In This Issue: How A Monument Is Created From Start To Finish
Here Lies Buried
The Body Of
JOHN BELUSHI

JANUARY 24, 1949
MARCH 5, 1982

I may be gone, but
Rock and Roll lives on.

MANUFACTURED FOR:
Martha’s Vineyard Memorials • Martha’s Vineyard, MA
- Black granite
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Granite is a material that has been used by mankind for over 6,000 years. Today, granite is used in many applications aside from monumental stone. Architects all over the world recognize its superb appearance, weather resistance, and durability. What’s more, granite is hard and almost impervious to the elements that can cause stains. When granite is polished, the high-gloss surface resists almost anything that Mother Nature can throw at it. These properties make it ideal for so many applications such as tiles, wall cladding, flooring, and decorative landscaping. We are also seeing more uses of granite in kitchen and bathroom surfaces or anywhere that an architect, customer, or monument retailer can imagine.

The Wirthlin Report published in December 2000, showed that homeowners liked the durability, attractiveness and easy care of stone products. I often hear people joking that if their home should fall apart in a few hundred years, their granite counter tops will remain standing. It goes without saying that our members are an important part of this stone industry because they will always stand behind the products they manufacture. But our members also have a wealth of knowledge when it comes to the different types of granite on the market today. They know granite inside and out and can provide valuable information to anyone choosing granite as a way to accent a home. Whether you are purchasing a monument or remodeling a kitchen, BGA Members will answer your questions about granite. And granite comes in a variety of colors thanks to Mother Nature’s creativity.

Wirthlin Report stated that granite was popular with high-income homeowners as well as lower income homeowners. The reason is attractiveness, durability, and it’s easy to clean. Many homeowners tell me that when they install granite into their home, they view it as an investment into their property, not an expense. I visited an Inn recently in Vermont that has granite counter tops installed in their kitchen and common area. The innkeepers told me that their guests stop by the kitchen just to look at the beautiful granite counters. The innkeepers almost always hear the couple say “we need to look into granite for our house.” Durability was also a major factor in the use of granite in the home. Not many products can boast a lifetime, except of course, granite. Memorialists have long known that a monument of beauty and durability can only be made from granite. Now homeowners seem to be joining memorialists is making granite a popular stone product.

Should you decide to visit us in Vermont, we encourage you to visit our beautiful statehouse in Montpelier, which is constructed entirely of granite quarried here in Barre. I hope you all have a great summer and again, thanks for supporting our members.
Mark Your Calendars

Deadline for submission to the Fall 2001 issue of Barre Life is September 1. Please have any photos or stories sent to the BGA or Beth Gadbois by that date.

Friday, September 7 is the Glenn Atherton Memorial Golf Tournament sponsored by the BGA. Held at the scenic Barre Country Club, this tournament honors Glenn Atherton, one of the founders of Granite Industries of Vermont and past BGA Board member. To register or for more information call the BGA at 802-476-4131.

This year’s Granite Festival will be held on Saturday, September 8 throughout Barre. Contact the Granite Museum at 802-476-4605 for more information and registration.

Welcome to our newest Supporting Member The Granite Guy. You will find his listing in the Membership Directory under Education.

The Granite Guy is Gary Goodwin, who offers wholesale architectural stone, fund raising items, gift items, landscaping sculptures, and technical training. His main focus though is the technical training. Students from all across the US come to Gary’s studio to learn sandblasting, finish work, polishing, rock-pitch cutting, free form sculpture, and other techniques. In the industry 37 years, Gary has operated his business for the past seven in Littleton, NH and now Barre, VT. Anyone in the memorial industry is welcome to attend any one of these intense one-week courses. Give The Granite Guy a call if you are interested in any of his services.

We Need Your Help

Barre Life is collecting photos and information for an article in the next issue on children’s monuments and memorials. If you have any examples of monuments for children, aside from grass markers, that you could share with us, would you please let us know and forward them on to the magazine? This is a very challenging topic, yet one of great interest and importance to our readership so any assistance from retailers or manufacturers would be of real help. Thanks.

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QUESTION: I am looking for some ideas and hints on marketing my business better. Do you have any suggestions?

ANSWER: While marketing and sales are subjects that one could write volumes about, I have included a few tips to assist you with sprucing up your marketing efforts.

MARKETING FOR THE FAINT OF HEART

1) Robert Middleton, owner of Action Marketing, advises business-service consultants who hate marketing themselves. He calls his method “authentic marketing.” “You don’t have to act like a used car salesman to sell your services effectively. Instead, use your pride in your work as the foundation for your marketing efforts. Authentic marketing is all about communicating in a way that is clear, concise, and complete,” he says.

2) Middleton says that many of his clients have given up marketing and selling themselves because they think these tasks are demeaning. He says that many gurus (writers, technical and management consultants, and so on) give up on marketing. “Instead, they let their clients define who they were and what they did, instead of focusing their services in a way that served both their own interests and those of their clients,” Middleton claims.

3) Middleton goes on to say that top-quality verbal and written marketing communications help provide you with the confidence you need. In your verbal and written communications, avoid jargon, and don’t be vague. Use standard English, don’t obfuscate (just testing you). Even everyday conversations can provide client leads, so project a professional demeanor every day in your dealings with people. When you prepare any presentation or marketing materials, imagine that you are speaking to a respected friend. Authentic marketing depends on honesty and sincerity, not hyperbole. You’ll see the difference that authentic communication can make in marketing.

4) Authentic marketing doesn’t mean you should be shy or retiring. You are your best marketing tool. Even if networking is not your thing, you can adjust your attitude. Instead of demeaning the promotional process, infuse it with respect, caring, and sincerity. Use promotional tools such as professional networking, public speaking, and published writing to make a name for yourself.

5) To help you break the ice, develop and print a professional brochure or pamphlet that really captures “the core solution your business service provides.” You can pass these out wherever you network. The BGA has created a number of these types of materials for your use. See the listing in the back of this magazine or give us a call if you are interested in other items not listed.

6) Above all, he says, just relax and “network naturally.” Don’t think about meeting and winning over the whole group. It might help to remember your goal in group networking: Getting to one-on-one meetings with your prospective clients. That’s the only way really to get a new client.

7) Treat all your prospective clients with care and respect: Most importantly, be well prepared when you meet them. “Making stuff up as you go along isn’t convincing, authentic communication.” If your presentation wanders and appears disorganized, you’re showing disrespect to your clients and yourself.

8) “Authentic marketers take the time to polish their marketing materials until every page, every paragraph, and every word communicates precisely and with impact. You don’t need hyperbole and exaggeration. Simply focus on caring about your clients and the quality of your service, and the words will come,” Middleton claims.

Taken from Tipworld at emazing.com and geru.com.

If you have a question for the BGA or Editor, please submit it in writing with your name, business, and address to the BGA or email it to: beth@bethgadboisdesign.com.
Twin City Sandblast's Newest Arrivals

Judy Griffin is the latest addition to the Twin City office staff. Judy came to Twin City from Blue Cross/Blue Shield of Vermont where she was a claims examiner amongst her many duties. She now does data entry, order submission, general office management, and a host of other office support tasks for the operation. Judy is married and lives close by in Barre. "I enjoy my job and the people with whom I work, it is a great group and I am very pleased to be part of Twin City's family. This is best move I have ever made in my career so far!" said Judy.

Mark Izor rounds out the new hires at Twin City as their new shaper. Mark formerly worked at Vermont Castings in Bethel, VT where he was an assembler. He presently is a first cut operator on the sandblast line where he does the initial shaping of the designs for memorials and monuments. He too loves working for Twin City. "It is within walking distance of my home and I actually like getting up and going to work in the morning. I do oil painting as a hobby so I love the artistic aspect of my new job." said Mark. Mark was a professional musician for 18 years and has been married for over 19 years.

More CAD Graduates

Another Adult Education class at Barre Regional Vocational Technical Center, featuring Cochran's Monumental Designer CAD 2000, has just ended. The seven students that completed the course now have 48 hours of experience using Cochran's Monumental Designer CAD 2000. Using monument industry standards and terminology, the students learned the basic shapes, colors and finishes of granite. Utilizing the program, the students can create a standard monument with corner carvings, band lines with lettering on the arc of the band line, and letter it with family name, inscriptions, and dates in a few minutes.

Each student spent many class hours putting in new designs (digitizing), and modifying these designs. Once the designs were completed, the students created a monument with lettering and a backdrop (the 2D effect that looks like a Die on a Base) and printed them for their portfolios.

That's A Whole Lot of Corn Flakes

Created by Granite Importers, this fountain bowl will be installed at the University of Pennsylvania Museum of Archaeology and Anthropology - Mainwaring Addition in Philadelphia, PA. The bowl was made in four pieces to create a fountain bowl diameter of 10'-7" by 2'-0" high. The bowl is 18" deep. Imperial Danby - Hone finish. Look for a photo of the finished fountain in a future issue.
Tough Times Don’t Last . . . Tough People Do . . .

As most of you have been aware, I was surprisingly diagnosed with leukemia right after the Sturbridge Convention in March. I can not begin to try and express my gratitude for all of you retailers from around the country who contacted me during my seven-week stay in the hospital. My room was so incredible. I’ve included a photo of my room so you can get a feel for the Love I had surrounding me everywhere including the walls, doors, etc. . . I was so overwhelmed with genuine concern from everyone, I can’t even begin to describe all the emotion involved.

I need to have a bone marrow transplant and was lucky enough to have a sister that matched me. By now, I am in New England Medical Center in Boston on the next level of this journey.

I want to especially thank Gregg Smith and Adam Martin for their Love, Support, and surprise fund raising efforts, not to mention everyone who shaved their heads for me, it was great decoration for my walls.

My gratitude could go on and on. Our family could not ask for more when it comes to friends, loyalty, and devotion. Those of you who called with encouraging words to help me get through the days, especially the really rough ones, will be in my heart forever.

I look forward to my Road to Recovery so I can see all of you soon.

With Sincere Thanks,
Lynda Mureta Aldrich

BGA Annual Meeting

It goes without saying that a trade association celebrating a 112-year history is truly rock solid. On June 5, 2001, the Barre Granite Association held its 112th annual meeting at the Hilltop Restaurant. Judee Chatot, of North Barre Granite gave her parting remarks as President from June 1, 2000, through May 31, 2001. She thanked everyone who has participated in various BGA committees over the past year and acknowledged the BGA staff for their help and support. Chatot then passed the reins to Forrest Rouelle, who will be the new BGA President from June 1, 2001 until May 31, 2002. Chatot will remain on the Board of Trustees as past president until next year.

The Board also bid farewell to Bob Couture of Family Memorials who has served on the board for the past six years. Couture also served as a BGA Trustee in the 1970’s. Through some challenging times, Couture was a strong leader who knew where the BGA needed to go and made certain the Association achieved its goals. Much of the BGA’s stability today is due in part to Couture’s commitment to keeping the BGA strong as the Association prepared to usher in the 21st century. The board also welcomed James Tait, Twin City Sandblast, as the newest Trustee. Bob Plante, Colombo Stoneworks, and Bret Mugford, Peerless Granite, will continue to serve as BGA Trustees.

Rouelle spoke about the BGA and confirmed that the Association is strong and prepared for the new millennium. He also encouraged members to get involved and be part of the committees and teams that come together to make the BGA what it is today.

Executive Director, John Castaldo gave the financial report on the BGA for fiscal year ending 2001. He was pleased to report that the BGA would finish the year well within the budgeted projections. Castaldo also reported that he continues to feel quite optimistic about the BGA and its goals for 2002.
Granite Museum Gets A Big Boost

It will go down in the Guiness Book of World Records as the biggest wooden structure ever to be lifted off the ground and be seen by many in Barre as the kick off to a long awaited official start to the Granite Museum.

On Monday, April 30, in just under three hours, the entire Jones Brothers granite shed was lifted off the ground so that a new foundation could be poured. The structure will be gently lowered back onto its new footings at the end of June.

U.S. Senator Patrick Leahy is the honorary chair of the project and led the countdown to lift off. A raffle to raise funds was held for guessing the time necessary to raise the building four feet. Shirley Raboin’s guess came the closest and was the winner of $1350. The actual time was 2 hours, 55 minutes and 48 seconds. Shirley’s husband Andre is employed by a local quarry.

Once completed, the Granite Museum will be one of the top ten tourist attractions in Vermont, hoping to draw over 90,000 visitors each year. Exhibits will detail the history of the granite industry, show visitors how monuments are manufactured, and interactive stations will allow people to even descend into a mock granite quarry. Integral to the Museum’s plan is an on-site school to teach techniques and replenish the industry with skilled and talented tradespeople.

While this is just the beginning of the four phases of construction and fundraising is on-going, the lifting of the Jones Brothers building was an emotional and welcome celebration for the Granite Museum.

The following is an excerpt from the Granite Museum’s Executive Director Marcia Davis’s opening remarks:

“... Thousands of monuments, family mausoleums, memorials, and buildings were designed, commissioned and produced on this very site for eighty years. With technological advances in power, transportation, and machinery came the “boom years” of the granite industry. Between 1880 and 1900, in Barre alone, the population grew from 2060 to 11,754. Montpelier, Northfield, Woodbury, Hardwick, Bethel and South Ryegate were full of granite sheds and quarries.

Waves of immigrants came from Scotland, Italy, England, Ireland, France, Spain, Canada, Sweden, Finland, and Denmark to work in Vermont’s stone industry. They came through Ellis Island, Boston and other ports of entry, many of them having to leave their families behind, yet full of hope for a better life in America.

These men cut, hauled, shaped, lettered and carved stone with a passion for their families, and for Vermont, ultimately becoming Americans.

Today, granite countertops are to be expected in luxury homes and offices. NASA’s subcontractors use granite precision surface plates to check for flaws or aberrations in the shuttle’s engine parts, as do numerous other manufacturers for products that require the most stable and accurate conditions are required for manufacturing.

No one can predict the future, however, we do know the granite industry is up for whatever challenges may come its way, and that will become a new exhibit.”

Below left to right; Sen. Peter Shumlin, President Pro Tempore, U.S. Senator Patrick Leahy and Marcia Davis, Executive Director of the Vermont Granite Museum of Barre.
Cochran’s New Sandblast Curtain

Cochran’s announces a new, computerized Sandblast Curtain – custom made for the sandblast room. Cochran’s Sandman is powered with a 110 amp power demand at a maximum draw of 20 amps, thus conserving energy. A standard computer, along with custom software to receive the sandblast carving and lettering from your CAD software, will direct the Sandman to sandblast only areas with carving and lettering, not the entire stone. This new process will produce clean sandblast work in a fraction of the time taken by traditional sandblast curtains.

The eight foot model will allow a blasting area of approximately seven feet wide by four feet six inches tall. By sandblasting only areas with carving and lettering, users will save 30 – 60% in time, compressed air, abrasives, and electricity, thus increasing production and output.

Ned-Jet 2000 - Changing the Face of Quarrying

NED Corporation has recently begun offering the Ned-Jet 2000 as an innovative and completely new tool for the quarrying of granite. This machine allows a greater degree of automation, and therefore safety to be achieved by quarries. It can cut any vertical line regardless of seams, pressure, sap, black knots, or high quartz granite. The Ned-Jet 2000 uses high pressure water instead of traditional heat to cut the stone and aside from set-up and repositioning, the machine is completely automated.

The Ned-Jet 2000 also reduces quarry waste by a considerable percentage allowing increased saleable stone for a quarry owner. In the ongoing efforts to increase worker safety and quarry revenues, the Ned-Jet 2000 is leading the way in dimensional stone quarrying.

Miles Supply Introduces The Monumentall and New Setting Clamps

Miles Supply is pleased to announce the addition of two new products, the Monumentall and the Miles Supply Setting Clamps.

The Monumentall is a new device designed to assist with the setting of monuments and other stones. Among its many unique and noteworthy feature, the Monumentall weighs a mere 48 pounds, can handle loads up to 2500 pounds, has six position adjustments for three to 15 inch grips, and is a single line device (works with any host lifting machine). Manufactured by Liftall, Inc., the Monumentall is equipped with bonded neoprene pads on metal edges to protect against dings and the 60 duro meter polyurethane gripping pads won’t mark finished surfaces.

The Miles Supply Setting Clamps are constructed entirely of 3/4” steel with Grade 8 steel nuts and bolts steel which provides for an exceptionally rigid setting clamp which will resist flexing under the most demanding loads.

You will note in the photo that the design takes advantage of an extended vertical surface which provides additional support for vertical lifts. This extension reduces the chances of having the clamp slip when pressure is applied with a setting bar. Also, a non-marring rubber surface provides a solid hold which minimizes any slipping, a problem some customers reported while using other setting clamps. Finally, these clamps can handle polished dies from 7” to 15” with additional rods available to handle larger dies.
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number of months ago we sent out a readership survey to our subscribers. What we got back were a large number of wonderful replies and helpful suggestions to make Barre Life a better magazine. We thought we would devote some space in this issue and share with you what our fellow retailers and manufacturers had to say about the magazine. Always feel free to continue to send your opinions and suggestions on to us. We value your input a great deal and thank you for your loyalty to BGA member businesses.

QUESTION #1
Do you think a BGA monument design book would assist you in marketing your products to customers?
There was overwhelming support for a new BGA design book. In the coming months we will evaluate the feasibility of this project as well as refine what our readers are looking for in such a publication.

QUESTION #2
What additional items would you like to see in Barre Life magazine?
The new “Tips and Tricks” section was a huge success and will continue with each issue. Other request were for shop techniques, selling, retailer equipment, “the old days,” stone repair, verses, setting, cleaning, showroom layout, and more monument photos.

QUESTION #3
Would you consider becoming a member of the Barre Guild?
Many respondents said they would join the BGA if something was created for dealers and retailers. This is another area that we will examine and see what would be a worthwhile and appropriate membership.

QUESTION #4
Do your customers refer to the magazine when ordering a stone, of do they rely on you to refer to magazine photos?
We were surprised to see that most dealers do not show the magazine to customers and yet they want more photos included. We would love some further feedback on this question to help us understand why the publication isn’t being used as a sales tool and how we can make it better for that purpose.

QUESTION #5
Would it be helpful if the BGA posted selected articles from the magazine on our web page?
There is some interest here and considering that more people will be using the web we could feature some photos or stories in the future. Our web skills need to catch up with our other talents.

QUESTION #6
Would you be interested in seeing articles about other retailers?
No doubt here. The vast majority of retailers seem to be interested in how others are doing.

QUESTION #7
If yes, what type of stories would be of interest to you?
Here we have a far range of suggestions including selling and shop tips, design solutions, trends, pricing, advertising, setting, repairs and many more. Many of these suggestions were similar to question #2 and we will try to continue to cover topics that speak to your requests.

QUESTION #8
Please comment on the new layout and color photos in this issue.
Almost unanimous approval.

QUESTION #9
Do you want to continue receiving the magazine?
While we received a few requests to stop a subscription, most everyone wanted to continue receiving Barre Life.

We also received a number of great suggestions for future stories and other ways to improve Barre Life. We are extremely grateful to everyone who took the time to complete the survey and return it to us. Your input will help guide us for upcoming issues and will no doubt assist us in fashioning the publication more towards what our readers want. Thanks again.
MANUFACTURED FOR:
Homer Monumental Works • Homer, MI

Die: 3-6 x 0-10 x 3-3, Axed Face, Balance Rock
Angel's Wings Raised 3", Cross Raised 1", Family Name Raised 1/2 "
Base: 4-6 x 1-4 x 0-8, Axed Drop Washes, Balance, R.P.
Sculptor: George Kurjanowicz
North Barre Granite

Manufactured For:
The Hunt Family • Shelburne, VT

Autumn Rose Granite - Overall Size 2-6 x 2-6 x 6-6
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Looking for a color alternative? StoneTone monument paint will make all of your color projects easier and more economical than ever. In independent test results, StoneTone was proven to be more durable and longer lasting than other stone painting products. And because of its ability to withstand heat and cold, it's by far the new choice for stone industry professionals.

Call Miles Supply today and ask us about StoneTone or any of the other innovative products we carry for the stone industry. Whether you need a little color to stand out from the crowd, or any of the tried and true tools you depend on everyday, you can count on Miles Supply to be there to help you get the job done right. Miles Supply ... the stone industry's cutting edge.

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Die: African Jet Black 3-6 x 0-8 x 2-4, Pol.2, Balance Rock Pitch
Etched Angel with Deep Cultivated Roses
Base: African Jet Black 4-0 x 1-4 x 0-8, Pol. Top and Beveled Front 2” Polished Margins and Balance Rock Pitch
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Sandblast Work Done by Cochran's Inc.
Dale Earnhardt Memorial:

Monument sponsored by 98.9 WOKO radio station as a tribute from the north country fans.

The monument was produced and donated by Granite Importers. The etching was donated by Kuhn Memorials. Bellavance Trucking donated the transportation of the memorial to locations for display along the way to a final destination in Dale's hometown of Kannapolis, NC, where it is expected to be installed in front of a proposed Dale Earnhardt museum.
Sandblast Work by Ron's Custom Sandblasting, Inc.
Hand Tooled letters and V-tooled Cross Done by Joe's Custom Polishing
Many of our readers have asked us to do a "Tips and Tricks" on setting a monument. With the help of Joe Calcagni, Jr. and his brother Matthew of Granite Corporation of Barre we have assembled a step by step walk through of how to properly set a monument. Their father, Joe Sr. has been setting monuments almost all his life and has passed this trade on to two of his sons. He is one of the best in the business and we are grateful for their contributions to this story.

First and foremost it is critical to have a proper foundation in place before setting a monument. Not only does it need to be level and squared, but one critical factor is the hole itself. A hole that is dug improperly and ends up smaller at the bottom than the top will spell disaster to a monument down the road. When the ground freezes, the smaller hole at the bottom puts pressure on the larger end at the top. The ground literally is pinching the foundation and eventually raises the setting out of the soil toppling the monument. The foundation hole must be dug below the frost line and be as wide and long one the bottom as the hole on the top.

Carefully lower your base on to the foundation taking care not to move the cushions or lead. Remove the plastic on the bottom at this time.

Continue to make certain that everything is level before proceeding on to the next step.
GCB is one of the few companies that uses silicone for a sealant and bond. Joe C. feels it is the best product for the job as it lasts longer and is unaffected by heat or cold. The more common “setting compound” can be affected by heat and cold and can even cause a monument to slip off its base or foundation under the correct circumstances.

Next the die is set and as the photo illustrates, we are using plastic wedges to assist us. These allow us to get the die as close to the base as possible without scratching or dinging the base, and give us the ability to move the die around to get it perfectly center and parallel. These are removed once the die is in its proper position.

Using the silicone, seal the joint. You will need to remove the tape before the silicone sets up. Care should be taken to not get the sealant on the stone when removing the tape. If this happens, DO NOT TRY TO WIPE IT OFF, this will only make the situation worse. Rather, wait a couple days for the sealant to dry and return with a razor blade to remove the excess.

The end result, a properly set monument.

**Remember!**
1) Have the foundation dug properly.
2) Dig below the frost line.
3) Keep checking for level.
4) Use silicone for best results.
5) Do not try to wipe off excess sealant from the stone, wait a couple days and return to clean up.
Above: Wells-Lampson quarry, around the turn of the last century.

Left: Sherm Cochran’s grandfather, Charles Cochran, standing first on left.
it all starts with a phone call
HOW AN ORDER IS CREATED FROM START TO FINISH

de decided for this issue to take our readers through the steps involved in producing a monument for our customers. While many of you have visited our plants or may be familiar with the process, others have not had the opportunity to see what is involved in getting an order to a retailer's doorstep. It is mind boggling to say the least.

All manufacturers get "rush" orders and while they do their very best to satisfy dealer's needs, as you will soon see, there are some things only Mother Nature can control.

For example, a simple 2-6 x 0-8 x 2-2 monument with some minor sandblast work can take up to seven weeks to manufacture before shipment. Why so long? Follow along as we explain what is involved in creating each unique order. Mike Ornitz of North Barre Granite is our salesperson for this story and all the photos are from NBG. Thanks to them for their help with this article.

1) It Starts with a Phone Call
Mike gets a request for a quote from a customer. He may get back to the person right away or it may take a couple days to work up the price depending upon the complexity of the job. Once the job is given a preliminary o.k. it moves on in the system. 2 days

2) The Job Goes to Order Entry
Nina enters the quote in the computer and assigns it a number. Paperwork goes up to drafting and shop cards are sent out to the plant where they await final approval before work begins. Confirmation paperwork is also created for the dealer as well as a bill of lading for shipping. 2 days

3) Drafting Starts Working on the Order.
It can take one to two weeks for drafting to have a drawing completed. Once sent to the dealer, the order awaits approval before moving on in the system. It is here that many days can be shaved off simply because of technology. A fax machine can send the sample drawing and receive approval all within a matter of minutes where the postal service can take up to one week for approval to be received. The full size drawings must be returned approved. Up to three weeks.
The time it takes for your type of granite to be cut depends upon popularity of color and timing. The job of the layout man is to look at a very large slab of granite and decide how to get the largest number of shapes/orders out of that one piece of stone. A color like Barre gray is very popular so there are always a large number of jobs awaiting cutting. A color like Dakota Mahogany is not used as often so a layout man must wait until there are enough orders to divide up the huge slab. The stone goes from blocks, to slabs, to roughed out pieces. Up to one week.

4) Order Goes to the Plant
The plant foreman receives the o.k. to begin the order and pulls the shop card and starts the job.

5) Size is Cut
The time it takes for your type of granite to be cut depends upon popularity of color and timing. The job of the layout man is to look at a very large slab of granite and decide how to get the largest number of shapes/orders out of that one piece of stone. A color like Barre gray is very popular so there are always a large number of jobs awaiting cutting. A color like Dakota Mahogany is not used as often so a layout man must wait until there are enough orders to divide up the huge slab. The stone goes from blocks, to slabs, to roughed out pieces. Up to one week.
6) Shape is Cut
The roughed out piece then moves on to the stone cutters. They will rock pitch or polish out a base. 1 day

7) Goes to Sandblast
The stencil is put on, the first cut is made, the second cut is made, then it is sent to the sandblast room for the final cut. 2 days
8) **Goes to the Washstand** for the removal of the stencil from sandblast, a final washing, boxing and shipment out on the next truck load. *Up to one week.*

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**What Can Add Time To An Order?**

1) Right from the start, delays in approval will cause delays in production.
2) Poor rubbings or missing information.
3) Changes to the order after it has been preliminarily approved.
4) Complex shapes and finish work.
5) Hand etching and sculpting.
6) Using uncommon types of stone.

As this story clearly illustrates, there are numerous steps in a monument’s journey from start to finish. It takes many people working together to get your order to you as quickly as possible and see that the job is done well, without compromising quality.
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*indicates voting member status
This time capsule was installed in the University of Vermont Archway on Saturday, October 7, 2000 at 3:30 p.m. The Archway and the Time Capsule were dedicated on that day by Maren Christensen, Class of 2000 Senior Class Council President and Erin Stahl, Class of 2000 Gift Chair. Joe Calcagni, designer and builder of the Arch, installed the Time Capsule. He worked with the Senior Class Council for an entire senior year to ensure that the Arch was a direct reflection of the spirit and enthusiasm of the senior class.