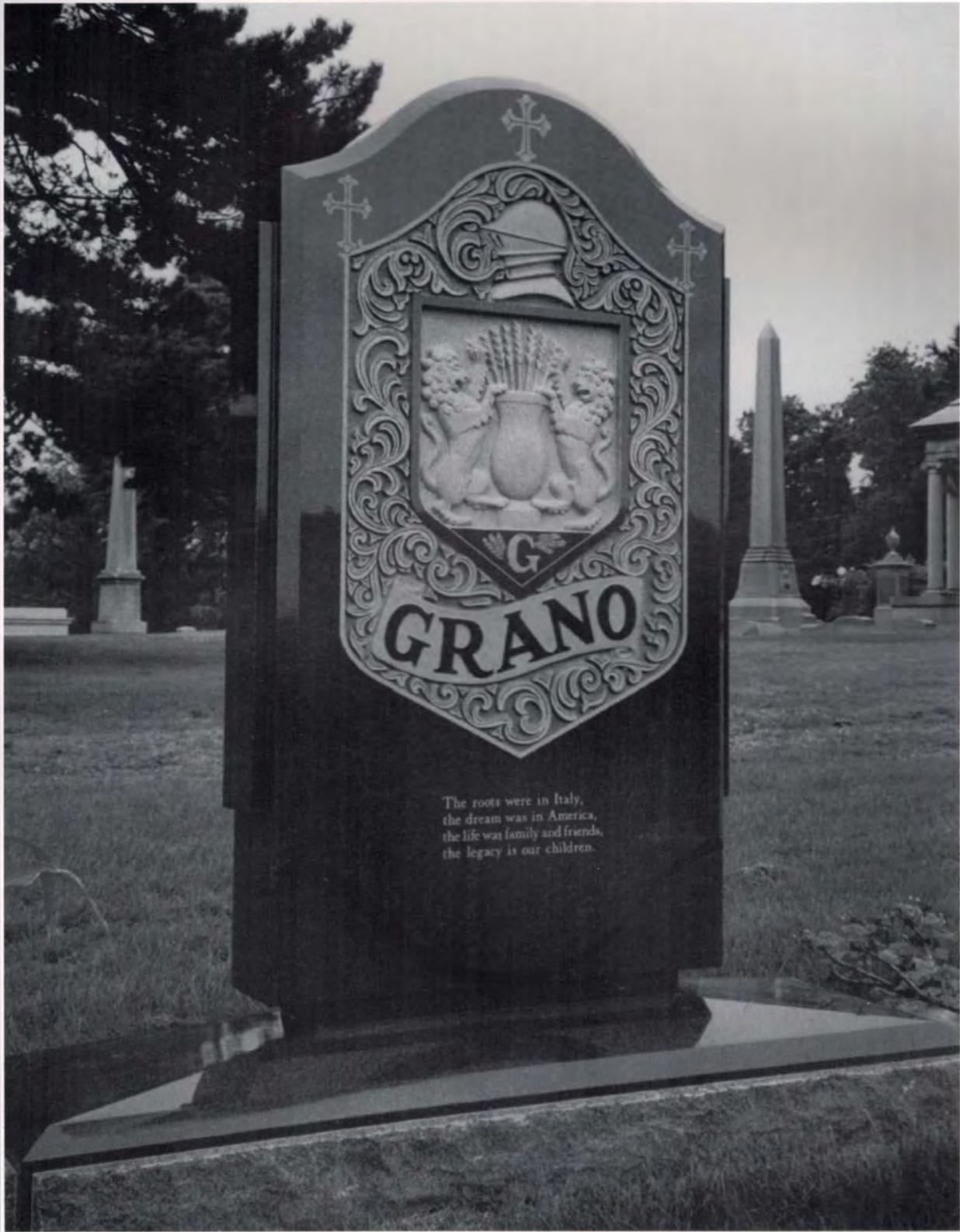


BARRE LIFE

SUMMER 1997





GRANITE INDUSTRIES OF VERMONT

"Grano" family memorial created for Beij, Williams. & Zito, Hartford Ct.
All polished Impala Black Granite.

BARRE LIFE

1997 BARRE GRANITE ASSOCIATION OFFICERS

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President

Kerry Zorzi
Treasurer

Lewis A. Shattuck
Corporate Secretary

John P. Castaldo
Assistant Treasurer

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Hillside Stone Products

Robert Couture
Family Memorials

Jeff Martell
Granite Industries of Vermont

Brice Mugford
Peerless Granite Company

Paul Rouleau
Rouleau Granite Company

Mark Gherardi
Rock of Ages Corporation

Kerry Zorzi
Adams Granite Company

1997 BARRE GRANITE ASSOCIATION STAFF

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Executive Vice President

Art Edelstein
Editor

John P. Castaldo
*Manager of
Finance & Administration*

Gary Watson
Manager of Member Services

Gail R. Spear
Secretary-Receptionist

Libby J. Janawicz
Administrative Assistant

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Photos by Art Edelstein: front and back covers, all article photos (except Houdini gravesite bench), Quero monument.

Page 13: Photos by John Ferrarone (Riverton Memorials, St. Pierre monument)

On the cover: Three-crypt preassembled Unicraft mausoleum located in Hope Cemetery in Barre, Vermont. This stunning 24-ton building was designed and manufactured by Rock of Ages Corporation for Mr. Osvaldo Ciampi. It features a combination of steeled Barre granite on the exterior with polished Barre granite on the interior. The result is a permanent tribute to the Ciampi family.

Barre Granite Association

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Anderson-Friberg Co.

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Peter Friberg
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Brookside Memorials, Inc.

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800-639-4024 / 802-479-1942
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Buttura & Sons, Inc.

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Colombo Granite Co.

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Consolidated Memorials, Inc.

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Family Memorials, Inc.

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Lawson Granite Co.

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FAX: 802-479-1700

Montpelier Granite Works

8 Granite Street
Montpelier, VT 05602
Joe Mureta
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FAX: 802-223-0525

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FAX: 802-223-6610

Peerless Granite Co.

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802-476-8408

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FAX: 802-485-6535

Rock of Ages Corp.

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Barre, VT 05641
Kurt Swenson
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P.O. Box 567
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Barre, VT 05641
Mark Treon
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FAX: 476-3445

*Associate and Supporting Members:
pages 21, 24*



Editorial

by Art Edelstein

Many of us travel through life without ever seeing what is around us. If we live in New York we may never visit the Statue of Liberty. If Boston is home, then Faneuil Hall gets bypassed; if Washington, the Lincoln Memorial is sidetracked. Too close, too easy, never visited.

This recently became apparent to a long time Green Mountain State resident who has lived within 20 miles of the granite quarries in Barre Town for 24 years. Not once had he stepped inside the gates of a local cemetery! Yet, that is not uncommon for this Baby Boomer and others of his generation. Cemeteries are places he visits infrequently—for this writer just once in the past five years when a parent died.

But becoming the editor for Barre Life has changed his perspective. Getting “up to speed” on the granite industry has meant frequent visits to local cemeteries and granite manufacturing plants. It has included photo sessions early in the morning in Green Mont and Hope Cemetery and discussions with principals in the industry. One thing has become very apparent in this crash course in granite—the work and workmanship coming from Barre’s granite industry is impressive.

Tradition and dedication to the industry are two words that come up in any discussion with a BGA member. Also *pride and fierce independence* permeate this industry.

Here in Vermont granite sometimes takes a back seat to dairy cows and maple syrup. A big manufacturing plant, a noisy sandblasting operation, the local cemetery just don’t carry the same cache. Granite doesn’t lend itself to 30-second commercials the same way that Ben & Jerry’s Ice Cream does. So we

hear and see little about this low-key industry.

But just take one morning to walk among the quiet, tree-lined hillside that is Green Mont Cemetery and study the finely crafted stone monuments from both a generation ago and today. It is apparent that the superb craftsmanship that is the granite industry continues. Visit a plant where designers help apply intricate designs using computers, and then, watch the final product being readied for shipment. These exquisite designs in stone will last way beyond the political turmoil and economic problems of this generation. They bear witness to the highest quality of workmanship that the Barre granite industry can produce.

Barre granite—both the stone and the manufactured products—is world famous. It will remain so even though imports are making inroads. A strong tradition of quality work is very hard to overcome. It will take a lot to move Barre out of its preeminent position as a source of granite and granite products but one should never sit back on his laurels. Good marketing and promotion are always important.

The publication you are reading is just one tool for educating the public about granite. It is a tool easy to use. The photographs, the information, speak for themselves about the quality of our products. We hope the pages of this issue go crumpled with interest.

With this summer issue of Barre Life two new editors come on board. Art Edelstein, a popular Vermont journalist oversees the editorial and photographic aspects of the magazine. Tim Newcomb, a Montpelier graphic designer and cartoonist, lends his expertise to the magazine’s new look. We hope our efforts will make this an even better publication than the one you have been reading for over 25 years.

“Visit a plant where designers help apply intricate designs using computers, and then, watch the final product being readied for shipment. These exquisite designs in stone will last...”

Granite History Is Just A Tour Away

Probably no place else in the country has such a marvelous collection of memorial art work," says writer-historian Donald G. Allen. "We find this particularly in Hope Cemetery which has become a renown tourist attraction for memorial art."

Allen recently completed three years of research and writing for "Barre Granite Heritage" a guide to Barre, Vermont's buildings and cemeteries. The 52 page soft cover book was recently published by Friends of the Aldrich Public Library in Barre.

"We've got an incomparable pool of artistic talent and quality work in granite here, and no place shows it off better than the work you see in our local cemeteries," boasts the soft-spoken author.

For Allen, an official at Granite City Tool Co., the book research was something of a revelation. "I learned to appreciate what we have here in town. The overall outcome is that we have an outdoor museum here."

The book presents several tours of Barre City and Barre Town aimed at discovering the area's unique granite

architecture and abundance of finely crafted cemetery monuments.

"There are a lot of historical items relating to the granite industry like you would have in a museum, right here on the streets of Barre," says Allen. "There is a lot more there to look for than you would think of."

In his research for this book Allen learned that the granite industry has created several focus points for historic study. "This is not just a book for locals," he says. "It's also, and importantly, for tourists."

While many cemetery-related books,

"The growing trend is for people to tell a story or illustrate an epic that was very significant in their lives..."

Barre author and granite historian Donald G. Allen adds a valuable new book to granite literature with "Barre Granite Heritage", a guide to Barre, Vermont's buildings and cemeteries.



namely the popular "Permanent Parisians," and "Permanent New Yorkers" focus on famous grave sites in those cities and the celebrities they memorialize, Barre's memorials celebrate more common folk. "We don't have celebrities in Barre so we have to feature the common people. These are people who have a story that draws attention from the public at large," says the author.

"These people got fancy stones because they worked in the industry. Many were actually created by the people they commemorate, or by manufacturers who had the work done in their own plants under their own supervision," says Allen. "Perhaps as many as 50 monuments were done for these people."

Allen learned much about the local memorial industry and its superior stoneworking tradition in his research. "Memorialization shows how various generations expressed themselves in terms of their sentiments and their aspirations," he notes. "For instance, it has been brought out that at the turn of the century much of the memorialization was inspired by the romantic view of art and literature that was prevalent at that time."

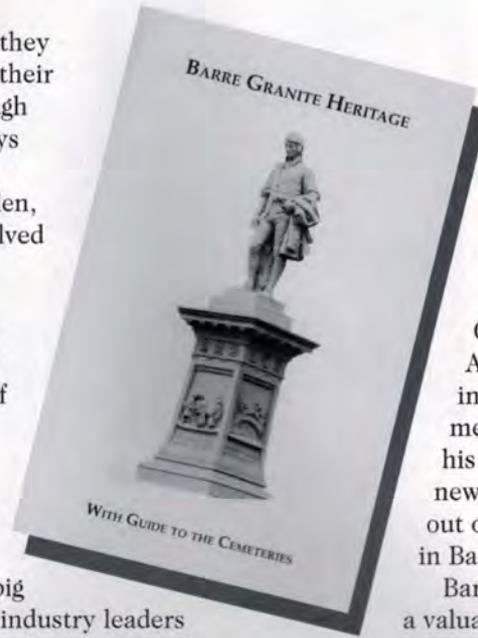
This Victorian Era romantic period from the late 1800s, to about 1900, known as the "Gilded Age" in America, produced palatial homes and monuments. This, concept, says Allen, tied in perfectly with the sentiments of the time.

Today, as new monuments are added to Barre's cemeteries, says Allen, he sees a different view of memorialization and a burgeoning trend in the way people want to be remembered in stone. "The growing trend, as I have learned, is for people to tell a story or illustrate an epic that was very significant in their lives," he says.

"They call the present an 'age of individualism' when people do not want to be one of the herd," he continues. "In monuments we are seeing people setting themselves apart through the type of memorialization they choose. These can illustrate where they

lived or the sports they participated in, or their occupation," through their memorial, says Allen.

According to Allen, who has been involved in the memorialization industry for many years, the trend to individualization of monuments is paralleling what industry leaders initiated back in the 1950s and 1960s but, with a big difference. "Then, industry leaders were pushing for more personalized monuments with memorialized symbols," says Allen. "But we are finding



this much more so with full-faced themes. What makes this possible is the new techniques of sand blasting and engraving."

This is where Barre Granite excels, notes Allen. He sees this both in the older monuments he describes in his book, and in the newer works just coming out of the granite industry in Barre.

Barre Granite Heritage is a valuable addition to memorialization history and Vermont tourism. The book is available from the Barre Granite Association.

Shattuck Resigns BGA Post

Lewis Shattuck has resigned as the executive vice president of the Barre Granite Association effective June 13. Shattuck has been the EVP since October, 1992.

In nearly five years he has overseen many changes and improvements at the BGA. During his tenure he achieved several important goals including improved and increased press coverage of the

association. He also instituted financial controls and investment policies. He was also instrumental in helping the association participate in the Barre Centennial which helped spotlight granite's contribution to the city.

Shattuck spearheaded the BGA's efforts to initiate studies and actions against India's dumping of granite which has led to FTC oversight of granite imports. He has also been active in the Monument Builders of North America and has worked on their legislative committee. This committee has worked with Congress to enhance memorialization programs at the Dept. of Veterans Affairs. He has also worked with the advisory committee of the Barre Granite Museum to bring this project through the planning stages.

Shattuck said he has no specific plans for the future other than "to take the summer off."



Lewis Shattuck



Culture Craft's Brian, Judy and "Sluggo" Benoit have become Associate Members of the BGA.

Culture Craft Sandblast

Barre Granite Association's Newest Associate Plus Member



THE BARRE GRANITE ASSOCIATION'S NEWEST ASSOCIATE PLUS MEMBER IS CULTURE CRAFT SANDBLASTING. Adelard "Sluggo" Benoit, wife Judy, son Brian, and their nine employees are excited at this new status.

"We decided to become Association Plus members because we want better exposure in the industry and this is our way of supporting the BGA," says Sluggo.

Benoit has been in the granite industry since 1968 when he and a former partner opened their shop in the former Modern Granite plant on Lewis Street. But granite has always been part of Sluggo's life. "I learned about the industry in high school and from my father Adelard Sr. who started in the trade in the 1930s," he said.

Culture Craft is a true family-run business. Judy Benoit, who has been married to Sluggo for 32 years, runs the company office. Son Brian, 30, who joined the company in 1993, helped introduce computers when he came on board.

Culture Craft does designing, drafting and sandblasting. The company uses a CAD computer design drafting system and three

Attention to detail is important to Culture Craft.



A Culture Craft workman prepares a monument for packing and shipping.

employees work in that department. There are currently between 1000 and 1500 designs on the system available to customers.

"While drafting and design has changed little over my 29 years in the business," says Sluggo, "the CAD system has enabled us to do repetitive design in addition to new designs."

The company's drafting facility allows them to provide full-size drawings of any design and "fax-size" drawings in 8x10 size for most designs. Turn-around time normally is two to three weeks.

Currently, the company completes between 3500 and 4000 units each year. "The monument business has been steady," says Sluggo. "We can fill more requests because we have upgraded our design center."

"We are able to put more time and effort, and concentrate on our specialty," says Judy, "because we don't manufacture monuments. We only design and sandblast."

The Benoits are cheerful people who take great pride in the work they do, and in their new status with the BGA. "We think the BGA is doing a great job of getting the word out about granite," says Judy.

Culture Craft Sandblast Co., P.O. Box 645, Barre, Vt. 05641. Fax: (802) 476-6557. Phone: (802) 476-7351.

Houdini Memorial Restored

With help from North Barre Granite and Shastone Memorials

There are some predicaments even a magician like Harry Houdini could not escape. In 1993, 67 years after the famous prestidigitator died, cemetery vandalism struck. The victim was the great escape artist himself.

Houdini's gravesite at the Weiss family plot at the Machpelah cemetery in Queens, New York, was vandalized and extensive restoration work was needed. Besides replacing a marble bust of the famous man, a bust that had been stolen and replaced several times, two ornamental benches of granite that had been smashed by the vandals needed replacement.

The Society of American Magicians, (SAM) which oversees the plot's upkeep, chose Shastone Memorials of Great Neck to oversee the restorations. Shastone contacted North Barre Granite, a BGA

member, for help in restoring the granite benches.

"We contacted North Barre Granite because of the quality of their workmanship," said Shastone's Marvin Rosen. "They are able to make fine detail, execute the work in a timely fashion, and their workmanship is excellent."

"You don't get ornate duplicate work like this often," noted NBG's Mike Ornitz. "It's too costly."

According to a news story in the Great Neck Record on January 2, 1997, Rosen said he was excited at the prospect of working on this restoration not just because it was commission work. "Houdini," said Rosen "used to travel to magicians' graves and pay for their restoration anytime they showed signs of vandalism. And now the master magician is reaping the rewards of his own caring."

Ornitz' company was excited at the prospect of working on the two benches, each about four feet wide. "It is interesting and not run of the mill work. When we get a project like this it also excites our workers. They are craftsmen who appreciate fine work," he noted.

"Our workers were really interested in this project. They talked about it," said Ornitz, adding, "These are men who see many monuments come through our plant."

Since SAM was paying



“Most people who buy other stone know that Barre Granite is a finer stone and the workmanship here is superior to other parts of the country...”

for the restoration work, Shastone and NBG had to come up with a design that could meet the budget of \$25,000. Ornitz said it was not possible to duplicate the original benches exactly because “that would have been too costly.”

Much of the funding for the project, \$15,000 in all, came from David Copperfield, one of today’s most famous magicians. Copperfield collects Houdini memorabilia and was interested in becoming a major contributor when funding from SAM members fell short of the \$25,000 goal. Also helping out with a significant contribution was magician James Randi who wrote a check for \$2000 to SAM.

The restoration was completed last fall. On December 20, Copperfield visited the grave site to see the final work.

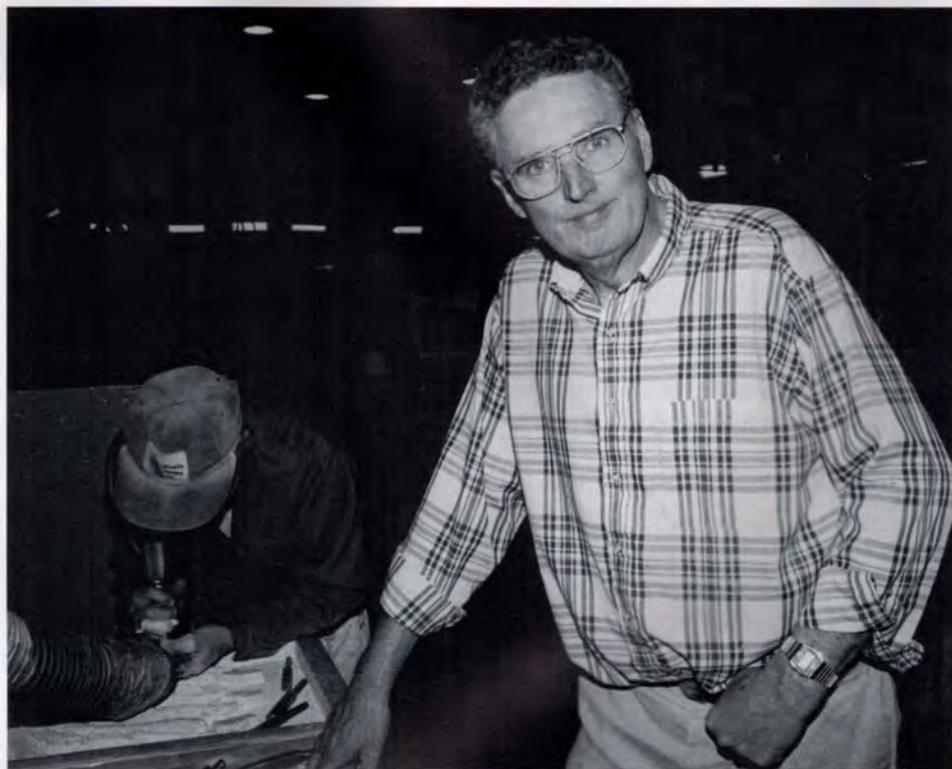
“It’s a pat on our back, and the BGA’s, having done the work on the grave site of this very important person,” said Ornitz.

“Most people who buy other stone know that Barre Granite is a finer stone and the workmanship here is superior to other parts of the country,” Ornitz added.

Noting the superb craftsmanship at NBG, Rosen has nothing but the highest praise for the local industry. “The Barre granite industry is under-appreciated for the overall talent of the people who work there,” he said.



North Barre Granite was instrumental in the restoration of famed magician Harry Houdini’s gravesite in Great Neck NY.



North Barre Granite head Charles Chatot got the assignment from Shastone Memorials to replicate the original granite benches at the Houdini gravesite damaged by vandals in 1993.

Jeff Martell's Term As BGA President Ends



"The traditional dealer will be left out in the cold with this vertical marketing approach."

After three years heading the Barre Granite Association, Jeff Martell is stepping down. Under his leadership this 42 year old baseball fanatic, who owns Granite Industries of Vermont, witnessed many changes in the industry. Just before he headed to the Midwest on a sales trip he sat down to discuss his term as president.

What is your overview of the past three years?

"Well I was on the board for four years prior to that so I knew what to expect in some ways. The last two years have seen competitive pressures in the industry. Rock of Ages has bought two large fabricators, Andersen-Friberg and Lawson Granite.

"The BGA is made up of 24 independent business people and it's a challenge to keep the group focused."

How do you see the future of the Barre Granite Association?

"The BGA will have to change a bit with the times. I see us moving from an emphasis on promotions and as a marketing tool to the new function which will be more toward member services with promotions in a secondary role. We may be more low key than in the past.

"Competitive pressures have forced us to diversify. At my company monuments are now 60 percent of our business, down from 100 percent. Our members are finding different niches. We have to get out in the market and find the niches.

"Demographics will work with us in the next 10 - 25 years. That new surge in the population will be in the "at need position" of needing monuments.

"The traditional structure in the monument business has been that the dealer sells a monument to the buyer. The monument was then placed in a cemetery owned by the city or a church. Today with conglomerates like SCI, a \$1.2 billion company with a 1997 capital budget of \$154 million to

buy funeral homes and cemeteries, things are changing. There's also the Loewen Group, a \$500 million company and also the Stewart group. They are changing the marketing segment. The traditional dealer will be left out in the cold with this vertical marketing approach. These conglomerates are positioning themselves in the death care industry aggressively.

"I see BGA members selling to a different segment. Instead of the mom and pop monument dealer, we will sell to a conglomerate. This lends itself to diversity. You can't be so dependent on the monument business. This segment of business is changing and retailers will have to change to meet it."

How did the merger of Rock of Ages affect the BGA?

"The merger will cause a loss of dues revenue, and union bargaining will no longer be joint. Rock of Ages is now separate from the total group.

"Positively speaking, the combined three companies is a large group with a lot of stability. This will allow them to make multi-million dollar improvements in plant which will bring a lot more dollars in."

Since you took office there has been a push to thwart the dumping of granite by manufacturers from India. How is that going?

"The BGA took a lead position against granite dumping during my term. In 1993 Beebe, Canada lobbied for a 38 percent tariff on India products and won. We approached the FTC, hired a lobbyist, and tried for the same restrictions in the US.

"There is no question India is dumping product. Proving it is the problem. Even with solid support from the three major granite manufacturing sectors in this country and \$1 million in legal fees, it was not a sure bet we would get action. The combined resources of Barre, Elberton and the Far West have a combined sales in excess of \$400 million so legal action costs of several million dollars a year is



Outgoing BGA president Jeff Martell has been instrumental in important changes at the BGA during his three year term of office.

“We will have to go into the high end, large feature memorial business—which is this town’s forte—to compete.”

not feasible.

“We were able to get classifications for the imports so we know exactly how much monumental product there is coming in. There has been reclassification and we can track the numbers and know the impact.

“There is granite coming in from China, Portugal, Spain and Korea. Importing has a huge impact on colored granites. The Indians were bad, but the Chinese will be worse and they are just getting tooled up.

“We will have to go into the high end, large feature (mausoleums and war memorials and personalized unique memorials) memorial business, which is this town’s forte, to compete.”

How are we doing environmentally?

“In the past few years environmental interns have helped us with clean air and granite waste regulations. It was a very positive experience. They came in, gave assessments, and helped us through the paperwork on air quality.

“We are doing very good. I feel we are light years ahead of Elberton, GA.”

There were some promotional coups during your term.

“There was the Barre Centennial 1995 with an exhibition in Rotary Park which sponsored sculptors. We have also provided offices for the effort to get a granite museum. I’d love to see a museum. It’s in the planning phase headed by Marsha Davis. We have done matching funding with the state for this project. But we will need significant benefactors to see it completed.

“Our new pamphlets have been a hit. The previous materials were dated and needed new work. The four new brochures were well received at a recent national convention in Indianapolis.

“‘Beyond 2000’ brought over 500 people from 29 states, it was very successful. We got some business outside our traditional marketing area.

“We’ve also added a new category of Associate Plus member. This is bringing new members into the association.

“On the labor side I should mention that with the contract signed by the Rock of Ages group in April we have three full years until the next contract is negotiated.”

As you leave the BGA would you care to look at the future of granite?

“For Barre granite it is good. We owe this to increased demand for monuments and to the growth of stone use in general. Stone use around the house is up. People are buying stone steps, bird baths, mail posts.

“While I’m optimistic, I do see that cremation trends are increasing at a dramatic rate and this is a concern of all in the monument industry.”



MONUMENT DESIGN

*A selection of monuments
and products crafted by members of
the Barre Granite Association*

Monument Design

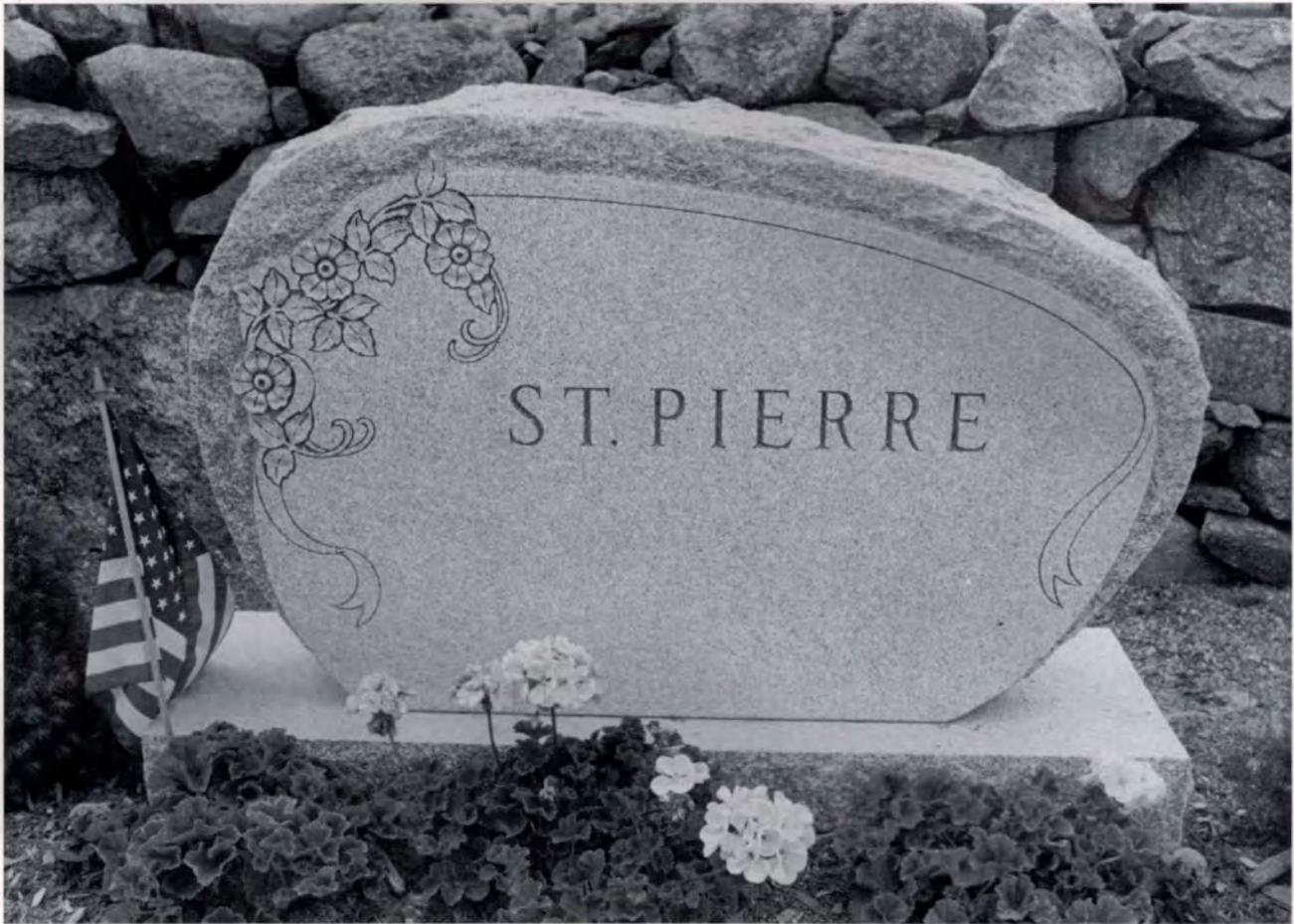


BROOKSIDE MEMORIALS, INC.

Manufactured for Bristol Memorial Works, Bristol, CT. Located at Cedar Hill Cemetery, Hartford, CT.

Overall size: 6-0 x 8-6.

Monument Design



RIVERTON MEMORIAL

Manufactured for Empire Granite Company
of Worcester, Mass.

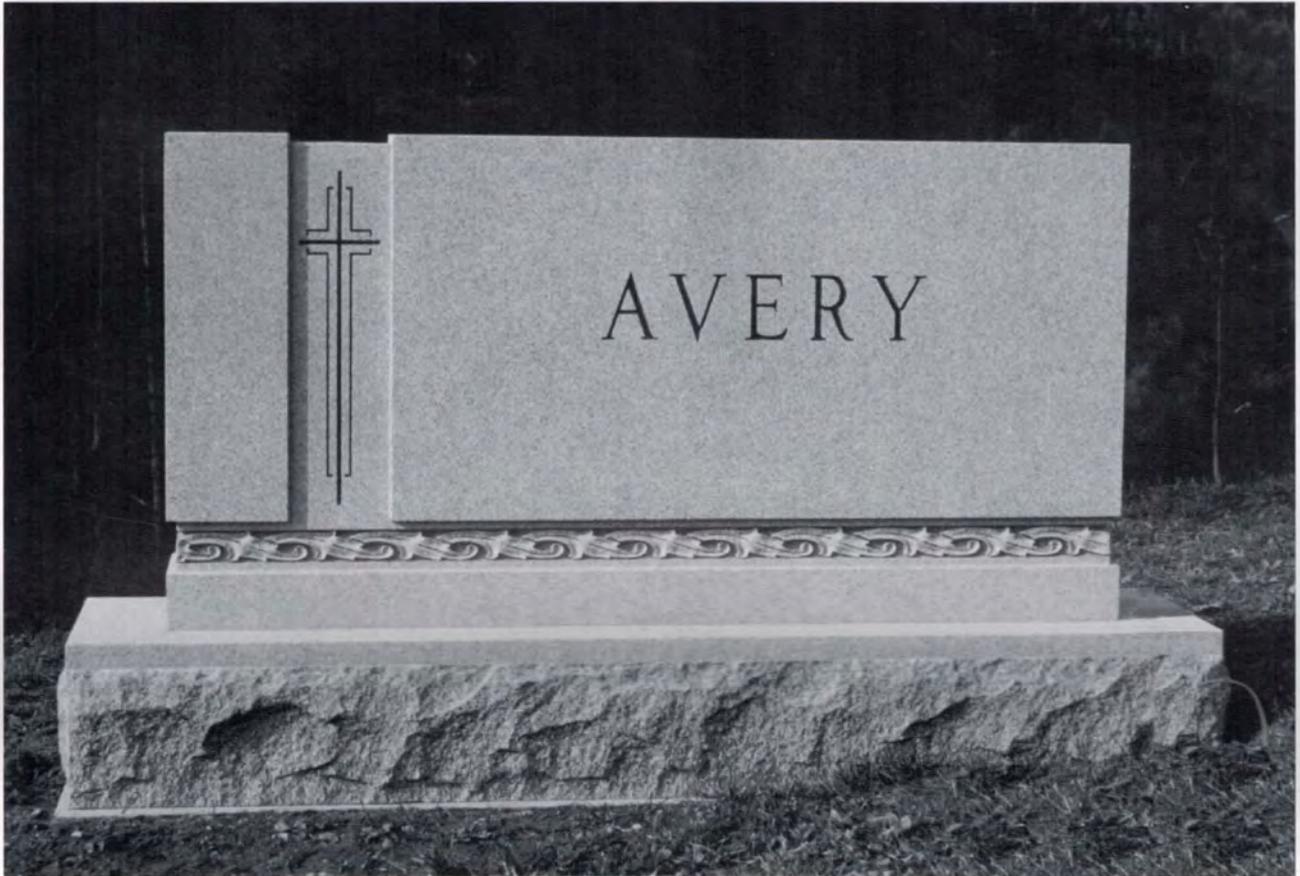
Die: 3-6 x 0-8 x 2-2.

Steel 2, balance rock pitch.

Base: 3-8 x 1-2 x 0-8.

Steel top, balance rock pitch.

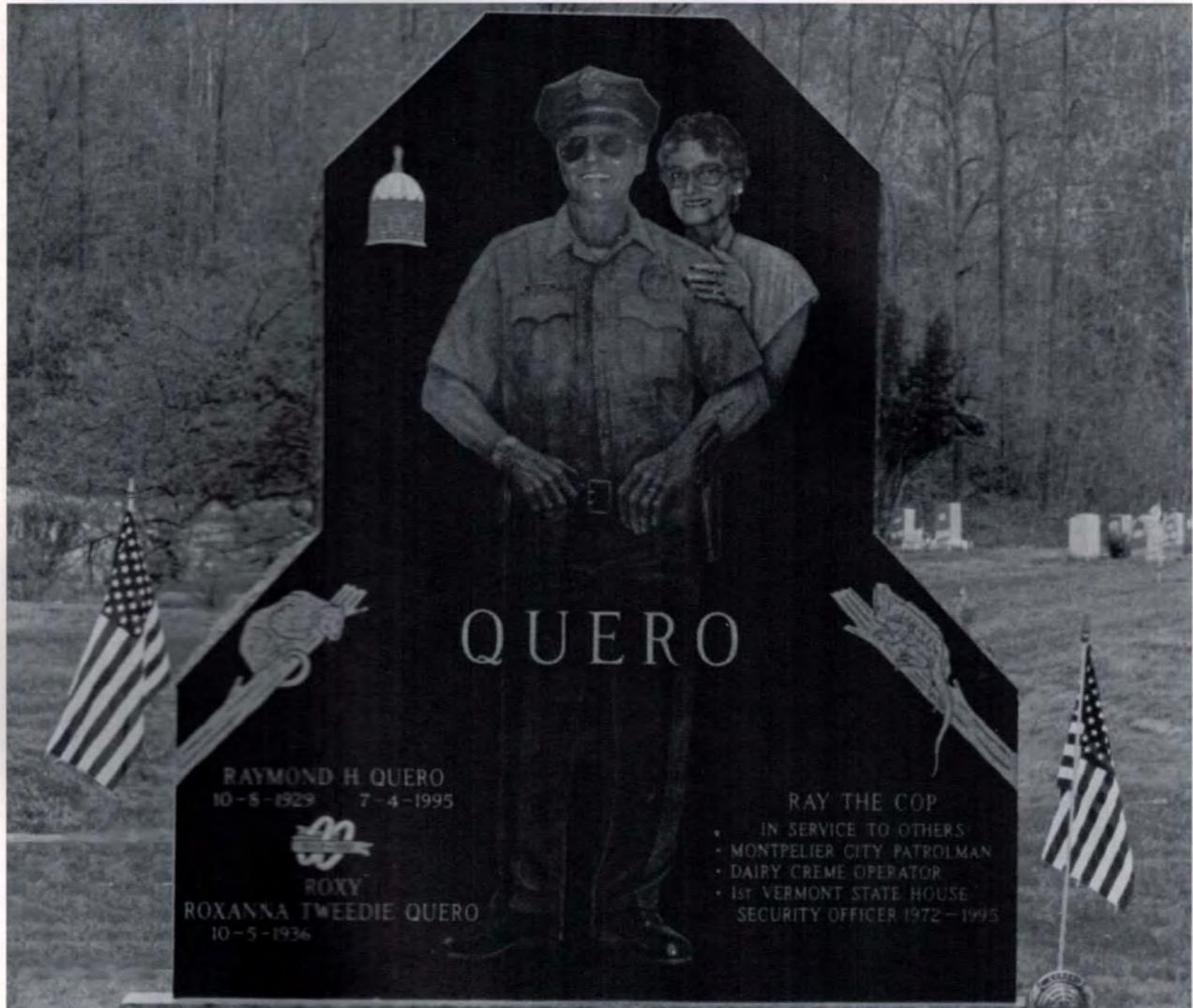
Monument Design



ROCK OF AGES/ LAWSON GRANITE COMPANY DIVISION

This Select Light Barre memorial manufactured for Shultz Memorials, Montoursville, Pa.

Monument Design



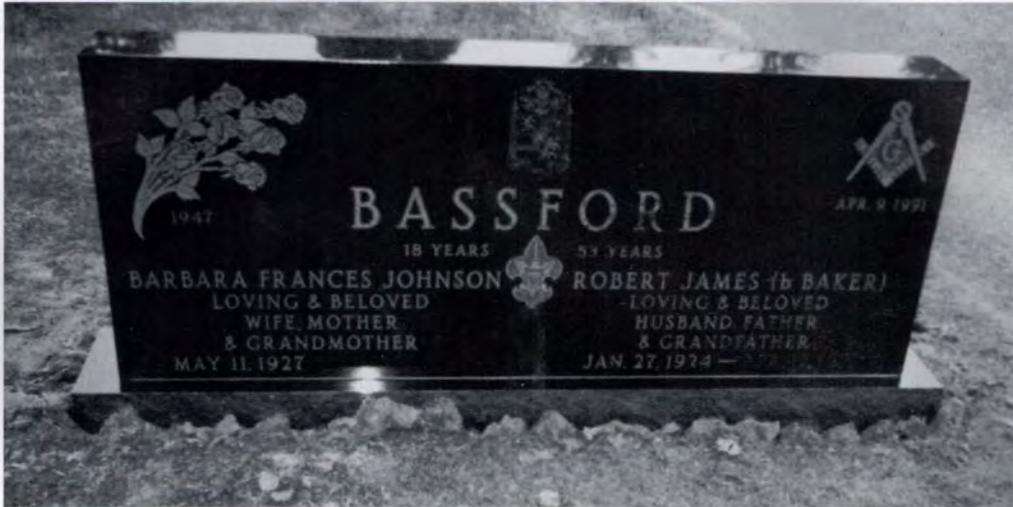
COUTURE GRANITE COMPANY, INC.

Jet black granite.

Die: 5-4 x 0-8 x 6-4. All polished with rock members.

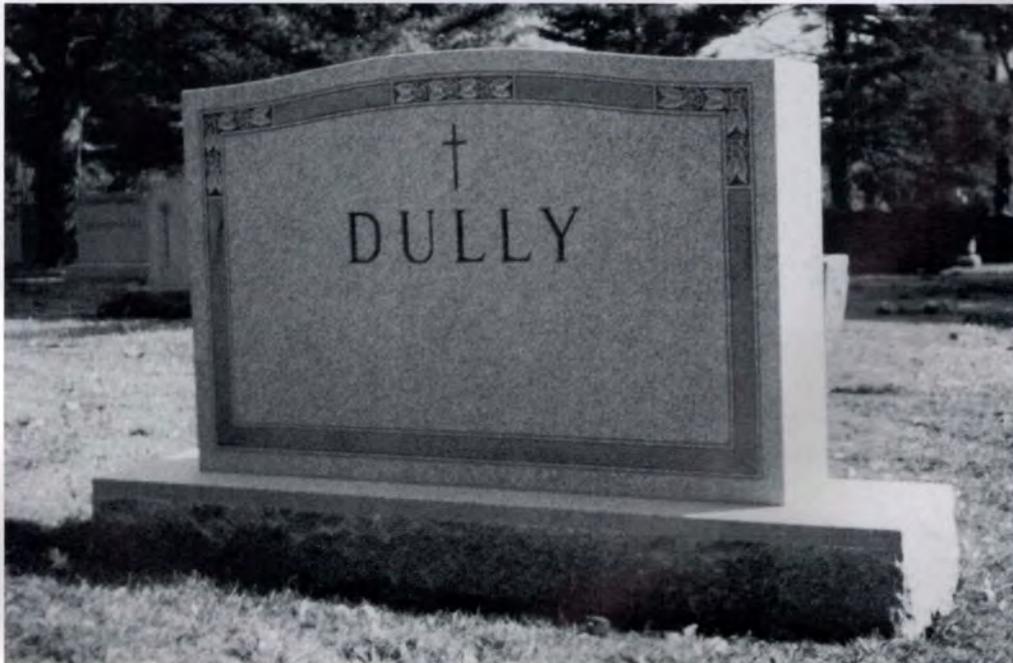
Base: 6-0 x 1-2 x 0-8. Polished top, balance rock pitch.

Monument Design



BROOKSIDE MEMORIALS, INC.

Jet black granite
Produced for All Faith Mt. Works, Newfoundland, NJ
Die: 6-0 x 0-8 x 2-4 • Base: 6-6 x 1-0 x 0-8



HOULE-GUIDICI GRANITE COMPANY, INC.

Manufactured for Daley-Connerton Memorials of Bloomfield, CT.
Die: 4-4 x 0-10 x 2-10. Dark Barre granite, steel 2. Dusted Serp top, dusted straight ends.
Base: 5-10 x 1-4 x 0-10. Steel drop wash top, balance rock pitched 1-1/2, dusted margin 4.

Monument Design



ROCK SALES, INC.

Medium Barre granite.

Cap: 5-0 x 1-2 x 0-6. All-balanced steel.

Die: 2-0 x 0-8 x 3-0. All-balanced steel.

Base: 5-0 x 1-2 x 0-6. Steel top and margin,
balance rock pitch.

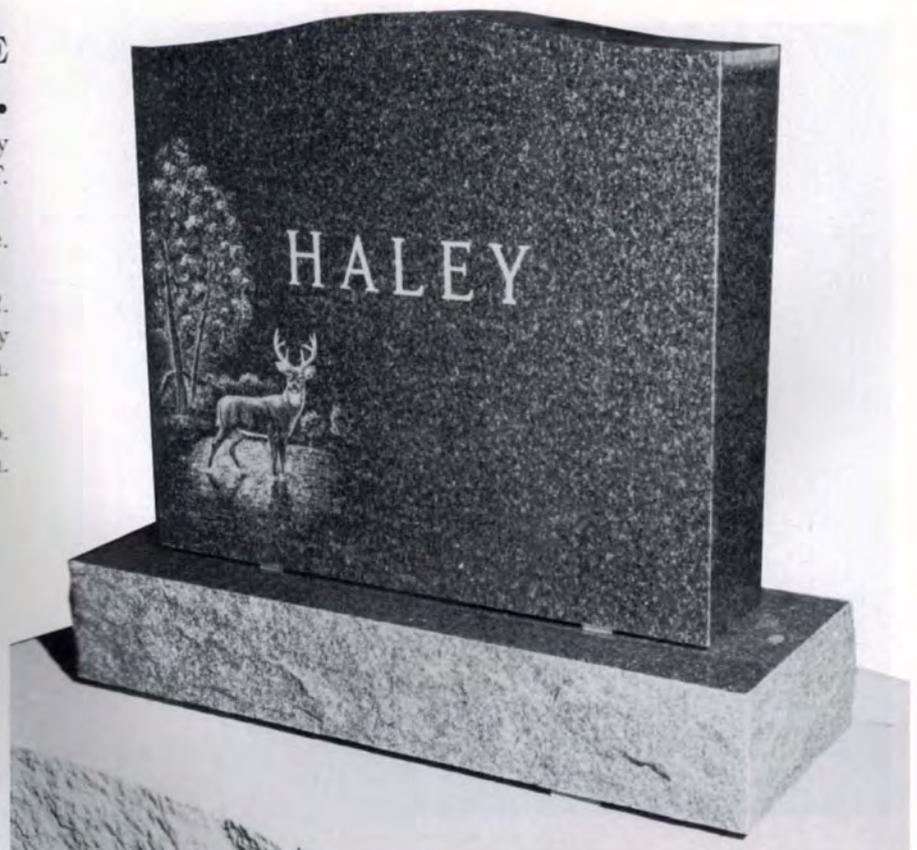
RIVARD GRANITE COMPANY, INC.

Produced for Mt. Ascutney
Memorials, White River Junction, VT.

Impala black granite.

Die: 2-6 x 0-6 x 2-2.
All-polished, etching by
Sofia Shatkivska.

Base: 3-0 x 1-0 x 0-6.
Polished top, balance rock pitch.



Monument Design



PEPIN GRANITE COMPANY

Barre grey granite, manufactured for Logan Monument Company of Logan, Ohio.

Die: 6-0 x 0-8 x 2-6. All-steeled, 6" x 1/2" round raised letters in full relief.

Subbase: 8-0 x 0-10 x 0-8. All-steeled. Base: 10-0 x 1-0 x 0-10. All-steeled.



FAMILY MEMORIALS, INC.

Barre granite sundial.

2-6 x 4-0.

Monument is all-steeled, has a hand-cut granite gnomon, sandblasted dial face on top and is sandblast-lettered on the front.

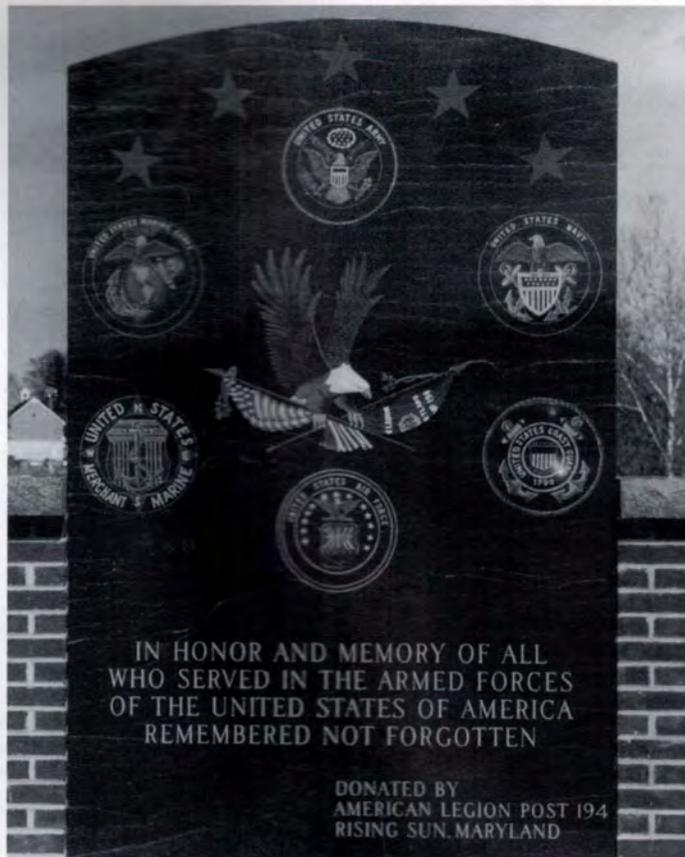
Monument Design

ADAMS GRANITE COMPANY, INC.

Best light Barre granite in
both pieces of the monument.

Die: 3-0 x 1-0 x 6-0.
All-steeled, Adamscraft roses.

Base: 5-0 x 2-2 x 1-0.
All-steeled.



ROCK SALES, INC.

Gem Mist
5-0 x 0-10 x 8-0.
Polish 5.
8 wall caps

Products



GANDIN BROTHERS, INC.

Seven-piece sign with
flower pots.

Two bases: 2-2 x 1-2 x 0-8.
Three-foot circle. Two-foot
rose fountain.

Two wings: 1-2 x 0-8 x 2-4.

Arch: 4-9 x 0-8 x 1-8. All-steel
with rock pitch ends.

Flower pots: 1-0 x 1-0.

GRANITE IMPORTERS

"King and Queen"

Manufactured for David Bakalar,
Chestnut Hill, Massachusetts, who designed the pieces.



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FAX: 479-9784

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Alcide Fantoni
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Stanislaw Lutostanski Sculpture Studio

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FAX: 479-2531

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FAX: 479-5165

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FAX: 476-1220

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Robert Provost
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FAX: 476-3316

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FAX: 802-485-7565

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FAX: 878-1717

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FAX: 645-5645

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FAX: 607-264-3307

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FAX: 476-5933

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Ms. Virginia deGanahl
Russell
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Barre Granite Shop

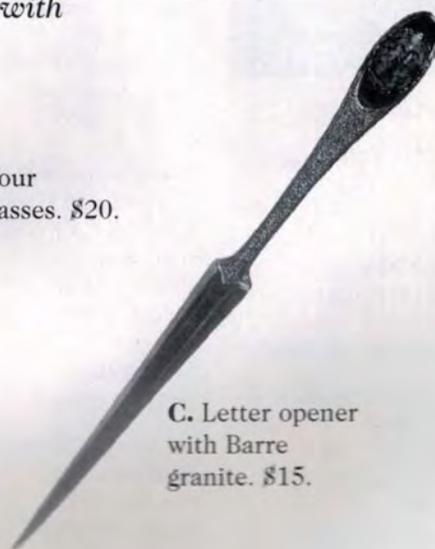
All jewelry items are rhodium-plated with cabochon of Barre gray granite.



A. 8" x 8" Barre Granite Clock. \$40.



B. Set of four Pilsner Glasses. \$20.



C. Letter opener with Barre granite. \$15.



D. Leaf mount granite earring set with surgical steel French hooks. \$12.



F. Leaf mount Barre granite earring set with surgical steel posts \$12.



G. Granite bolo tie, leather look cord. \$15.



E. Pick and shovel granite tie pin. \$5.

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Other Publications:

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S. Granite Inside and Out. 25¢ each

Color Poster:

T. How to Customize a Barre Granite Memorial. \$1.00 each.

Videotapes:

U. New Technology in Barre

V. Artistry in Granite

W. Quarrying and Manufacturing

X. The Story of the Barre Granite Industry

Y. The Stone Whistle: *Tour and explanation of the Barre granite industry, with John Forsythe.*

Videos are \$10 each, or all five for \$40.

Product Code	Description	Price each	Quantity	Total

Free!
Barre Guild Logo Decals
• 3 1/2" window size
• 12" truck door size
Specify how many of each on order form

SHIPPING CHARGES	
Orders up to \$100:	add \$5.00
\$101 to \$500:	add \$7.50
Over \$501:	add \$10.00

Merchandise total	
Add 5 % sales tax on Vermont orders	
Add shipping charges	
TOTAL	

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 Company _____
 Address _____
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 State _____ Zip _____
 Phone _____

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 Visa MasterCard Check or money order

Card number _____
 Expires ____/____
 Signature _____

Mail to: Barre Granite Association, P.O. Box 481, Barre, VT 05641

TO ORDER CALL 802-476-4131 • FAX: 802-476-4765

Barre Granite Association

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FAX: 603-286-8102

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Ray Pouliot
802-476-5812
FAX: 802-476-7349

T. Rossi Trucking Co., Inc.

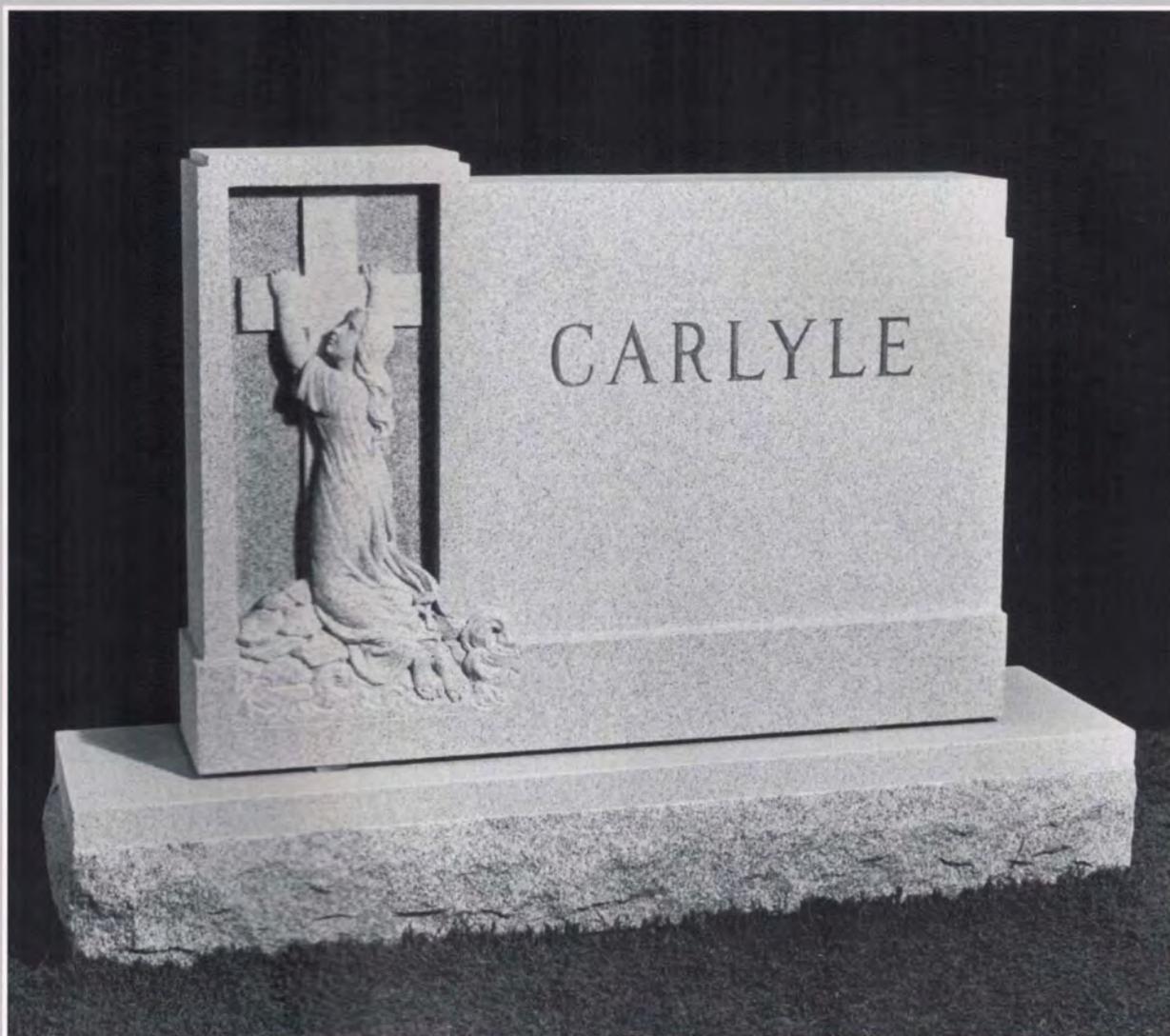
P.O. Box 332
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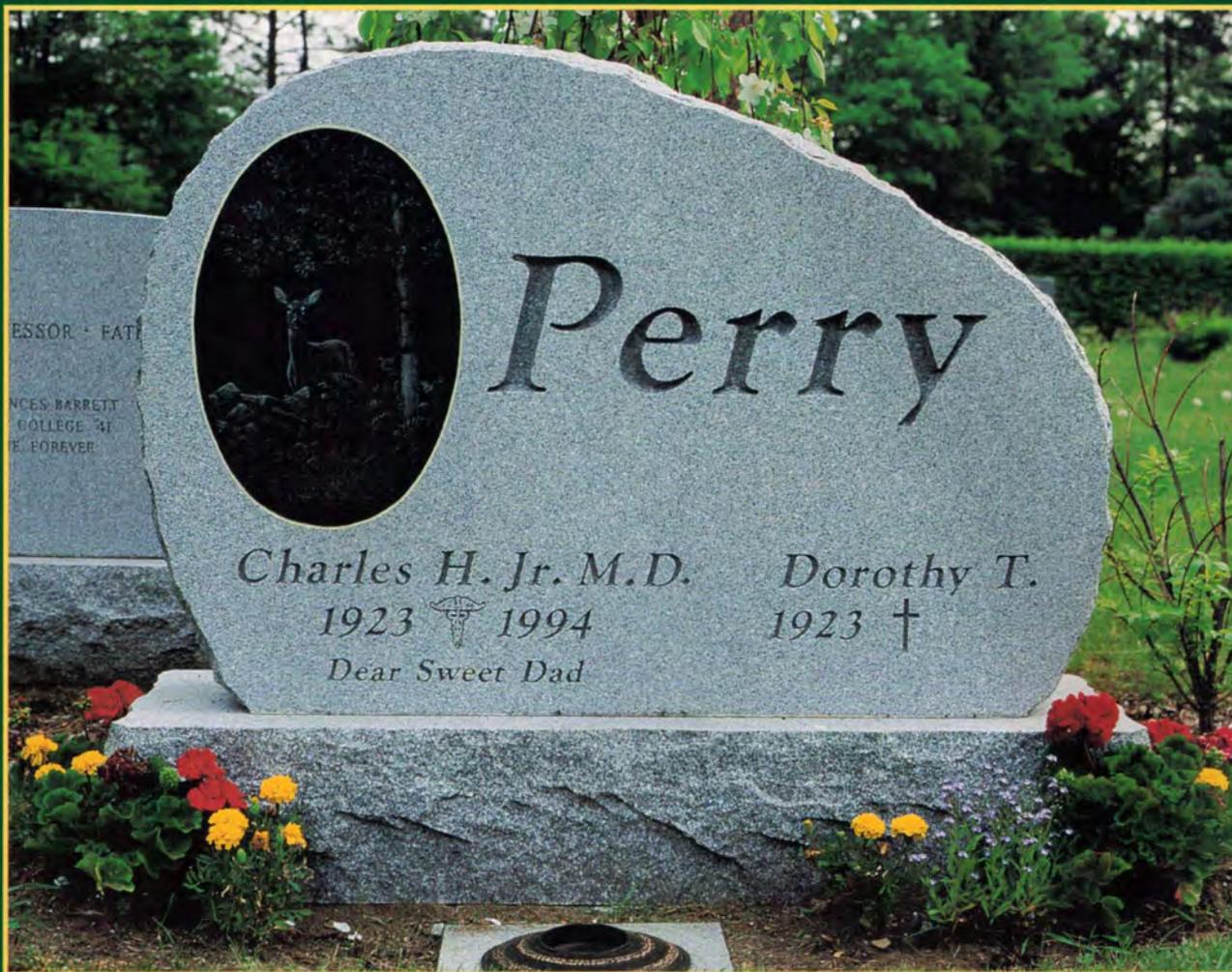
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S. Burlington, VT
05402
Paul Poirier
802-864-5731
FAX: 865-9974





**ROCK OF AGES CORPORATION/
ANDERSON-FRIBERG COMPANY DIVISION**

This widely admired memorial design was inspired by the well known hymn "The Old Rugged Cross."
It was first introduced at MBNA's 1995 industry exhibit in Nashville, Tennessee.



ROULEAU GRANITE

Dr. Charles Perry and his brother John were popular Barre physicians who operated a busy health clinic for decades. Rouleau designer Peter Quinlan worked with Mrs. Perry to design this monument. The design features a unique black granite plaque with a hand etched scene of a whitetail doe standing under a white birch tree near a fieldstone wall, a

scene the Dr. Perry had photographed from his Barre home. To compliment the personalized feature scene and rural location of the monument in nearby Plainmont Cemetary in Plainfield, an informal lettering style and rustic free-form contours were added. Actual size of the steeled Barre tablet is 3'-0" x 0-8" x 2'-6" and its base measures 3'-10" x 0'-8".



BARRE GRANITE ASSOCIATION, INC.

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Barre, Vermont 05641-0481

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Address correction requested

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