Manufactured for:

Everhart Memorials

RICHMOND, OHIO

BASE: 5-0 x 1-2 x 0-8 WITH POLISHED MARGIN

1-8 x 0-8 x 2-4 WINGS, PLINTH, & VASE
Notes from the Executive Director

It seems like I just finished putting my article together for the Spring 2003 Barre Life issue and summer is in full swing. As I sat and watched the fireworks over Lake Champlain this July 4th, I realized again how great our country is and how important it is to support our own American owned companies. This year I have the honor of serving as president of the Barre Rotary Club for the 2003-2004 year. It gives me a valuable perspective on how American owned, and often family owned businesses are the backbone of our economy. In speaking with business owners in many other industries, it is clear how important quality and service is to all of them. They want their customers to be satisfied and to know they are close by in the event of problems or concerns. Our business community is also involved with many civic organizations because we want our local communities to be the best places to live. American business owners and workers have a lot invested in their local cities and towns as well as their companies. With that in mind, it makes sense to support the companies that in turn support the local communities. I recently learned that the Vermont Arts Council will be giving an award to Frank Gaylord, a local sculptor in Barre. He is being recognized for his artistry and talent in the granite industry. This type of recognition just augments how Barre supports more than just a large granite industry. Barre is home to some of the best sculptors in the world. With this type of reputation to live up to, it is no wonder that BGA members produce exquisite works of art everyday.

The member firms of the BGA are all owned by local business people who take their customer service very seriously. Their concern is for you the retailer, to feel confident you are offering your customers the best quality and service there is. What about getting the real thing? As Robert M. Reed, Structural Geology Ph.D., at John A. and Katherine G. Jackson School of Geosciences, The University of Texas at Austin states, “in both ice cream and granite, if you don’t have some of the basic ingredients, it’s not the real thing. As with ice cream, there are things out there that may look a lot like granite, they may even have a lot of the same ingredients; people may even tell you that they are the same, and they may even “taste” a lot alike, but they aren’t granite”.

When you buy from a BGA member, you will always get the real thing. Our members are here to assist in any way they can, so do not hesitate to call them or the BGA office for information. I look forward to seeing you all again at upcoming conventions this fall and winter.
In this issue of Barre Life we see examples of restoration work that uncovers links to the past. John Castaldo of BGA along with Judee Chatot, Dan Travis and Michael Ornitz of North Barre Granite, rolled up their sleeves with other volunteers to clean up an abandoned cemetery in Duxbury, Vermont. We also get a glimpse of William Sleeper, who lives in Glastonbury, CT. He grew up in Sharon, VT. When William returns to the area on many a summer weekend, he enjoys heading out at 6 AM in his open top Jeep to continue his genealogical searches and to voluntarily trim the vegetation in six remote cemeteries he has found. These efforts exemplify what is great about America, civic pride and the volunteer spirit.

I recently visited Calvary Cemetery in Brooklyn, New York with over 400,000 memorials. The contrast between marble and granite carvings was apparent. Details in the marble were worn down, yet the work done in granite retained its original form. This brought home the reality that Barre granite will sustain the test of time. Steeled Barre gray is the personal choice for many member firm owners.

We welcome our new supporting member, the Rock of Ages Quarry division, that supplies BGA member firms with the Barre granite which is cut and shaped into the finest memorials in the world.
It has a legendary reputation for durability and beauty, the ultimate long lasting choice in any finish. The unique proportions of quartz and feldspar make it unusually resilient, moisture resistant and thermally stable. Most importantly, the memorial your customer is purchasing is proven to stand the test of time.
Clem and Scott Vaillancourt’s motto is “QUALITY IS IMPERATIVE.”

“They ship only high quality products that they have personally given their seal of approval to. Our guarantee is that if upon receipt, your order does not meet your expectation, please contact us so we can improve our services to you, our customers,” says Clem.

The family based business was established in 1963 by the young entrepreneur Henri Vaillancourt, who ventured into business after working in the granite industry for many years. The business is still small, but has over 100 years of granite experience in its workforce. They produce personal and civic memorials as well as countertops and landscape products in a wide choice of granites.
Excerpts from the new BGA President Bret Mugford’s Speech at the Annual Meeting

“Be what we are.”

We do the best memorial work in the world. Our quality is unsurpassed. We are small business people who put personal attention into every monument. We can do custom jobs, big or small. We do them as fast as we can and as well as what can be done. This is not a small advantage. Retailers know we are the best and will give us the nod when it is financially feasible. We have to keep our high standards of workmanship and quality to maintain this advantage over our foreign competition.

Use the resources of the BGA. The “Buy American First” campaign involves working with the EGA and Northwest manufacturers to encourage more retailers in this venture. We have some of the best minds in the granite industry in this room today. I think we have to turn these minds in innovative directions. If we do this and work together through the BGA our grandkids should see a strong and vital Barre granite industry.

New Salesmen at Buttura & Gherardi Granite Artisans is Hardly “New” to the Industry

After 50 years of satisfying work selling granite products, Ray Stroutsos retired in January of 2002. It soon became apparent that something was missing. Ray missed the Granite Industry, especially the friends he had made over the years. Many retail monument dealers let Ray know, “The door is always open to you.” And so Ray began working for Buttura & Gherardi Granite Artisans on a part-time basis.

Ray began working in the Cook, Watkins and Patch plant in October of 1953 upon returning from military service in the Korean War. “Everyone had to work in the plant before you had a chance to move into a sales position in those days” he recalls. He worked in sales in the territory of Michigan, Ohio and Indiana returning to Vermont in 1988, and worked for the Rock of Ages until 2002, heading the sales team.

Sales advice based on 50 years of Granite Memorial Sales:

- Know your product
- Work hard
- Be honest with your customer
- Listen carefully to your customer’s ideas and what is important to them

Ray put it simply, “I just knew a lot of people.” He worked with customers on projects of all sizes including mausoleums, shrines and features, to be certain they were personally satisfied, which translated as an accomplishment in his work. He encourages young people today to consider a career in the industry. Ray’s favorite granite - Light Steeled Barre, “It always looks great.”
Off a dirt road beneath overgrown evergreen trees, lie the fragments of cracked marble and slate monuments. Strewn on the ground are the rusted remains of the star shaped symbols of Civil War Veterans. This cemetery has graves that date back to the 1850's and is one of many lost and forgotten, hidden in the hills and valleys of small towns all over America.

It is gratifying to see a few individuals who have begun the task of restoring and maintaining these historical resting places. John Castaldo, Executive Director of the Barre Granite Association, along with the help of Michael Ornitz, Judee Chatot and Dan Travis of North Barre Granite, and many local volunteers, including Representative Robert Dostis, removed trees and overgrown vegetation in a remote Civil War era cemetery in Duxbury, Vermont.
William Sleeper of Glastonbury, Connecticut was on a genealogical search for his great, great, great, grandfather Calvin. “I had no idea where he was buried but I thought it was somewhere between Strafford and Sharon, Vermont. I asked where there were old cemeteries. We went off in a Jeep on almost impassible roads. There was a cemetery in the middle of nowhere, completely overgrown with over three dozen stones. It looked so bad. There were two veteran’s stones and a family members’ that no one was paying attention to.” William found what he was looking for. Not only had he found his ancestor but a new calling, to maintain and care for five other forgotten cemeteries in the area.

Sleeper assured Barre Life that there are plenty of similar sites still to be found. “If anyone has the spare time, they could sure use some help.” Check with the town clerk or the local historical society. A lawn mover, a weed whacker, cutting tools and a good heart is all that is needed. William Sleeper exemplifies civic pride in his work. His voluntary efforts have restored the sites that time forgot.

Jules J. Chatot died on June 13th at his home on Joe’s Pond in Cabot, VT. Following graduation from Spaulding High School in the class of 1930, he began his long association with the Barre granite industry.

Jules began as a polisher for Jones Brothers Granite Company. In 1946 he purchased North Barre Granite Company with a partner, John Leppanen. In 1965 he became the sole owner until his retirement in 1982 when he sold the business to his daughter Judee Chatot and nephew Charles Chatot.

Jules Chatot was an active member of the Barre Granite Association, a Director and Chairman of several committees. He was a member of the North American Monument Builders Association.

He was a U.S. Navy Seabee Veteran during WW II serving in Guam in the Pacific Theater of Operations.

Jules was a member and Director of the Vermont Chamber of Commerce, Chairman of the Barre Housing Authority for 18 years and very active in the Democratic Party at the city, state and national levels. Mr. Chatot was a skilled photographer, an accomplished skier, and avid painter. He enjoyed golfing and was a past President of the Barre Country Club. Jules will be greatly missed by the granite industry.
I walked around several cemeteries in Barre with Don Fontana of Adams Granite Co. as we discussed two topics. Which granite is the choice of people associated with the memorial industry and in what finish? We also discussed the advantages of designing and setting your personal memorial while you can be in control of the decision.

Steeled Barre gray appeared almost white against the blue sky and green mountains on this lovely summer day. It has been the granite and finish of choice for generations of leaders in the industry. Don feels it reflects a “celebration of life” that a polished finish and darker granites just can’t match.

On the decision to design and erect a pre-need memorial he said, “Carole and I have a sense of enjoyment and accomplishment when we look at it. It is satisfying to know our family will not have a burden of deciding what we would have wanted; this is what we wanted!”

The Fontana family memorials shown and the Chatot and Buttura memorials illustrate the intrinsic beauty of Barre granite in rough and steeled finishes. Consider all the possibilities for your customers or your own memorial when you talk with your BGA member sales representative.
LIGHT BARRE DIE: 3-2 x 0-8 x 2-6 STEELED 2, BRP CARVED AND LETTERED ONE SIDE. THE TWO ADAMSCRAFT ROSES REPRESENT MR. MINASSIAN’S TWO CHILDREN AND THE SIX BUDS HIS GRANDCHILDREN. THE PIANO IN A RECESSED BACKGROUND, WAS HIS PASSION.

BASE: 4-0 x 1-2 x 0-8 STEELED FLAT TOP
WITH A 1-1/2” STEELED MARGIN, 4 SIDES, BRP.
Manufactured for:

Davidson Memorials

COWANSVILLE, PENNSYLVANIA

DARK IMPALA DIE:
2-0 x 0-8 x 5-0 POL. 2, BRP

DARK IMPALA BASE:
3-0 x 1-2 x 0-8 PFT, BRP

ASHLEY NICHOLE DEMICH
DEC. 13 1983
NOV 10 2001
Created for:
Plattsburgh Memorials
PLATTSBURGH, NY

LASER ETCHED LETTERING FRONT AND BACK
LASER ETCHING OF THE GOLDEN GATE BRIDGE AND EAGLE
Welcome to Lynn Massachusetts Home of the North Shore Spirit

Manufactured for:
Sheehan Memorials
LYNN, MASSACHUSETTS
SIZE: 10-0 x 1-6 x 4-4
DESIGNED PER CUSTOMER SPECIFICATIONS
Manufactured for:

Kol-Rocklea Memorials

RED HOOK, NEW YORK

IMPALA DIE: 2-1 x 0-8 x 3-4
IMPALA BASE: 2-8 x 1-0 x 0-8
HAND CARVED LIGHTHOUSE BY BUTCH GANDIN WITH GOLD LEAF CROSS AND BEACON
MARLIN VERDE
PENCIL ROUND EDGE
UNDERMOUNT SINK
4" BACK SPLASH
PRIVATE CENTRAL VERMONT RESIDENCE
Manufactured for:
Newburyport Memorial Arts Co.
NEWBURY, MASSACHUSETTS

CANADIAN PINK
DIE: 5-0 x 0-10 x 2-6 ALL STEELED SERP TOP
WINGS: 2-6 x 0-8 x 1-6 ALL STEELED 1/2 SERP
BASE: 11-0 x 1-6 x 0-10 STL MGN (4), SFT
MARGINS BALANCE ROCK PITCHED
Manufactured for:

Pesavento Monuments

SCRANTON, PENNSYLVANIA

BARRE GRAY LIGHTHOUSE
14” IN DIAMETER, 48” TALL - ALL DUSTED
SEPARATE CAP PIECE FOR CANDLE S/B CARVED
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COMBINE TO CONSTRUCT THIS UNIQUE MEMORIAL
TAPERED SPIRE WITH APEX TOP
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1-6 6" APEX TOP SPIRE
ALL STEELED
BARRE GRANITE BASE:
2-6 x 2-6 x 1-0 STEEL TOP
1/2" DRIP WASH
BALANCE ROCK PITCH
2-0 x 1-0 x 1-0 HICKEYS
Manufactured for:

Austin Memorials

SPRINGFIELD, VERMONT

SIZE: 2-6 x 1-0 x 1-4 WITH 2-1/2 SERP TOP NOSING AND 4" BOTTOM NOSING, POLISHED FACE
BASE: 3-2 x 1-4 x 0-6 POLISHED TOP BRP
HOPE CEMETERY
BARRE, VERMONT
DIE: 4-6 x 0-10 x 3-0 ALL STEELED WITH ROCK BORDER
BASE: 6-0 x 1-4 x 1-0
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MEMBER NEWS

Financial services firm Edward Jones hailed passage of the $350 billion federal tax cut package saying it will have a “profound impact” on individual investors' ability and willingness to invest while providing a strong economic stimulus. The downtown Barre Edward Jones investment representative is Hans Asoera.

Officially called the Jobs and Growth Tax Relief Reconciliation Act of 2003, it lowers the top tax rate on dividends and capital gains to 15 percent through 2008, and accelerates scheduled income tax cuts. It also includes tax breaks for businesses to encourage investment in new equipment.

Edward Jones has been a prominent proponent of the tax cut plan, especially the provisions regarding double taxation of dividends. “On average, this bill reduces dividend taxation by more than 60 percent,” said Asoera.

“This is a terrific victory for all individual investors, especially those retirees who depend heavily on dividend income.” For more information contact Hans by phone 802-476-6200 or visit the interactive website at www.edwardjones.com.
How to Choose Symbols for Your Family Memorial

This multi-page brochure is once again being sold through the Barre Guild Store. The brochure touches on the creation of a monument that defines a person’s life, interests, and accomplishments. Items covered are the shape, style, lettering, flowers, symbols and epitaphs used on the memorial. These are being sold for $.45 each.

The Barre Guild Store is always willing to send a FREE sample kit of the available brochures offered by the Barre Guild Store.
Vermont Granite Museum of Barre Appoints New Manager

PO Box 282, Barre, VT 05641, 802-476-4605, Fax: 802-476-6866
www.vermontgranitemuseum.com

In February of this year, The Vermont Granite Museum of Barre announced the appointment of Therese Taylor as the museum’s General Manager. “We are extremely pleased to have Tess Taylor joining the Vermont Granite Museum of Barre,” noted Jeff Martell, co-chairperson of the museum’s Board of Directors. “Tess brings to this position the right combination of experience, skills, and enthusiasm that the museum needs at this important stage of its growth. Her ability to create community liaisons, raise funds, manage the financial picture, and coordinate events, will be particularly effective in helping the museum accomplish its next goals.”

Taylor is very familiar with the granite industry, having grown up in Rome, New York, where her family owned a machine tool business and her father and uncle were monument dealers. She attended St. Michael’s College, graduating with a degree in business administration. Prior to assuming her present position, Taylor served as executive director of Studio Place Arts (SPA) in Barre. There she created a new, positive identity for SPA and mounted numerous art shows, including two highly successful Stone Shows. Before that, Taylor was executive director of the South End Arts and Business Association in Burlington.

“It’s very exciting to be a part of this great project,” says Taylor. “I understand the importance of the hard work and tradition that have produced great products that are seen locally and around the world. I appreciate the industrial aspect of this work; that every tool made, every piece of granite quarried and every final product delivered was done by people whose work will be celebrated, documented, taught, and preserved in the Vermont Granite Museum of Barre.”

Since February, the Granite Museum has graduated six students from its first Stone Arts School program. This was accomplished before the school was built into the Jones Brothers Shed, where it will eventually reside. Taylor says, “It has been a real thrill having the students here. Our school coordinator, Tom Belville, worked diligently to bring instructors from the industry together with this talented bunch of students. They came through with new skills and a chance to work in the sheds. Some have taken the opportunity already. This is exactly what we are working toward.”

The Museum is now starting the school construction. While that is going on, the Stone Arts School is holding a workshop in fieldwork. There are 10 students enrolled, and a waiting list for a second class, TBA. Most of these people heard about the class through the BGA. “It’s such a thrill to have filled this first class in sandblasting and stone-setting so quickly. Ten people from all over the country will be coming to spend a weekend, some even bring family. Now we know we’re on the right track!”

What is the next step? “Working on the exhibits and collections,” says Taylor. “Many people have donated items already and have promised more. We need to concentrate on the museum side of the project, now that the school is underway. I’m proud of the work we’ve all done to make the Granite Museum a reality.”
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The Magazine of the Barre Granite Association