Receptions • Banquet •

LODGING INFORMATION/ROOM RATES
(Call 1-800-677-6576 Today To Reserve Your Room/s)

The BGA has reserved a block of 200 rooms at the Sheraton Burlington Hotel & Conference Center, which is just minutes away from Burlington International Airport. These rooms are available on a
first-come, first-served basis, and only to "The Road To 2000: An Autumn Adventure!" registrants. A
word to the wise: Once these rooms have been filled, and they will rapidly, it will be impossible for
you to find lodging anywhere in the State during the foliage season. Seasoned leaf-peepers make
their hotel and rental car reservations a full year in advance.

1. $104.86 per night: for 1 person, 1 bed
2. $115.56 per night: for 2 people, 1 bed
3. $115.56 per night: for 3 people, 2 beds
4. $115.56 per night: for 4 people, 2 beds
REGISTRATION FORM
The Road To 2000: An Autumn Adventure!

1. REGISTRATION INFORMATION

COMPANY NAME______________________________________________________________

MAILING ADDRESS______________________________________CITY_________________

STATE________________ZIP________TEL#________________FAX#____________________

CONTACT NAME_______________________________________________________________

2. NAME(S) OF ATTENDEE(S). (THIS INFORMATION IS FOR NAME TAGS.)

A._______________________________________________________________

B._______________________________________________________________

C._______________________________________________________________

D._______________________________________________________________

3. REGISTRATION RATES

• First Registrant From Same Firm: $300 x _____
• Second Registrant From Same Firm: $200 x _____
• Third Or More Registrant From Same Firm: $150 x _____
• Children Under 12: Free x _____

PLEASE REGISTER _____ PEOPLE FOR A TOTAL OF: $__________

4. SELECT PAYMENT METHOD

[ ] MASTERCARD [ ] VISA [ ] CHECK OR MONEY ORDER FOR: $_____

CREDIT CARD NUMBER ___________________________ EXPIRATION DATE

YOUR SIGNATURE

RETURN THESE FORMS TODAY WITH PAYMENT DIRECTLY TO:
REGISTRAR, ROAD TO 2000: AN AUTUMN ADVENTURE!
BARRE GRANITE ASSOCIATION
PO BOX 481
BARRE, VT 05641-0481
OPTIONAL TOURS
Tuesday, September 27

#1 SHELBURNE MUSEUM TOUR: $40 Per Person (Includes Lunch)
- 12:00 p.m.: Depart Sheraton (pass out box lunches)
  12:30 p.m. - 5:00 p.m.: Shelburne Museum
  - 5:30 p.m.: Arrive Sheraton

This tour takes you to one of the great treasure houses of American arts, architecture and artifacts. The museum offers 37 period homes and historic structures on 45 acres near Lake Champlain and houses a collection of more than 200,000 pieces of Americana. The Museum Visitor’s Center houses orientation exhibits; the Round Barn features audiovisual presentations on the Museum’s history and reconstruction of the barn. A free jitney is available to take you throughout the Museum.

NAME(S) OF ATTENDEE(S).
1A. ____________________________ 1B. ____________________________
1C. ____________________________ 1D. ____________________________

#2 STOWE AREA TOUR: $40 Per Person (Includes Lunch)
- 12:00 p.m.: Depart Sheraton (pass out box lunches)
  12:45 p.m. - 1:30 p.m.: Cold Hollow Cider Mill
  1:45 p.m. - 2:45 p.m.: Stowe Village
  3:00 p.m. - 3:45 p.m.: Mt. Mansfield Gondola
  4:00 p.m. - 4:45 p.m.: Ben & Jerry’s Ice Cream Factory
  - 5:30 p.m.: Arrive Sheraton

Experience Vermont’s alpine village with us! Lovely Stowe Village offers galleries and shops nestled among the ski peaks of the Green Mountains. On your way into the mountains, you’ll visit the Cold Hollow Cider Mill, where they still squeeze apple cider the old-fashioned way. In the afternoon you’ll take a gondola ride up Mt. Mansfield for a spectacular view of the fall foliage. On our way back, you’ll stop at world-famous Ben & Jerry’s Ice Cream Factory for a free sample of America’s best ice cream!

NAME(S) OF ATTENDEE(S).
2A. ____________________________ 2B. ____________________________
2C. ____________________________ 2D. ____________________________

SELECT PAYMENT METHOD
[ ] MASTERCARD [ ] VISA [ ] CHECK OR MONEY ORDER FOR: $_____

CREDIT CARD NUMBER ____________________________________________
EXPIRATION DATE ____________________________________________

YOUR SIGNATURE _____________________________________________
The Road To 2000: An Autumn Adventure!
September 25-27, 1994
Sheraton Burlington Hotel & Conference Center

SCHEDULE OF EVENTS
(Call 1-802-476-4131 or FAX 1-802-476-4765 Today To Register)

Sunday, September 25, 1994

- Breakfast/Lunch
  On Your Own
10:00 a.m.- 2:00 p.m.:  Registration
-12:00 p.m.:  Ribbon-Cutting
12:15 p.m.- 6:00 p.m.:  Grand Opening Of 1994 Granite Exhibit
4:30 p.m.- 6:00 p.m.:  Welcome Reception

Monday, September 26, 1994

- Breakfast On Your Own
7:30 a.m.- 9:30 a.m.:  GENERAL SESSION #1: "What Lies Ahead?"
  Panel discussion on the
future of the monument industry.
9:35 a.m.- 9:55 a.m.:  Coffee Break
10:00 a.m.-12:00 p.m.:  Granite Exhibit Open
12:00 p.m.- 5:30 p.m.:  BARRE TOUR (Includes Lunch):
  • Manufacturing Plants
  • Granite Quarries
  • Hope Cemetery
6:00 p.m.- 7:00 p.m.:  Reception In Exhibit Area

Tuesday, September 27, 1994

- Breakfast On Your Own
7:30 a.m.- 9:30 a.m.:  GENERAL SESSION #2: "Taken for Granite"
  Panel discussion on granite's
increased use and trends in
the construction, kitchen and
bath, and landscaping industries.
9:35 a.m.- 9:55 a.m.:  Coffee Break
10:00 a.m.-12:00 p.m.:  WORKSHOP #1A: "Selling Yourself"
Afternoon Free For:
  Shopping, Sightseeing &
  Lunch On Your Own
12:00 p.m.- 5:30 p.m.:  or For-Fee Tours (Includes Lunch)
  1) SHELBURNE MUSEUM TOUR
  or
  2) STOWE AREA TOUR

- 3:00 p.m.:  Granite Exhibit Open
6:00 p.m.- 7:00 p.m.:  Reception In Exhibit Area
7:00 p.m.- 9:00 p.m.:  Banquet
NORTH BARRE GRANITE COMPANY, INC.

Granite: Barre
Die: 5-0 x 0-8 x 3-0
Finish: Polish-2; Balance Rock Pitch
Carving: Hand
Lettering: Sandblast
Retailer: Kulinsiki Memorals
Manville, NJ.

NORTHEAST GRANITE COMPANY

Granite: Dark Barre
Die: 3-6 x 0-8 x 2-10
Finish: Polish
Carving: Hand; Shape
Base: 4-2 x 1-2 x 0-8
Finish: Polish Top; Balance Rock Pitch
Designer: Northeast Granite Company
PEERLESS GRANITE COMPANY, INC.
Granite: Dusky Black
Center Die: 3-0 x 0-10 x 6-0
Finish: Polish
Gravestone: Barre
Wings: 4-6 x 0-8 x 5-2
Finish: Steel
Gravestone: Medium Barre
Base: 14-0 x 1-4 x 1-10
Finish: Steel Top & Margin; Balance Rock Pitch
Retailer: Grethen-Cahrenger Memorials, Inc.
Troy, N.Y.

PEPIN GRANITE COMPANY, INC.
Granite: Impala Black
Die: 3-6 x 0-8 x 2-2
Finish: Polish-2; Balance Rock Pitch
Blessed Mother: Etched
Carving: Shape
Lettering: Sandblast
Base: 3-10 x 1-0 x 0-8
Finish: Polish Top; Balance Rock Pitch
Retailer: Ackerson Memorials
Addison, N.Y.
### RIVARD GRANITE COMPANY, INC.

<table>
<thead>
<tr>
<th>Granite</th>
<th>Granite</th>
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<tbody>
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<td>Die</td>
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<tr>
<td>Finish</td>
<td>Steel</td>
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<tr>
<td>Lettering</td>
<td>Sandblast</td>
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<tr>
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### RIVERTON MEMORIAL, INC.

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<tr>
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<td>1-10 x 0-8 x 2-2</td>
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<tr>
<td>Finish</td>
<td>Polish-2; Balance Hone</td>
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<tr>
<td>Lettering</td>
<td>Sandblast</td>
</tr>
<tr>
<td>Base</td>
<td>5-6 x 1-2 x 0-8</td>
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<tr>
<td>Finish</td>
<td>Polish Top, Bevel Front; Balance Rock Pitch</td>
</tr>
<tr>
<td>Vase</td>
<td>0-10 x 0-8 x 0-10</td>
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<td>Finish</td>
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</tr>
</tbody>
</table>
ROUKAUL GRANITE COMPANY

Granite: Medium Barre
Die: 2-6 x 0-8 x 3-6
Finish: Polish-5
Carving: Shape
Lettering: Sandblast
Base: 3-2 x 1-2 x 0-8
Finish: Polish Top; 2-Inch Sawed Margin;
Balance Rock Pitch
Note: William Allen Is A Long-time
Associate Of Granite City Tool

ROCK OF AGES CORPORATION

Granite: Sealmark Rock of Ages
Blue Gray
Overall Size: 15-0 x 13-8 x 16-0
Finish: Memocraft
GRANITE IMPORTERS, INC.

Project: Middlebury (Vt.) College Fine Arts Center
Granite: Tadoussac Red
Square Feet: 13,096
Finish: Split Face
Granite: Chelmsford Grey
Square Feet: 15,117
Finish: Split Face
Architect: Hardy, Holzman, Pfeiffer Associates

HILLSIDE SAW PLANT, INC.

Project: Entranceway Sign For Troy A. Howard Middle School
Belfast, Me.
Granite: Deer Island
Dimension: 15-0 x 3-0
Finish: Thermal
Stoughton, Mass.
Montpelier Granite Works
Designing Woman

Mary Ambrosini, head draftsperson at Montpelier Granite Works, knows all the right angles — when it comes to rendering a full-size. And as a former Washington County (Vt.) deputy sheriff, she's familiar with every line imaginable.

Mary made the move from the sheriff's department to the memorial industry in 1987, first as an apprentice draftsperson at BGA Member-Firm Houle-Guidici Granite Company under the guidance of Frank Guidici.

Five years later, she brought her honed skills to BGA Member-Firm Montpelier Granite Works ("where there's plenty to do" she says with a laugh). "I always had an interest in art and have found it very rewarding to be able to earn a living doing something I enjoy so much."

In addition to drafting, Mary prepares patterns, is involved in designing custom work, even dabbles in etching ("some white-tailed deer.") "Mary is an added bonus to the Montpelier Granite Works family," says Lynda Mureta Aldrich, office manager.

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Granite Industries of Vermont
The Norman Invasion

He may be a big fan of the blues, but Norm Campo has no cause to sing them. Particularly now. As Sales and Marketing Manager at BGA Member-Firm Granite Industries of Vermont, Campo says he has found the job and the company.

The 20-year veteran of the Rock of Ages Corporation knows the granite industry from the bottom up — literally: He spent three years working in the quarry, one in the manufacturing plant and 16 in the office and on the road selling. "His knowledge of the industry, and his positive vision for the future made him the ideal candidate for the job," says GIV President Jeff Martell.

Since he began work in March, Norm has been handling house accounts, including visiting those accounts in person, developing new markets and marketing areas for GIV's stone products and building granites, and preparing ads via desktop publishing.
Houle-Giudici Granite Company
Rest In Peace With Fred Peyerl

Houle-Giudici's newest salesman says he wants a vanity plate that reads: "Rest In Peace." To sellers of granite memorials, the message is evident; but to Fred Peyerl, a seller of granite memorials who also owns and operates a mattress retail store, this double-entendre smacks of good advertising — it makes a promise, and it's funny. "I'll get you one way or the other lying down," he adds.

Fred's background in retail sales and his knowledge of advertising has been a plus in the wholesaling of granite memorials for Houle-Giudici. Add to this his extensive background in the Barre granite industry: His father owned and operated Jurras Granite Company, a former BGA Member-Firm (now Northeast Granite Company). Fred worked there for eight years, and served on the BGA Board of Trustees from 1970-1971. He also spent 10 years as a salesman at BGA Member-Firm Maurice Memorials.

Fred, who joined Houle-Giudici in November 1993, says he is pleased with the company's prices, quality and service.

Maurice Memorials, Inc.
Two New Faces

The winds of change have blown in from Northern California's fertile wine country and Alaska's frozen tundra to Maurice Memorials, Inc., with the recent arrivals of Diane Maurice and David Sassi.

Diane, the 27-year-old daughter of owner Leo Maurice, returned from school in Vacaville, Calif., to organize then run the front office. "My purpose is to help service our customers' needs." Diane plans to complete the business degree she started in Vacaville, which will complement her existing degree in accounting.

Take the unlikely combination of 10 years' experience in the selling and buying sports equipment for one of Alaska's largest sporting goods companies and add to it 20 years' experience in the art of hand-cut lettering and you have 39-year-old David Sassi, Maurice's newest sales representative. David's immediate plans at Maurice are to re-establish the firm's New England sales territory.
For more than 20 years, Becky Spooner and the granite industry have been inseparable. Her career began in 1973, after graduating from Spaulding High School, when she joined the Barre Guild Consolidation Service — the now-defunct freight division of the Barre Granite Association. She later served as administrative assistant at the BGA.

For the past eight years, Becky was involved in sales, telemarketing, expediting and shipping at Beck & Beck. She is well-known throughout the Barre community and to retailers throughout North America.

In May, Becky joined the staff of BGA Member-Firm Desilets Granite Company of Montpelier as administrative assistant, bringing with her a lifetime of experience.

Her outside interests include needlework, crafts, chair caning, snowmobiling, skiing and gardening.

One-hundred-and-forty thousand. Maybe more. That's the number of dies whose polished tops have passed through the hands and eyes of Maurice "Moe" LaPerle then out the doors of BGA Member-Firm Rouleau Granite Company during the past 35 years. When people say that Moe's work can be seen in virtually every cemetery, they aren't exaggerating.

When Moe retired from Rouleau Granite Company earlier this year, he left behind a legacy few could hope to match. What is the LaPerle legacy — span from the sheer number of dies polished? Two words: the shine. The company may call it polish, but to those in the industry, it's the LaPerle shine. And it does.

On the day of Moe's retirement, Plant Manager Raymond Rouleau said: "All workers should be as dedicated and conscientious on the job as Moe. He is our oldest and most senior employee. And we'll all miss him."
Experience pays. Just ask Jacques (pronounced Jake) Trepanier, who joined the sales force at BGA Member-Firm Pepin Granite Company in April after nearly a quarter century of hands-on experience in the granite industry.

"Because I have experience as a finisher — raised letters, scotias, checks — I can suggest a lot of things to dealers. I know what works best."

A newcomer to sales, Jacques prides himself on customer service, checking on the progress of a job, keeping the customer informed, even checking into freight options.

On May 27, After 21 years and four months as head polisher at Pepin Granite Company, Richard "Bud" Knapp traded his polishing wheel for a rod and reel.

When Bud joined the company in January 1973, he operated small hand-held polisher. In 1984, the firm purchased a Thibault two-head line polisher to streamline its slant production — its mainstay — and he had been operating and maintaining it since.

"Bud was a great polisher, and we're going to miss him," says Raymond Pepin president of the 32-year-old granite manufacturing firm.

John Buttura (left), one of the principals of BGA Member-Firm Buttura & Sons, Inc., has sold his share of the family business to his two cousins, Brent (second from left) and Fella (right), and left the granite industry. John plans to re-enter the education field, the area he worked in prior to joining the firm in the 1979, and is currently assisting at his son's school in Waterbury, Vt., and enjoying life.

Meanwhile, one of Buttura's most senior employees Tom Roy (third from left) was honored in April at a dinner at BGA Supporting Member, The Country House Restaurant, for his 25 years of service to the firm. Tom has served in several capacities including crane operator, maintenance and most recently as safety officer. "Tom is the last of the old employees," said Company President Brent Buttura.
THE MISSING LINK? — Vince Abbott, a representative of the American Chain Company, discusses safe chain slinging, chain sling styles, terminology, grades of chain, OSHA requirements and inspection techniques to a group of foremen, safety officers, crane operators and other employees involved with lifting and slinging operations during an overhead lifting safety seminar held at the BGA office in April. The seminar was sponsored by BGA Supporting Member Reynolds & Son, Inc., and the American Chain Company.

John B. Dessureau
March 19, 1909
May 23, 1994


Born in Barre on March 19, 1909, he was the last surviving son of Michel and Clara (Sylvestre) Dessureau. He attended Barre schools and graduated from Spaulding High School in 1929.

Mr. Dessureau worked in the maintenance department at the Rock of Ages Granite Plant in Waterbury in earlier years. In 1940, he and his brother, Joseph Dessureau, founded Dessureau Machines, Inc., a firm providing machinery and machine repair for the granite industry. His association with the firm, of which he served as president and later became president emeritus, continued until 1992.

He and Amelia Ring were married in Montpelier in May 1937. She died in January 1946. He married Kathryn Gibb, who survives, on July 16, 1966, in Barre.

He was a member of St. Monica Church, Elks Lodge 1535 of Barre and a life member of the Canadian Club of Barre.

Memorial Contributions may be made to Central Vermont Home Health & Hospice, Inc., RR 3, Box 6694, Barre, VT 05641.

Barre’s Granite Workers Plan For Retirement With 401(k)

Members of the United Steelworkers of America and the Granite Cutters Association, the two unions comprising the majority of the Barre granite industry work force, are looking to the future by signing on to the Barre Belt 401(k) Retirement Plan. According to Gary Watson, BGA manager of Member Services, some 20 percent of all eligible employees have taken advantage of this opportunity.

Under a 401(k) plan, an individual is able to put a percentage of his or her salary into a retirement savings account. The contributions and interest earned is tax-deferred, until withdrawals begin. When money is withdrawn, at retirement but no earlier than age 59 1/2, it is then taxed as ordinary income.

Because of the success of the program, Watson said, plans are being discussed to prepare a 401(k) plan for non-union employees and sponsored by the Barre Granite Association.

Barre Life, Summer 1994
Mid-America Monument Builders
June 16-18, 1994, Tulsa, Oklahoma

Two dozen monument retail firms from Arkansas, Kansas, Missouri and Oklahoma, gathered in Tulsa for the annual convention of the Mid-America Monument Builders, which featured suppliers table-top exhibits, a day-long sales seminar conducted by Charlie Mouser (right inset) and co-sponsored by the BGA, traditional dancing by Native Americans (left inset) and industry reports by the BGA, EGA and MBNA. Representing Barre were: Patrick Timothy Mullikin, BGA manager of public relations; and David Deidrich, Breen Systems Management, Inc.

Monument Builders Of The Southwest
June 12-14, 1994, San Antonio, Texas

Some 33 monument retail firms from New Mexico and Texas celebrated their association's 50th annual convention and trade show in San Antonio, Texas, home of the Alamo. The three-day event featured presentations on computer design (left inset), cemetery development and management and mausoleum sales along with 31 table-top exhibits (right inset) and industry reports by the BGA, EGA and MBNA. Representing Barre were: Patrick Timothy Mullikin, BGA manager of public relations; David Deidrich, Breen Systems Management, Inc.; and Barry Milner, Rock of Ages Corporation.
The Road to 2000... A Fall Preview

STOWE AREA TOUR... Tuesday, September 27

Experience Vermont's alpine village with us! Lovely Stowe Village offers galleries and shops nestled among the ski peaks of the Green Mountains. On your way into the mountains, you'll visit the Gold Hollow Cider Mill, where they still squeeze apple cider the old-fashioned way. In the afternoon you'll take a gondola ride up Mt. Mansfield for a spectacular view of the fall foliage. On our way back, you'll stop at world-famous Ben & Jerry's Ice Cream Factory for a free sample of America's best ice cream!

SHELBURNE MUSEUM TOUR... Tuesday, September 27

This tour takes you to one of the great treasure houses of American arts, architecture and artifacts. The museum offers 37 period houses and historic structures on 45 acres near Lake Champlain and houses a collection of more than 200,000 pieces of Americana. The Museum Visitor's Center houses orientation exhibits; the Round Barn features audiovisual presentations on the Museum's history and reconstruction of the barn. A free jitney is available to take you throughout the Museum.

See insert in the center of the magazine for registration information. Hurry space is limited!
GENERAL SESSION #1 “What Lies Ahead?”
7:30 a.m. - 9:30 a.m. Monday, September 26, 1994

Sellers of granite memorials from various sectors within the death-care industry share their candid views on where the monument industry is headed from their perspectives: from the traditional distribution network of manufacturer/monument retailer/customer to monument sales by cemeterians and funeral directors. This no-holds-barred panel discussion addresses issues and concerns that have been and will continue to be controversial.

Speakers:

Armand Chevrette—President, The Mountain Grove Cemetery Association, Bridgeport, Connecticut; President, Cremation Association of North America; Bruce Overton—President, Overton Funeral Home, Traer, Iowa; Treasurer, National Funeral Directors Association; Dan Reed—President, Cloverdale Memorial Park, Boise, Idaho; Chairman, Funeral and Memorial Information Council; Frank Troost—President, Peter Troost Monument Company, Hillside, Illinois; Former Vice President, Monument Builders of North America

GENERAL SESSION #2 “Taken For Granite!”
7:30 a.m. - 9:30 a.m. Tuesday, September 27, 1994

Granite is increasing in popularity for use in the home and in a variety of commercial applications. You’ll learn from a representative from the kitchen and bath industry, a landscape architect, a commercial architect, and an owner of a corporate art gallery about trends in their industries and why granite is their medium of choice. for kitchen countertops, patio and garden accents, residential and commercial landscaping, and outdoor sculpture.

Speakers:

Janet Disraeli—Owner and President, The Art Collector/Disraeli & Associates, San Diego, California; Niall G. Kirkwood—President, Kirkwood Associates, Somerville, Massachusetts; Assistant Professor, Department of Landscape Architecture, Harvard University Graduate School of Design, Cambridge, Massachusetts; John Rahill—Partner, Black River Design, Montpelier, Vermont; Cameron Snyder—President, Kitchen Concepts, Norwell, Massachusetts

WORKSHOP #1A “Selling Yourself”
10:00 a.m. - 12:00 p.m. Tuesday, September 27, 1994

Speaker: Bonnie Laird—President, Bonnie Laird & Associates, Red Bank, New Jersey

Bonnie Laird is an internationally prominent consultant who advises clients about executive, managerial and employee developments. Ms. Laird’s expertise has made her a popular consultant to organizations both large and small across industry lines. Past projects with the Rock of Ages Corporation and the National Kitchen and Bath Association, combined with her knowledge, skill, expertise and warm style, make her eminently qualified to address issues unique and important to all sellers of granite products.
Item 1
8" x 8" Wall Clock
Barre Gray granite
Includes AA Battery
Quantity Price Total
____ x $59 = _____

Item 2
Deluxe Barre Guild Logo Watch
Blue on White Dial
Genuine Leather Strap

Item 3
Official BGA Ball Cap
Heavy-weight, adult-size adjustable
White corduroy with blue embroidered Barre Guild seal on front.
Special introductory offer: 2 for $25
(or 1 for $15)
Quantity Price Total
____ x ____ = _____

Item 4
Barre Caveman T-shirt
Blue Design
On All-Cotton White T-Shirt
Small Only
Quantity Price Total
____ x $10 = _____

Item 5
Smoker's Warning
3" x 4" Barre Gray slant says it all.
Great incentive gift. Ideal for Restaurants, hospitals and hotels.
Quantity Price Total
____ x $15 = _____

Item 6
Black Sheaffer Pen
In Chrome Holder Mounted
On 4" x 4" Barre Gray granite base
Quantity Price Total
____ x $25 = _____
**Granite Print Presentation Folders**

Make a lasting impression with our exclusive Barre Gray granite double-pocket folders. A white panel located on the bottom of the back enables you to imprint your company name.

<table>
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<th>Quantity</th>
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<td>x $1</td>
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"Remembered For All Time" (Protestant Designs and Symbolism)  
"Honored in the Sacred Catholic Tradition" (Catholic Designs and Symbolism)  
"Signs of the Times"  
"To Be Remembered" (Jewish Designs and Symbolism)  
"The Decision to be Cremated: It's Two Decisions" (cremation designs)  
"How to Choose Symbols for Your Family Memorial" (symbolism and personalization)  
"Choosing Your Family Memorial" (choosing your at-need or pre-need monument)  
"The Story of Granite" (the story of Barre granite)  
"May We Do You the Favor of a Lifetime?" (pre-need)  

*Non-imprinted brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure.)
*Imprinted brochures: 35 cents each. (30 cents each for orders of 500 or more of the same brochure.) Up to four lines may be imprinted. 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 Guild Business Improvement Kit!**


**Special 2-for-1 offer**  
2 BIKS for $5!

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<td>x $5.00</td>
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**Barre Guild Logo Decals**

Let your customers know that you carry Barre Guild Monuments with these durable blue-and-white vinyl decals:

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<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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<tr>
<td>3½&quot; Window Size (pair)</td>
<td>x $3.00</td>
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<tr>
<td>12&quot; Truck Door Size (pair)</td>
<td>x $6.00</td>
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**Shipping Fees for Barre Granite Shop and Promotional Items**

For orders up to $100: add $5 shipping fee  
$101 to $500: add $7.50 shipping fee  
$501 or more: add $10 shipping fee

**How To Order:**

1. Check desired items, and write in total amount (including shipping fees).  
2. Complete shipping information below:
   Name ____________________________  
   UPS Shipping Address ____________________________________________  
   City ___________________ State ________ Zip __________
3. Select payment method
   □ MasterCard □ VISA □ Check or money order

   Credit card number (credit order subject to approval) ____________________________  
   Exp. Date ____________________________

4. Mail entire form to: The Barre Granite Association, P.O. Box 481 Barre, Vermont 05641
5. Credit card orders may be phoned in or FAXed to 802 476-4765. Please have your credit card handy when you call us on our regular line, 802 476-4131.

Name ____________________________  
Address _______________________________________________
City ___________________ State ________ Zip __________
Telephone ____________________________

**Granite Print Presentation Folders**

(Prices Good Through October 15, 1994)  
WE NOW ACCEPT CREDIT CARDS!
La Cross Memorials, Inc.
P.O. Box 488
Barre, VT 05641
Gabriel 'Bebe' LaCroix
800-451-3254
FAX: 802-479-2211

Lawson Granite Co.
P.O. Box 377
Barre, VT 05641
Mark Ghana
800-451-5174
FAX: 802-479-1700

Maurice Memorials, Inc.
110 Granite Street
Barre, VT 05641
Leo Maurice
800-326-4599
FAX: 802-479-5153

Montpellier Granite Works
8 Granite Street
Montpellier, VT 05602
Joe Mureta
800-451-4513
FAX: 802-223-0255

North Barre Granite Co.
P.O. Box 568
Barre, VT 05641
Charles Chatot
800-227-1045
FAX: 802-479-9148

Northeast Granite Co.
P.O. Box 908
Montpelier, VT 05601
Russell Edson
800-950-3066
FAX: 802-223-6610

Peerless Granite Co.
P.O. Box 313
Barre, VT 05641
Bret Mugford
802-476-3014
FAX: 802-476-3014

Pepin Granite Co., Inc.
P.O. Box 566
Barre, VT 05641
Raymond Pepin
800-654-5420
FAX: 802-476-5470

North Barre Granite Co.
P.O. Box 86
Barre, VT 05641
Robert Rivard
802-476-3542/800-231-8045
FAX: 802-476-8408

Riverton Memorial, Inc.
P.O. Box 284
Northfield Falls, VT 05664
Ernest Lavigne
802-685-6535

Rock of Ages Corp.
P.O. Box 482
Barre, VT 05641
Kurt Swenson
802-476-3115
FAX: 802-476-3110

Rouleau Granite Co.
P.O. Box 587
Barre, VT 05641
Lucien Rouleau
800-343-4199
FAX: 802-476-4243

Memorial Sandblast Co.
P.O. Box 582, Barre, VT 05641
Mike Pelkey
802-476-7086
FAX: 476-7086

Saporiti Sandblast Co.
P.O. Box 187, East Barre, VT 05649
Arthur Perreault
802-476-4063

Tosi Custom Sandblast
RD2, Box 2025, Northfield, VT 05663
Todd Tosi
802-476-3851
FAX: 476-3851

Sawing/Polishing
Associated Memorial Products, Inc.
P.O. Box 291, Barre, VT 05641
Bob Pope
802-476-3411

Sculpting
A. Fantoni Sculpture Studio
P.O. Box 160, South Barre, VT 05670
Alicide Fantoni
802-476-3116

Celestial Memorial Sculpture Studio
42 Willey St., Barre, VT 05641
Gary Sassi
802-479-9784
FAX: 479-9784

C.F. Gaylord Sculpture Studios
P.O. Box 464, Barre, VT 05641
Frank Gaylord
802-476-6711
FAX: 476-6711

Stanislaw Lutostanski Sculpture Studio
P.O. Box 265, East Barre, VT 05649
Stanislaw Lutostanski
802-479-2531
FAX: 479-2531

Turning
Geasarson & Lane Co.
P.O. Box 327, Barre, VT 05641
John Gecarson
802-476-7102
FAX: 476-5187

DMS Parts & Supplies Co.
P.O. Box 368, 87 Boynton, Barre, VT 05641
Randy Reynolds
802-479-1088 FAX: 476-7195

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

Gran-Quartz Trading, Inc.
P.O. Box 53569, Decatur, GA 30033
Peter deKok
800-458-6222 FAX: 406-621-9771

Miles Supply Co., Inc.
P.O. Box 257, Barre, VT 05641
Charlie Martin
802-476-3953 FAX: 476-3954

N.E.D Corporation
P.O. Box 711, Barre, VT 05641
Yvan LaBlanc
802-476-6520 FAX: 476-7460

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

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

Travel
Horizon Travel, Inc.
P.O. Box 909, Barre, VT 05641
Shirley Quinn
802-479-4288 FAX: 476-4122

Milne Travel American Express
P.O. Box 452, 325 N. Main St., Barre, VT 05641
Marion C. Milne, CTC
802-479-0541 FAX: 479-0541

Trucking
Anderson Trucking Service
P.O. Box 960, Barre, VT 05641
Gardner Walker
802-476-4283 FAX: 476-4283

A. Bellavance & Sons, Inc.
P.O. Box 398, Barre, VT 05641
Roland Bellavance
802-479-9311 FAX: 479-9777

T. Rossi Trucking Co., Inc.
P.O. Box 352, Barre, VT 05641
Theodore Rossi
802-476-7341 FAX: 809-920106

Utilities
Green Mountain Power Corp.
P.O. Box 850, S. Burlington, VT 05402
Paul Poirier
802-864-5731 FAX: 865-9074