Summer has finally arrived in Vermont, and all signs point to a healthy, busy year for the local granite industry. Speaking of signs, we are pleased to share with you in this issue of “Barre Life,” one of Barre’s best kept secrets: granite signage. Over the years, BGA manufacturers have been crafting signs as a sideline to their primary business of designing and fabricating granite memorials. And for good reason: Their plants are suited ideally for producing signs. Really, if you think of it, a monument is a sign of sorts. And many sign designs are based on monumental designs. But as you’ll soon see in our Signs Designs section, a sign can take many forms. The one constant with a granite sign, however, is its endurance. Wood rots. Metal fades. Plastic is, well, plastic. But granite lasts. As a natural product, granite, one of the earth’s hardest substances, is appropriate for and adaptable to virtually any architectural style: from rustic to sleek corporate. I believe that all the granite products your firm sells in addition to your monuments, granite signage makes the best sense, and we encourage you to think about entering this market. Barre’s manufacturers, as the following pages illustrate, are willing and more than capable to help you. Call the BGA for a complimentary copy of our “Signs of the Times” brochure.

All signs are pointing to Barre—as we gear up for Beyond 2000, what is rapidly becoming the Association’s largest display ever of granite memorials and products (including signs). We are expecting more than 300 people to be in town during the first weekend in August for the three-day event. We are kicking off the event with a community Open House on Friday evening, Aug. 2. Strange as it may seem, for many Vermont residents this will be the first time they have experienced or seen what goes on in Barre. When we held our Road To 2000: Decisions For The 21st Century in 1992, we were pleasantly surprised that more than 500 residents came to view the work of our members. And while, space is getting tight, we would still love to have you and your family come to Barre for our Aug. 3-5 event. Registration information is included in this issue. If you and your family are interested in attending the show, please return your registration forms immediately to reserve your spot. Remember, too, children 16 years and younger are invited and may attend all events at no charge. We also have plenty of activities lined up just for them for the three days.

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### FRONT COVER: This steeled Light Barre Gray granite veterans memorial, manufactured by Montpelier Granite Works for DeChristopher Bros., Inc., Philadelphia, is located at Valley Forge (Pennsylvania) Military Academy and honors the veterans of the 1944-45 Battle of the Bulge. It features a custom colored etching inserted in the die. BACK COVER: Granite Industries of Vermont crafted this unusual Medium Barre Gray sign that combines an all-rock finish with a structural hand-cut panel on its front and top. Its design blends in with the school’s wooded setting in Merrimack, New Hampshire.
President Martell Elected For Third Term, Carbonneau And Couture Join Board

"I look forward to continuing to serve you and will put forward a 110 percent effort on your behalf" said Jeff Martell at the closing of his president’s report. Martell, president of Granite Industries of Vermont, was re-elected president of the Barre Granite Association Board of Trustees for a third term at the Association’s 107th annual meeting, Wednesday, June 5, 1996. BGA Trustees re-elected to three-year terms are Randy Carbonneau, plant manager of Hillside Stone Products, Inc., and Bob Couture, president of Family Memorials, Inc. They join Trustees Mark Gherardi, president of Rock of Ages Corporation; Paul Rouleau, sales manager of Rouleau Granite Company; Kerry F. Zorzi, president of Adams Granite Company; and Brice Mugford, vice president of Peerless Granite Company.
Highlights Of The New Four-Year Contract Between:
Granite Manufacturers
Granite Cutters Association
United Steelworkers Of America
Effective April 27, 1996

**TERM:** A four-year contract.

**WAGES:** A total increase of $1.70. First year—55 cents/hour; second year—35 cents/hour; third year—35 cents/hour; fourth year—45 cents/hour.

**HEALTH INSURANCE:** Blue Cross/Blue Shield JY Plan level of benefits stays—no change in the 17 percent employee contribution. New rates effective June 1, 1996, at an approximately 6 percent increase.

**PENSION:** Increase the monthly benefit amount by $1 effective May 1, 1996. Increase the cap from 35 years to 40 years on May 1, 1997. On May 1, 1998, increase the monthly pension benefit amount by $1, and increase the pension for retirees who have been retired 20 years or more by 30 percent; and of retirees who have been retired more than 10 years but less than 20 years by 10 percent. On May 1, 1999, increase the monthly benefit amount by $1. Pension increases apply to all who retired on or after January 1, 1996.

**INSURANCE:** Increase sickness and accident to $250 in the first year; $260 in the third year; and $270 in the fourth year. Payment of benefit for waiting period if employee out at least two weeks. Increase life insurance to $40,000 in the first year.

**HOLIDAYS & VACATION:** Added New Year's Day and Friday before Labor Day. Add fourth week of vacation for employees with 25 years with the company, starting with one day in year 21.

**OTHER:** Added $40 boot allowance. Added bereavement leave for death of “significant other.” Added one day leave for birth of child. Added matching contribution from employer for retirement plan (401k) of 20 percent for the first $1,000 and 10 percent for any additional contributions up to the legal limit.
ROCK OF AGES CORPORATION

Colorado School of Mines—Unique Laurentian Rose Granite sign manufactured by Rock of Ages for Norman’s Memorials, Inc., Wheat Ridge, Colorado

ANDERSON-FRIBERG COMPANY DIVISION OF ROCK OF AGES CORPORATION

Light Barre sign, designed and manufactured by AFCO in thermal finish. First introduced successfully at 1992 BGA “Road To 2000” Barre Exhibit
BROOKSIDE MEMORIALS, INCORPORATED

Die: 6-0 x 0-2 x 4-0
Granite: Jet Black
Finish: Polish, With Gold-Leaf Letters

Pedestal: 3-0 x 1-6 x 2-6
Granite: Barre Gray
Finish: Steel

COLOMBO GRANITE COMPANY

Granite: Barre Light
Sign: 6-0 x 0-4 x 2-6
Base: 4-8 x 0-10 x 1-6
 Finish: Steel-2; BRP

Barre Life, Summer 1996
**GRANITE CORPORATION OF BARRE**

Overall Size: 8-6 x 2-0 x 6-0  
Granite: Dark Barre  
Finish: Steel

---

**GANDIN BROTHERS, INCORPORATED**

Die: 3-6 x 0-4 x 2-4  
Granite: Medium Barre  
Finish: Steel-2; Balance Rock Pitch  
Pedestal: 1-4 x 0-10 x 4-0  
Finish: Rock

---

*Barre Life, Summer 1996*
GRANITE IMPORTERS, INCORPORATED

Sign: 3-0 x 0-4 x 4-6
Stone: Black Onyx
Finish: Polish

Middle Pedestal: 5-0 x 4-0 x 1-6
Granite: Bethel White
Finish: Rough

Bottom: 5-0 x 4-0 x 1-6
Stone: Black Onyx
Finish: Rough

HILLSIDE STONE PRODUCTS, INCORPORATED

Sign: 2-0 x 1-6 x 0-3/4
Granite: Woodbury
Finish: Polish-1, 2-Inch Letters

Post: 6-6 x 0-10 x 0-10
Granite: Woodbury
Finish: Rough
MAURICE MEMORIALS, INCORPORATED

Sign: 3-10 x 0-6 x 6-0
Granite: Barre
Finish: Steel-2; Balance Rock Pitch
Base: 5-0 x 3-0 x 1-4
Finish: Rough Block

MONTPELIER GRANITE WORKS

Sign: 9-0 x 0-8 x 3-6
Granite: Medium Barre
Finish: Steel, With 6-Inch Bronze Letters
Base: 11-0 x 0-8 x 1-0
Granite: Medium Barre
Finish: Steel
Retailer: Green Mountain Monuments
      Burlington, Vermont

New England Federal Credit Union
NORTH BARRE GRANITE COMPANY

Sign: 7-6 x 1-5 x 0-2
Granite: Impala Black
Finish: Polish, With Outline Letters
Retailer: Eden Monument
Lakewood, New Jersey

PEERLESS GRANITE COMPANY

Overall Size: 4-0 x 0-8 x 5-6
Granite: Barre
Finish: Polish-2, Balance Steel
Retailer: Buffalo Mountain Monuments
Hardwick, Vermont
RIVARD
GRANITE
COMPANY

Sign: 3-6 x 0-6 x 1-10
Granite: Barre
Finish: Steel-2; Balance Rock Pitch
Post: 0-8 x 0-8 x 2-6
Finish: Steel

RIVERTON
MEMORIAL
INCORPORATED

Oval-Top Sign: 5-4 x 0-4 x 3-0
Granite: Medium Barre
Finish: Steel-2; Sawn Ends
Posts: 0-6 x 0-8 x 7-6
Granite: Woodbury
Finish: Smooth
Retailer: Richardson Monument Company
S. Portland, Maine

Barre Life, Summer 1996
ROCK SALES
INCORPORATED

Sign: 5-0 x 0-4 x 2-6
Granite: Medium Barre
Finish: Steel;
Shape-Carved Eagle;
Sandblast-Sunk Letters
With Blue Lithochrome
(School Colors)

Support: Brick

ROULEAU
GRANITE
COMPANY

Sign: 9-0 x 1-0 x 4-0
Granite: Medium Barre
Finish: Steel
Designer: Miles Buzzi, Sr.
Sandblast: Rouleau Granite
Special Font
With School Colors
Retailer: North Hill Marble
Granite Company
Akron, Ohio
Impala Black memorial designed and manufactured for Zmetra Memorials, Webster, Massachusetts.
Manufactured By Lawson Granite Company For Theresa Pike Of Century Monument Company, Rensselaer, New York, this contemporary Jet Black monument features a graceful hand-stippled design on the front and an etching of the family pet on the back.
This outstanding memorial, dedicated to the memory of the Baltimore County Police who died in the line of duty, was erected Spring of 1996 in Towson, Maryland. It was furnished by private donations, the largest contributor being Mr. Peter Angelos, owner of the Baltimore Orioles. It was manufactured by the Rock of Ages Corporation, sold and installed by Raymond G. Merkle, Inc. of Baltimore, Maryland, after several years of planning.
GANDIN BROTHERS, INCORPORATED
For Lupinacci Memorials, Stamford, Connecticut

Granite: Canadian Pink      Cap:  5-5 x 0-10 x 2-6      Pilasters:  1-6 x 0-10 x 4-5
Plinth:  3-0 x 1-51/2 x 0-8  Base:  7-0 x 2-0 x 1-2      Vase:  1-4 x 1-0 x 2-0
NORTH BARRE GRANITE COMPANY
Designed By James Broggini, Design/Drafting Department Employee

Granite: Barre
Die: 6-6 x 0-8 x 3-6
Base: 8-6 x 1-4 x 0-10
Roses: Celestial Memorial Sculpture Studio
Finish: Steel Drop Wash, Margin
PEERLESS GRANITE COMPANY
For Minozzi & Sons, Inc., Hastings-On-Hudson, New York

Granite: Impala Black  Cross: 1-0 x 8-8 x 5-2  Base: 1-8 x 1-6 x 1-1

Axed roping on face, ends of cross; face and edges of wheel; and checks on base. Axed bead on all edges of cross and wheel. Round raised inscription on cross and family name on base.
ADAMS GRANITE COMPANY For Stratford Monument Works Stratford, Connecticut

Die: 4-6 x 0-8 x 2-8
Granite: Light Barre
Finish: Steel With Hand-Tooled Flutes
Base: 5-6 x 1-2 x 0-8
Finish: Steel Flat Top, Round Ends; 2-Inch Margin; Balance Rock Pitch

BUTTURA & SONS, INC. For Hull Memorials Seymour, Connecticut

Die: 5-0 x 1-5 x 4-0
Granite: Barre
Finish: Rock With Axed Sunk Panel; Two Sides With 1/2-Inch Round-Raised Bead And Letters
Top Base: 5-6 x 1-11 x 1-4
Finish: Axed 4-Inch Drop Wash; Balance Rock Pitch
Bottom Base: 6-6 x 2-11 x 1-6
Finish: Axed 6-Inch Drop Wash; Balance Rock Pitch
**COUTURE GRANITE COMPANY**

Die: 3-6 x 0-6 x 1-8
Granite: Barre
Finish: Polish-2; Balance Rock Pitch
Base: 4-4 x 1-0 x 0-6
Finish: Polish Top; Balance Rock Pitch

**FAMILY MEMORIALS**
For Holyoke Memorials
Holyoke, Massachusetts

Die: 4-0 x 1-0 x 3-2
Granite: “BB” Barre
Finish: Steel With Apex Top
Base: 5-0 x 1-9 x 1-0
Finish: Steel Top;
4 1/2-Inch Scotia And Margin;
Balance Rock Pitch
GRANITE INDUSTRIES OF VERMONT
For
O' Connor Memorials
Brewerton, New York

Die: 3-2 x 0-10 x 4-0
Granite: Custom Jet Black
Finish: Polish-2;
Balance Rock Pitch;
Engraving: Genny Hagopian
Cherub: Bumann Sculpture Studio
Central Square, New York
Base: 4-0 x 1-6 x 1-0
Finish: Polish Top, Bevel Front;
Balance Rock Pitch

HOULE-GIUDICI GRANITE COMPANY

Die: 5-2 x 1-0 x 3-0
Granite: Barre
Finish: Steel;
1-4 Niche Raised 2-Inches
Base: 6-2 x 1-6 x 0-10
Finish: Steel Top;
Balance Ax
LA CROSS MEMORIALS, INC. For Plainfield Granite Works Plainfield, New Jersey

Die: 5-6 x 0-10 x 2-6
Granite: Jet Black
Finish: Polish
Base: 7-0 x 1-5 x 0-10
Finish: Polish Top; Balance Rock Pitch

PEPIN GRANITE COMPANY For Cook Monument Company North Plymouth, Massachusetts

Die: 3-10 x 1-0 x 3-2
Granite: Canadian Pink
Finish: Polish-3; Steel Ends; Hand-Carved Pillow And Raised Crosses
Base: 4-6 x 1-10 x 1-0
Finish: Steel Drop Wash And Full Margin; Axed Bevel Panel With Raised Round Letters; Balance Rock Pitch
ROCK SALES, INC.

Die: 4-6 x 0-10 x 3-2
Granite: Premium Mahogany
Finish: Polish, Polish Bevel Ends;
        Straight Top;
        Three Deluxe Roses
Base: 5-0 x 1-4 x 0-10
Finish: Polish Flat Top;
        2-Inch Sawn Margin;

ROULEAU GRANITE COMPANY For
Pemi-Baker Memorials
Ashland, New Hampshire

Die: 11-0 x 0-10 x 6-6
Granite: Medium Barre Steel-2;
Finish: Balance Dusted
Base: 12-4 x 2-0 x 0-10
Finish: Steel Top Dusted Front Bevel;
        Balance Rock Pitch
GRANITE IMPORTERS, INC. (Left)

Project: Bullnose Cap
And Walls For Cleveland Memorial Plaza
Granite: Solar White
Square Feet: 12,944

HILLSIDE STONE PRODUCTS, INC. (Below)

For Fletcher Granite Chelmsford, Massachusetts

Project: Balusters For Riverside Drive Overlook, New York City
Granite: Deer Island
Size: 2-5 x 0-11
Finish: Sandblast
Nathan Stewart, Barre Granite Association Waste Efficiency Researcher, was selected by the New England Board of Higher Education to serve as a summer intern to the BGA. Nathan, a junior at the University of Vermont majoring in Natural Resources-Aquatics Resources, is researching methods to improve waste-treatment efficiency and disposal costs as well as water conservation and management with the Barre granite industry.

Chuck Gauthier (center), retiring plant manager, receives a round of applause from Granite Industries of Vermont co-owners Norm Campo and Forest Rouelle, president Jeff Martell, and new plant foreman Leon Perry during his April 10 retirement party. Chuck, who began work at Nativi & Son in 1970, retired officially on Dec. 31, 1995 after 25 years.

Jerry Barcomb joined Montpelier Granite Works' drafting department on May 8 as a computer draftsperson and designer. Jerry brings more than 20 years of experience in expediting, estimating, sales and drafting. During his career, he has worked for several BGA manufacturers and owned and operated an office supply company. Jerry lives in Barre with his wife of 32 years, Rachel.

After a 10-year leave from the granite industry to raise her two sons, Sheryl Bellavance returned to work on April 22 as the new data entry/secretary at North Barre Granite Company, replacing Christy Barclay, who left the company to spend more time with her children. Sheryl's career began in 1980 at the Rouleau Granite Company; she also worked briefly at Rock Sales, Inc.
Granite Corporation of Barre guarantees customers an extraordinary design, well-cut and well-set. The firm services areas served by the Barre granite manufacturers and their dealers.

Mary Jean and Joseph B. on schedule and within budget.

Joseph V. and his crew use state-of-the-art techniques when setting and joining projects, which assures the longest possible bonding and structural integrity of the design.

Jalovy and experience of 50 years in design and sales to prepare unique solutions to his customers' needs. He and his sons check all their designs and set closely for structural and aesthetic integrity and detailing.

Granite Corporation of Barre guarantees customers an extraordinary design, well-cut and well-set. The firm services areas served by the Barre granite manufacturers and their dealers.
(Clockwise, starting from opposite page) Joseph B. operates the crane while Joseph V. (on ladder) aligns the Barre Civic Center sign installed last summer; Joseph V. sets a memorial fountain at Maplewood Park in Rochester, New York; Joseph V. (left) takes a break from setting Barre Gray pavers for the Barre Granite Association's new walkway to visit with a passerby; Joseph B., Joseph V., and Patrick Healy, Montpelier's Green Mount Cemetery Superintendent (in front of vault) discuss a proposed columbarium designed by Granite Corporation of Barre.
Earlier this year, Buttura & Sons, Inc., boosted its production capabilities by adding a French-manufactured Thibaut single-head, computer-programed and computer-driven slab polisher to its production line. The polisher, which is being used in a variety of applications, is capable of polishing slabs ranging from four inches to one foot thick at a rate of 22 to 28 feet per hour, according to Buttura & Sons, Inc., Plant Manager “Fella” Buttura. With its newest addition, Buttura & Sons, Inc., maintains the strong traditions of quality granite monument workmanship and customer service that have been passed down through the generations.

Representatives from the Barre Granite Association attended the biennial conference of the Vermont Campaign To End Childhood Hunger in April. The conference featured speakers, panel discussions and workshops dealing with hunger, nutrition and government policy. “Caring for and feeding our children today is not only the moral thing to do, but it also helps safeguard the quality of tomorrow’s work force. Hungry children don’t do as well in school, and that will affect them for the rest of their lives,” said Lewis A. Shattuck, BGA executive vice president. The Campaign educates the public and policy makers and mobilizes Vermonters to address childhood hunger in their own communities.

Brendan and Suzannah Mullikin with speaker Senator Patrick Leahy, D-Vt., at the BGA’s booth at the biennial conference of the Vermont Campaign To End Childhood Hunger.
Barré Granite Association manufacturing company Maurice Memorials, Inc., is celebrating its silver anniversary this year. It was in 1946 that Raoul Maurice founded the company located at 110 Granite Street in Barre. Until his death in 1993 at 88, Raoul Maurice was the oldest active granite worker in Barre. Raoul along with his three sons, Leo, Real and Fernand (Sonny), and his son-in-law Raymond LaCroix, owned and operated the company from 1966 to 1993. Sonny died in 1993. In 1995, the torch was passed on to brothers Rodney, 30, and Peter Maurice, 27, two of Leo's eight sons, who purchased shares in the company and became co-owners. Rodney, vice president, is plant manager of operations. Peter, secretary of treasury, is plant manager of production. A sister, Diane Maurice-Brault, one of Leo's three daughters, joined the firm as office manager in 1994. Today, Maurice Memorials, Inc., uses telemarketing to increase its customer base, widen its selling territory, provide for a quicker turnaround on products, and furnish a direct link for customers. The company, a forerunner in the computerized drafting of memorial designs, has a library of more than 4,000 computerized designs. The automated design capabilities offer customers a greater selection of designs and faster delivery on full sizes.
# BEYOND 2000

August 3-5, 1996 • Barre Civic Center

YOUR $149 PER ADULT* REGISTRATION FEE INCLUDES:

- 3 Lunches!
- 3 Cocktail Receptions!
- 3 Dinners!
- Admission to a huge GRANITE MEMORIAL exhibit
- 3 Exciting Workshops
- Tours of granite quarries, manufacturing plants
  and world-famous Hope Cemetery
- Children's Activities

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Call The BGA Today At 802-476-4131 For Information

*REGISTRATION FOR CHILDREN UP TO 16 IS ABSOLUTELY FREE!*
“Pre-Need Sales Techniques: Monument Retailers Share Their Success Stories”
Aug. 3, 1996 • 2:00 p.m. - 4:00 p.m.

Did you know that 10 million funerals have been pre-sold in the United States? Conglomerate SCI now inter one of every nine deaths; and two smaller conglomerates are just as aggressive. The monument industry accounts for the least amount of pre-need sales; when it comes to pre-need sales, granite monuments are nowhere to be found! What can we do about it? This workshop is a clarion call to wake up and smell the marketplace. A panel of retail monument dealers will show you how they are organizing and mounting successful pre-need programs. The ideas and dialog you take back from this workshop will prepare your company for Beyond 2000.

“Sales Success: To Get What You’ve Never Had, You Have To Do What You’ve Never Done”
Aug. 4, 1996 • 8:30 a.m. - 11:30 a.m.

Bill Faehnle, president of Maumee Valley Memorials, Waterville, Ohio, covers all aspects of memorial marketing in this fascinating three-hour presentation. Bill discusses his six-step approach to successful sales; shows you ways to build a creative and positive image for your firm; tells you why a good sales manager and successful sales management is key to good sales personnel; describes better ways of networking and with whom to network; and tells you how to have a business relationship with cemeteries and funeral homes and retain control over these allied-industry sales.

“Death Education: Understanding Your Customers’ Needs By Understanding Grief”
Aug. 5, 1996 • 8:30 a.m. - 11:30 a.m.

Frannie Whitney Nelson, director of Death Education Consulting, Montpelier, Vermont, discusses the single most therapeutic event of our death rituals: common mistakes we make with grieving people that are guaranteed to make them feel worse; the trauma membrane and how it impacts grieving; how grief differs from expected, sudden and sudden, unexpected death; why it is unsuitable to use pretend words for dead and died; a fail-safe solution when you don’t know what to say to grieving families; how to recognize at what point most medical procedures begin to prolong death rather than prolong life; the two major fears of the terminally ill; and much, much more...
### Item 1
8" x 8" Wall Clock
Barre Gray granite
Includes AA Battery

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</table>

### Item 2A
Rhodium-plated pick-and-shovel tie pin with cabochon of Barre Gray granite

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>$5</td>
<td></td>
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</table>

### Item 2B
Shovel tie bar

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
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<tbody>
<tr>
<td></td>
<td>$5</td>
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</table>

### Item 3A
Rhodium-plated pick-and-shovel earrings with cabochon of Barre Gray granite. Surgical-steel posts.

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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<tbody>
<tr>
<td></td>
<td>$12</td>
<td></td>
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### Item 3B
Leaf-mount earrings

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<tbody>
<tr>
<td></td>
<td>$12</td>
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### Item 4
Deluxe Pilsner Glasses
Set of four.

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<tr>
<th>Quantity</th>
<th>Price</th>
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<tbody>
<tr>
<td></td>
<td>$20</td>
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### Item 5
Rhodium-plated letter opener with cabochon of Barre Gray granite

<table>
<thead>
<tr>
<th>Quantity</th>
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<tbody>
<tr>
<td></td>
<td>$7</td>
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### Item 6
Distinctive bolo tie with cabochon of Barre Gray granite. Leather-look cord.

<table>
<thead>
<tr>
<th>Quantity</th>
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<th>Total</th>
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<tbody>
<tr>
<td></td>
<td>$15</td>
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(Prices Good Through October 15, 1996)
**ORDER FORM**

(Prices Good Through October 15, 1996)

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### Booklets

<table>
<thead>
<tr>
<th>Product Description</th>
<th>Quantity</th>
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<tbody>
<tr>
<td><em>What Every Cemetery Needs To Know About Barre Gray Granite Memorials</em></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>(guide to selecting and maintaining upright granite memorials)</td>
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### Color Posters

<table>
<thead>
<tr>
<th>How To Customize A Barre Monument</th>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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<tbody>
<tr>
<td></td>
<td></td>
<td>$1.00</td>
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### Videotapes

<table>
<thead>
<tr>
<th>Video Description</th>
<th>Quantity</th>
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<tbody>
<tr>
<td>“New Technology In Barre” (new machinery and techniques that make Barre “The Granite Center of The World.”)</td>
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<tr>
<td>“Artistry in Granite” (a look at beautiful Barre gray granite monuments)</td>
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<tr>
<td>“Quarrying and Manufacturing” (the making of Barre monuments)</td>
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<tr>
<td>“The Story of the Barre Granite Industry” (the fascinating history of the Granite Center of the World)</td>
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<tr>
<td>“The Stone Whistle” (tour and explanation of the Barre granite industry, with John Forsythe)</td>
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<tr>
<td>Videos: $10 each. All five for $40.</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:

<table>
<thead>
<tr>
<th>Quantity</th>
<th>Price</th>
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<tbody>
<tr>
<td>$4.95</td>
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<td>$1.00</td>
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### Brochures

<table>
<thead>
<tr>
<th>Color Posters “Granite Inside and out” (Grande Products)</th>
<th>Quantity</th>
<th>Price</th>
<th>Total</th>
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<tbody>
<tr>
<td>“Remembered For All Time” (Protestant Designs and Symbolism)</td>
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<tr>
<td>“Honored in the Sacred Catholic Tradition” (Catholic Designs and Symbolism)</td>
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<tr>
<td>“Signs of the Times” (Jewish Designs and Symbolism)</td>
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<tr>
<td>“To Be Remembered” (it’s Two Decisions)” (Cremation designs)</td>
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<tr>
<td>“The Decision to be Cremated: It's Two Decisions” (cremation designs)</td>
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<tr>
<td>“How to Choose Symbols for Your Family Memorial” (symbolism and personalization)</td>
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<tr>
<td>“Choosing Your Family Memorial” (choosing your at-need or pre-need monument)</td>
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<tr>
<td>“The Story of Granite” (the story of Barre granite)</td>
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<tr>
<td>“May We Do You the Favor of a Lifetime?” (pre-need)</td>
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<tr>
<td>Brochures: 25 cents each. (23 cents each for orders of 500 or more of the same brochure.)</td>
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**HOW TO ORDER: (PAYMENT MUST ACCOMPANY ORDER)**

**1) COMPLETE INFORMATION BELOW. (PLEASE PRINT)**

COMPANY NAME ____________________________

ATTN ___________________________________

UPS SHIPPING ADDRESS ______________________

CITY __________________ STATE ______ ZIP ______

PHONE __________________ (in case we have a question about your order)

**2) SELECT PAYMENT METHOD**

[ X ] VISA [ ] MASTERCARD [ ] CHECK OR MONEY ORDER

CARD NUMBER ___________________ EXP. DATE ______

CARD HOLDER SIGNATURE __________________ DATE ______

**3) MAIL ENTIRE FORM TO:**

BARRE GRANITE ASSOCIATION

P.O. BOX 481

BARRE, VT 05641

**SHIPPING CHARGES FOR BARRE GRANITE SHOP AND PROMOTIONAL ITEMS**

<table>
<thead>
<tr>
<th>ORDERS UP TO $100:</th>
<th>$5.00</th>
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<tbody>
<tr>
<td>$101 TO $500:</td>
<td>$7.50</td>
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<tr>
<td>$501+:</td>
<td>$10.00</td>
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**MERCHANDISE TOTAL** $ __________

*ADD 5% sales tax on Vermont orders* $ __________

*ADD shipping charges from above schedule* $ __________

**TOTAL** $ __________
Polishing
M & W Polishing Co.
P.O. Box 521, Barre, VT 05641
Waldo Mugford
802-476-9540 FAX: 476-3014

Sandblasting
Capital Custom Sandblast
RD#1, Box 140, East Montpelier, VT 05651
Martin Fitzgerald
802-223-3044 FAX: 223-3044

Accounting
Salvador & Babic PC
240 S. Main St., Barre, VT 05641
Tom Babic
802-476-8673 FAX: 479-5165

Darling, Kelly & Co., Inc.
P.O. Box 302, Barre, VT 05641
802-476-8480 FAX: 479-3676

Banking
Granite Savings Bank & Trust Co.
P.O. Box 483, Barre, VT 05641
William McMeekin
802-479-3313 FAX: 476-1220

Vermont National Bank
P.O. Box 708, Barre, VT 05641
Skip Poczobut
802-476-0030 FAX: 476-0039

Computer Services
Breen Systems Management, Inc.
18 Blair Park Road, Williston, VT 05495
James Breen
802-679-4212 FAX: 878-1717

Monumental Computer Applications, Inc.
9 Gereese St., Cherry Valley, Ny 13520
James Falivene
607-264-3611 FAX: 607-264-3507

Printing
Imperial Company
11 Commerce Ave., West Lebanon, NH 03784
Pat Maguire
603-298-5057 FAX: 603-298-9921

Reclamation
Fulton & Company, Inc.
P.O. Box 141, Websterville, VT 05678
Bill Fulton
802-479-3339 FAX: 476-5933

Restaurants
Hilltop Restaurant
P.O. Box 634, Quarry Hill Road, Barre, VT 05641
John Keily
802-479-2129

Stone Gifts
Natural Elegance
11 Pearl St., Brandon, VT 05733
Ms. Virginia deGanahl Russell
802-247-3773 FAX: 247-8531
Sapers & Sapers
P.O. Box 187, East Barre, VT 05649
Roger Trepanier
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

Barre Sculpture Studio
RR1, Box 3200, Montpelier, VT 05602
Jerry Williams
802-479-0669

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

Suppliers

Action Equipment & Supply Co.
17 Engineers Drive, Williston, VT 05495
Alex Feinman
802-863-2600 FAX: 660-8366

Barre Life, Summer 1996

Budiam America Diamond Tools, Inc.
P.O. Box 661, Barre, VT 05641
Wolfgang Noetzold
802-476-3122 FAX: 476-4140

Dessureau Machines, Inc.
P.O. Box 402, Barre, VT 05641
Art Dessureau
802-476-7041 FAX: 476-5292

Pyramid Supply, Inc.
P.O. Box 368, 87 Boynton, Barre, VT 05641
Randy Reynolds
802-479-5332 FAX: 476-6990

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

Gran-Quartz Trading, Inc.
P.O. Box 5559, Decatur, GA 30033
Peter deKok
800-458-6222 FAX: 404-621-9771

IMEX Diamond Tools and Segments, Inc.
P.O. Box 55, 150 Railroad Street
Barre, VT 05641
Robert E. Browning, Jr.
802-479-7995

Miles Supply Co., Inc.
P.O. Box 257, Barre, VT 05641
Charlie Martin
802-476-3965 FAX: 476-3954

N-E-D Corporation
P.O. Box 711, Barre, VT 05641
Yvan LaBlanc
802-476-0520 FAX: 476-7400

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 Akley
802-476-7221 FAX: 706-7205

Vermont Quarries Corp.
88 Church St.
Rutland, VT 05701
Luca Mannolini
802-775-1065 FAX: 775-1369

Travel

Horizon Travel, Inc.
P.O. Box 909, Barre, VT 05641
Shirley Quinlan
802-479-3288 FAX: 476-4122

Trucking

Anderson Trucking Service
P.O. Box 960, Barre, VT 05641
Gardner Walker
802-476-4265 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 332, Barre, VT 05641
Theodore Rossi
802-476-7341 FAX: 800-992-0106

Utilities

Green Mountain Power Corp.
P.O. Box 850, S. Burlington, VT 05402
Paul Poirier
802-864-7731 FAX: 865-9974
ROGER W. POPE
EDUCATIONAL CENTER 1995