About the cover...

Workmen at the original, 100 year old Rock of Ages Graniteville quarry wrest another huge block of Barre granite to the surface of the 30 acre lode. Rock of Ages produces more monumental granite than any other quarry complex in the world and this issue of Barre Life features photos of the firm’s expanding quarry operations.

Rock of Ages
Quarry Expansion

GRANITEVILLE, Vt. - With an ear-splitting roar, almost 150,000 tons of stone, released by a single explosive charge, cascades down the Vermont hillside. The graceful plume of smoke wafts aloft and deafening reverberations throb through the once quiet countryside. Another day in the ambitious development of a new quarry has begun.

By late this year, the Rock of Ages Corporation already had removed more than 300,000 tons of waste stone, detonating more than 50 tons of dynamite in the process as it peels away countless layers of rock to expose the vein of gray granite beneath. And the nation’s largest supplier of memorial stone is still five years from utilizing its new quarry on a fully operational basis.

Four years in the planning stages, the new resource will ultimately furnish a light gray colored stone which will be used for dimensional as well as “A” stock building material.

“The light quarry development project is expensive,” comments C.J. Slaybaugh, president of Rock of Ages. “But it demonstrates our commitment to providing a continuing supply of high quality Barre granite for our current customers and for future generations of customers.”

The potential volume of memorial granite which might be extracted from the new source is incalculable. But it certainly will be measured in the millions of tons.

Besides being the principal supplier of rough stock for Barre’s memorial manufacturers, Rock of Ages is a major fabricator of dimensional granite for the building industry internationally.

In this single detonation involving 17,000 pounds of explosive, 150,000 tons of preshot rock are blasted away, beginning the process of readying the overburden for eventual quarrying of the light Barre granite beneath.
Commences Huge Expansion Project
George Town, director of operations for the Light Quarry expansion, uses a walkie-talkie to coordinate the movement of work crews at the Rock of Ages site. Bob Beede is the firm's manager of light quarry operations.
This is a portion of the more than 300,000 tons of stone which have been blasted loose from the Graniteville hillside preparatory to the opening of the new Rock of Ages quarry. This drop ball is reducing the oversized stone for subsequent shipment to a construction site.

Outlined against a gray November sky, construction workers begin laying the electrical detonating wires which will eventually ignite the explosive charges at the Rock of Ages quarry expansion project.
News about BGA members

John Garand of S.L. Garand & Co., Montpelier proudly displays this etching of Christ, one of a series executed for the firm by artist Mike Pala. The new design is one of six stock renditions offered by the BGA member firm but the process can be personalized through the use of a sketch or photograph.

Two new employees recently joined the Cetrangolo Finishing Works of Northfield, Vt. The additions to the BGA member firm are Lloyd Ferry (above), a salesman and Sandy Baker (below), receptionist.
The Barre Granite Association recently sponsored a blood drawing on behalf of the Barre Red Cross.

One hundred, forty-five pints of blood were contributed during the one day drive.

BGA member firm employees pictured here are Fudge Rouelle of Granite Industries of Vermont with nurse Beverly Morrill and Mrs. Ray Comolli, wife of the Rock of Ages sales manager, who takes a type sample from Roger Jalbert of LaCross Memorials, Inc.

This five ton Barre granite sign was carved from stone specially quarried by Rock of Ages for Lloyd Brothers Walker Co. of Toledo, Ohio. The 100 year old quarry was formerly owned by Lloyd Brothers Walker and the sign was designed by Jamie Walker of that firm, for Toledo Memorial Park Cemetery of Sylvania, Ohio. It is 12 feet long by four feet high.
This new diamond saw is the latest addition to the equipment complement at the Montpelier Granite Works. George Hatch is the operator.

Executed in Barre Granite by Beck & Beck, Inc., the James Sperrazza family mausoleum was furnished to the Westside Monument Co., Swoyersville, Pennsylvania and was recently installed in Denison Cemetery, Swoyersville.
This distinctive Barre granite sign was installed recently at the entrance to the Rouleau Granite Company complex. The sign consists of two posts 1-6 x 1-6 x 9-6 which are of irregular rock. The steeled sign itself is 7-4 x 0-4 x 5-0. Shown with the new sign are, left, Bert Rouleau, vice president and Ray Rouleau, secretary and plant manager.

Rock of Ages representatives from the United States and Canada were guests of the company at a recent sales conference in Barre. Here, left to right are, Gary Kelly, whose district encompasses New Jersey and Pennsylvania; Norman Campo, New England; Henry Corra, Southeast and Middle Atlantic; George Quillia, Ohio, Michigan and Pennsylvania; Raymond Comolli, sales manager; Guy Filiaxtraul, Fairmont Granite, Ltd, Canada; George Hamilton, Southwest and West Central; Laurance Lumbra, Indiana, Illinois, Wisconsin and Kentucky; Richard DiMatteo, Upper New York; Alan Miller, also of Fairmont Granite; Michael Schidlovsky, sales trainee and George Karnedy, director of Sales & Marketing.
Glen Sulham, newly retired Manager of Member Services for the Barre Granite Association, and his wife, Emma, were guests recently at a BGA-sponsored reception.

Here with Emma and Glen are Ed Comolli, Manager of Cemetery Services; Executive Vice President Milton Lyndes and Bob Stewart who succeeds Glen as Manager of Member Services on the BGA staff.

Joe Mureta of Montpelier Granite Works, adjusts the air flow on a segment of his firm's recently installed heating system. The heat-saving technique features separate units which can be individually adjusted to suit varying temperature conditions within the plant.
Edward Comolli, Manager of Cemetery Services for the Barre Granite Association reports that for the year 1980 his program has created 19 new monument section plans that included 19,000 monumented grave spaces.

All of these plans were custom designed for each cemetery by Donald Ward of Grever & Ward, professional cemetery architects.

This share-the-cost cemetery design program has been very well received by cemeterians because it assures the most efficient use of cemetery space while at the same time creating attractive and easily maintained sections.

Among those cemeteries that have obtained modern monument section plans during 1980 are:

Bridgeville Cemetery
Bridgeville, DE
Mt. Calvary
Manchester, NH
Cedar Grove Cemetery
Dorchester, MA
Holy Rosary Cemetery
Richmond, VT
Dale Cemetery
Ossining, NY
Fairlee Cemetery
Fairlee, VT
St. Johns Cemetery
Troy, NY
St. Josephs Cemetery
Bristol, CT
Knesses Israel Cemetery
Pittsfield, MA
Lakeview Cemetery
Burlington, VT
Plainfield Center Cemetery
Plainfield, VT
Plain-Mont Cemetery
Plainfield, VT
Linwood Cemetery
Haverhill, MA
Montour Falls Cemetery
Montour Falls, NY
Mica Hill Cemetery
Durham, CT
Notre Dame Cemetery
Fall River, MA
River Bend Cemetery
Westerley, RI
Orange Center Cemetery
Orange, VT
St. Mary’s Cemetery
Dover, NH
Section 6
Saint Joseph Cemetery
BRISTOL, CONNECTICUT

This section was originally designed to be all flush marker lots.

Kay Hayes, superintendent, was having difficulty selling graves in this section. She decided to beautify the area with shrubs and trees, to meet the public demand for monumented lots and at the same time increase the income to the cemetery.

Here are the results.

New Monument Section Income:

<table>
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<tr>
<th>Lot Type</th>
<th>Number</th>
<th>Price per Lot</th>
<th>Total Income</th>
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<tr>
<td>Flush Marker</td>
<td>515</td>
<td>$350.00</td>
<td>$180,250.00</td>
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<tr>
<td>Monumented</td>
<td>334</td>
<td>$375.00</td>
<td>$125,250.00</td>
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<tr>
<td>Monumented (Garden)</td>
<td>170</td>
<td>$400.00</td>
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<td>Cremains</td>
<td>88</td>
<td>$65.00</td>
<td>$5,720.00</td>
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Total Income: $379,220.00

Cost of Design, Shrubbery & Man Hours: $5,000.00

Net Income: $374,220.00

Old Flat Marker Section Income:

<table>
<thead>
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<th>Number of Graves</th>
<th>Price per Lot</th>
<th>Total Income</th>
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<tbody>
<tr>
<td>1,200</td>
<td>$300.00</td>
<td>$360,000.00</td>
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Additional Income, New Plan Over Old Plan: $14,220.00

As can be seen, Grever & Ward was able to come up with an excellent design in spite of the large number of flat marker graves that had been sold previously.

The modest increase in price for the monument lots, is easily justified by the more attractive area and the upright memorial privilege.

gray areas indicate graves that had been sold previously.
After three months of working around carpenters, electricians and plumbers, the remodeling of the Terminal is complete. We believe that we were able to give good service to our customers during the summer renovation period.

We are including a prepaid post card with all our invoices, so that we may be notified by the individual dealer as to where his orders are placed and how he wishes them to be shipped.

This information will enable us to consolidate trailer loads and expedite delivery to our Western customers. A facsimile is shown here and we urge the retail dealers to make full use of it.

Cecil Royea, assistant terminal manager and Raymond LaCroix, treasurer of Maurice Memorials banter about freight rates. Cecil sits in the cab of one of the BGA Consolidation Service’s new trucks acquired last summer from the Montpelier & Barre Railroad. BGA member firms now have their freight picked up directly by the Service for consolidation and shipment from the terminal.
Rear view of BGA Freight Consolidation terminal during reconstruction work. During the three month project 150 feet of wing was torn down, and foundations poured. The curtain wall shown was prior to the installation of metal siding.

Interior of terminal showing new purlins on each side running the full length of the building plus cables under each truss tying the structure together.

Terminal Manager Gardner Walker, left, and crane operator Frank Cambell handled the installation of this piece of structural timber during the rebuilding of the BGA's freight consolidation terminal.
Mother Teresa of Calcutta, winner of the Nobel Peace Prize, was the inspiration for this memorial produced by the Cetrangolo Finishing Works of Northfield for the A. Wooster Memorials Co., of Clementon, N.J.

The commemorative was executed in collaboration with Classic Images, Inc., of Toledo, Ohio which used its photo-engraving technique - called Babhasti Art - to create a stencil from a photograph which was then sandblasted onto the memorial by craftsmen at Cetrangolo's.

The patented process, developed by Jerry Kaminski of Classic Images, requires only a clear photograph which is used to engrave a stencil which is then returned to the monument builder.

The Potts Memorial has been installed at the Gate of Heaven Cemetery, Berlin, N.J.
Time, it is said, is money. And the wholesale use of computers in recent years by Barre Granite Association member firms has quickly come to represent new levels of both efficiency and economy in all the activities associated with the production and marketing of memorials.

Most BGA member firms now either utilize computers which are installed in their manufacturing plants or have access to computerized services for at least a portion of their office management procedures.

Escalating personnel costs in the granite industry as in all other processing and manufacturing activities, helped trigger the computerization of office procedures. But the extensive investment by Barre memorial firms in recent years also reflects a broader focus on streamlining in general, both in the shop and the front office as well.

The capacity of computers to store and retrieve information also offers BGA members a new management tool - the "tracking" of employee performance, trends in costs, cash flow analysis and comparable information which facilitates management decisions, promotes efficiencies and saves time - and money.

For most Barre firms, office management requirements that until a few years ago were conducted manually, now are all routinely computerized. These include maintenance of general ledgers, inventory monitoring, payroll, purchasing, accounts receivable and virtually all of the routine - and sometimes not-so-routine - activities that fall within the complex of a growing, ever more sophisticated industry.

The time, and the money, saved by the extensive use of computers by BGA member firms is of distinct benefit both to monument retailers and their customers. It is yet another technique to assure the highest quality at the lowest possible price within the fastest level of service.
Diane Benoit keeps the computer whirring at Buttura & Sons, Inc.

Rita Bassett (above) and Loreli Higgs (left) operate the dual terminal system at Houle-Giudici.

Paul Rouleau (below), treasurer of the Rouleau Granite Co., has overall responsibilities for that firm's computer operations.
Sonia Routhier is the computer operator at Nativi & Son, Inc. Silvio Nativi, reading the printout was one of the first manufacturers in the Barre area to explore the use of computer technology for his firm.

Rhonda Johnson is shown inserting a disc into the computer bank at Beck & Beck, Inc.

Sheila Mason (foreground) and Edie Camley process data on the battery of computers at the Rouleau Granite Co.

Leo Bizzozero operates this business machine which was recently acquired by the Peerless Granite Company.
Where everyone else saw a blizzard, Wilson A. Bentley of Jericho, Vermont saw one perfect snowflake. And using crude equipment, Bentley made the first photographs of snow, frost and dew. Bentley was the first photographer to sense and capture the fact that each snowflake is unique. His work subsequently brought him worldwide fame as “Snowflake Bentley.”
Every good idea has its time.

The idea of having a certification program for retail monument dealers has been with us for many years, but right now its advantages seem more obvious than ever before.

Rolly Johnson of the Johnson Granite Supply Company in North Kansas City, Missouri, is a member of a committee to study this very question. He recently outlined the benefits of certification when he spoke to the annual convention of the Northwest Monument Builders. As Vice President of the Monument Builders of North America, Rolly is an excellent choice to help make this study along with Jim Menor and Mike Johns. A former retail dealer and sales representative, he operates his own supply firm serving retailers in many states.

The retail monument business would certainly benefit from a certification program because it would give increased prestige and status to the individual retailer in his community.

It would strengthen your position as a true professional in the eyes of the buying public.

The industry should work toward encouraging retail monument dealers to maintain a certain level of competence and skill. This of course, creates confidence on the part of the buying public and helps to give our industry the well-deserved image of professional responsibility.

Most experienced retail monument dealers should have no difficulty in meeting the requirements to be designated as a certified memorial counselor. This would set them apart from those people on the fringes of our business who neither care about their image nor want to improve their own skills.

National cemetery associations have given a lot of emphasis to this very idea for pre-need cemetery lot salesmen. It is only logical (and long overdue) that our own traditional monument industry take these steps in the direction of more professionalism.

Your Barre friends applaud these efforts being made by Rolly and his committee, and we encourage everyone to review this idea with an open mind.
Heroic Statue
Set at Ohio Shopping Plaza

"Pioneer Family" a seven and a half foot high granite statue was recently executed by the F.C. Gaylord Studio of Barre for the Fred Albrecht Grocery Company, a midwestern food retail firm and has been set in a shopping center in Akron, Ohio.

The work was carved by John Hanna of Gaylord Studio. Setting was by the Daily Monument Company of Akron.
"I'll Never Learn To Drive A Car"

By George M. Karnedy

When my daughter, Jody, was first learning to drive our manual-transmission car, she became extremely frustrated over her initial inability to combine hands, feet, clutch, brake, gas pedal and mind into a smoothly coordinated movement of the vehicle. How well I remember her statement, "I'll never learn to drive a car." Now, two years later, she's cruising these Green Mountains of Vermont like a pro. What's that got to do with the monument business?

Having actively promoted the concept of preneed selling to retailers across the country for close to ten years, I regret to say that far too many of my dealer friends continue to hold the opinion that "it may work in someone else's territory, but our's is different!" The connection between this attitude and Jody's initial reaction is the same, yet to the majority of us, driving a car is simple; an action of second-nature.

An on-going, day to day, year in and year out preneed sales program is just as simple and easy to maneuver as your automobile. Unfortunately, at a time when average unit sizes are decreasing within our industry, many dealers continue to ignore the one vehicle that will result in larger units, higher dollar sales, and far less competition from his competitor down the street.

Success stories from dealers committed to preneed as a vital part of their overall sales program are many. They are reaping increased profits from preneed while their counterparts across town or in the next county sit complacently wondering why their annual sales remain static.

I'll not dwell on how to do it. The BGA will soon be announcing a preneed sales aid and Phil Longstreth's TMC seminars provide a dynamic proven method for selling preneed successfully. MBNA has offered sales schools around the country with dealer instructors who speak from personal experience. Some companies, such as mine, provide their customers free kits with step by step methods for building an on-going preneed program. Preneed brochures and recommended letters are available from BGA, AMA, MBNA and a number of manufacturers such as ourselves.

As a former retailer, returning to the wholesale side of our industry, I feel I can openly chide those of my retail friends who continue to pass by this inviting opportunity. If you've found yourself complaining about lack of growth or less than desirable profits at year's end, the answer to your complaint lies within your grasp. Do it!

(George M. Karnedy is director of sales and marketing for the Rock of Ages Corporation)
Dear Mr. Lyndes:

We want to thank you very much for the materials you sent us on The Barre Granite Industry. The pictures and sample of granite made a very interesting window display. Many people viewed this display and were very interested in it. Several people inquired about the stones and where they could find out more about them. Thank you again for sending the materials.

Please feel free to use our facilities at anytime.

Sincerely,
Ann Turner, Librarian
NORWICH UNIVERSITY
Northfield, Vermont

I have just finished reading Newell Presbrey’s article in the Summer 1980 issue of Barre Life.

I have dropped Newell a note thanking him for expressing these sentiments with which I agree wholeheartedly.

There is too much emphasis on “merchandising” monuments. We are not selling refrigerators or used cars. We are selling art and history and remembrance. All the articles I read mention that the monument business is different - and it is - so why is there so much emphasis on merchandising like everything else. If we are really different let us be different, otherwise we should stop calling ourselves memorialists and start calling our selves ‘stone salesmen.’

Keep up the good work on the magazine, it is the best in the industry.

Robert E. Tobin
HAVENDER MONUMENTAL WORKS, INC.
Bronx, New York

Dear Ed,

Your product Barre-Pak was used by us very satisfactorily and with ease. We have re-set many monuments which were disgracefully laying on the ground for several years. Favorable comments on this project are being received from lot owners as well as from Board members. We can’t say enough for your fine product which works extremely well.

We had your reproduction of “This is a Cemetery” framed and will prominently display it in our colonial office building.

Ed, I really appreciated the time you so graciously gave and the various operational stages we were allowed to observe. The material you provided is very helpful. As you know we are in the process of updating our by-laws/rules and regs...so things were definitely timely.

Cordially,
Albert V. Collins, Superintendent
THE MOUNT HEBRON CEMETERY ASSOCIATION
Upper Montclair, New Jersey

Dear Milt:

I want you to know that the essay “This is a Cemetery” is the most significant piece of composition that I have read in a long, long time. It’s so significant that a copy should be sent to every Cemetery and Monument Retailer in the United States. Then maybe, we in the “Industry” will remember what our basic purpose is - quit fighting with each other - and serve the people, with a renewed dedication.

Thanks for publishing and circulating the essay.

Very truly yours,
Donald G. Ward
GREVER & WARD, INC.
Orchard Park, New York

Dear Milt:

I'm sure the trade will appreciate your nice cover photo and article on the Robert Burns Memorial.

During the war I went to Aberdeen on furlough and among the many people I met was Mr. Marsh, Supt. of the Rubislan quarry. Mr. Marsh had been to Barre and was deeply impressed with this fine piece of art. He spent some time telling me of the intricate detail and the meaning of the panels.

Regards to all of you at Barre Guild and it was nice to hear that Bob Stewart had joined your team.

Cordially,
John F. Dynan
Proctor, Vermont
Whatever the season or the setting, memorials of Barre granite offer unparalleled customer satisfaction and contentment. The exacting standards and enduring quality of Barre memorials are a sustaining source of pride for both the retailer and his client.
SLOVAK CATHOLIC SOKOL
FOR GOD AND NATION
ZA BOHA A NÁROD

FOUNDED JULY 4, 1905 BY

MATUŠ HUSY
VALENT LAPSANSKY
MICHAL KALAFOV
VALENT BEDNARCÍK, ML.
JOZEF RAFAC
JOZEF KALAFOV, ST.
JOZEF PAVLÍČKO
MATEJ KURIČ
JOHN HILLA, ML.
JAKUB PLUCINSKY
JAKUB SKUPIK
VALENT TOMÁŠKOVÍČ
ANDREJ SERVÁS
JAN GRONKOVSKY
LUKAČ KUNA

JURAJ HALUPKA
JOZEF KURČ
JOZEF HALUPKA
JURAJ KOPACKA
MICHÁL ZAGURSKÝ
JOZEF KAAČMARČÍK
STEFÁN BIGOS
JOZEF HILLA, ML.
JAKUB VAXMÓNSKÝ
VALENT BEDNARCÍK, ST.
PAUL TIBUS
MICHÁL KUCALA
JURAJ LOPUŠNÁK
MICHÁL PRELICH
JAN MOSS
ANDREJ BERES
ANDREJ KOVALIK
JAKUB BUTZ
JURAJ DOMÝON
JOZEF HILLA, ST.
MARTIN MOLITORS
VALENT SOLTIS
JOZEF PRELICH
JAN HLVAC
JAKUB FRANKOVÍČ
JOZEF PÁLČI
LUDVIK SOLTIS
VINCENT DŽONZEK
ANDREJ KUKOŠOVSKÝ
VALENT BIZUB
JOZEF PETRÁŠEK

DEDICATED JULY 5, 1980

Manufactured in light Barre granite by Anderson-Friberg Company
for Blasko Monuments, Garfield, N.J.
Manufactured by Peerless Granite Co. for Gast Monuments, Inc., Chicago.

The design was by Bert J. Gast and the carving by Luigi Tempesta.

It was executed in Select Light Barre Granite and has been installed in St. Joseph Cemetery, River Grove, Ill.
This Guardian pre-assembled mausoleum was manufactured by Beck & Beck, Inc. for Philip Golden, Red Lion, Pennsylvania.
Grace of line and simplicity of style are reflected in the memorial Al Comi designed for himself. It was manufactured by Anderson-Friberg and set in Green Mount Cemetery, Montpelier, Vt. President Melvin Friberg who represented the granite industry at Comi’s 80th birthday party celebration, praised Comi as “tops among professional designers.”

Detail from the Comi monument insert which was hand carved for Anderson-Friberg by the Fantoni Studio of Barre.
Al Comi, a memorial designer for 60 years, and the dean of his profession nationally, is still very much involved with the craft. At age 80 he has now designed his own monument. Comi began his career in 1921 with Jones Brothers and, in 1927, opened his own studio here in Barre where he can be found today, painting and working on special commissions for clients and Barre manufacturers.

Widely respected as a photographer and artist as well as a designer, Al is a founder of the Barre Paletteers, an organization of painters which holds an annual Summer exhibit in the City.

He was instrumental in the founding of a memorial design school in Barre during the Post World War II period which was ultimately absorbed as part of the Memorial Trades Program at the Barre Vocational School. Always concerned with giving a proper setting for his finished work, Al studies a cemetery plot with a client to be certain his design is particularly appropriate to the site. His credo: “The way to learn to draw is to draw.”

Al Comi, 80-year-old dean of America’s memorial designers is almost as well known for his painting. His Barre design studio serves as a mini-gallery where many of his works are on view.

This recent example of Al Comi’s artistry is a traditional design with special lettering. It was manufactured by Anderson-Friberg.
# VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address 1</th>
<th>Address 2</th>
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<td>ADAMS GRANITE CO.</td>
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<tr>
<td>NATIVI &amp; SON, INC.</td>
<td>Center St. (Silvio Nativi)</td>
<td></td>
<td>802-476-7101</td>
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<td>NORTH BARRE GRANITE CO.</td>
<td>Railroad St. (Jules Chatot)</td>
<td></td>
<td>802-476-6624</td>
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<td>PEERLESS GRANITE CO.</td>
<td>Willey St. (Donald Fontana)</td>
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<td>802-476-3061</td>
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<td>RIVARD GRANITE CO.</td>
<td>Mill St. (Robert Rivard)</td>
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<td>802-476-3542</td>
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<td>ROCK OF AGES CORP.</td>
<td>Graniteville (Jay Slaybaugh)</td>
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<td>802-476-3115</td>
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<td>ROULEAU GRANITE CO.</td>
<td>Metro Center (Lucien Rouleau)</td>
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<td>SOUTH BARRE GRANITE CO.</td>
<td>Circle St. (Stuart Abbiati)</td>
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<td>802-476-8521</td>
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<td>THURBER GRANITE CO.</td>
<td>Circle St. (Paul Savard)</td>
<td></td>
<td>802-479-9622</td>
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