COMMENTS FROM THE PUBLISHER
by Norman James
Executive Vice President

THE BARRE GRANITE ASSOCIATION IS GOING TO SPONSOR A NATION-WIDE MONUMENT DESIGN CONTEST IN 1987.

The rules and regulations will soon be finalized and a special announcement will be mailed to all memorialists on the Barre Life mailing list. We intend to create a competition in five major categories of monument design and we plan to announce the winner in each category, along with four honorable mentions in the Winter 1986 issue of Barre Life magazine.

THE WINNER IN EACH OF THE FIVE CATEGORIES WILL RECEIVE A PRIZE OF $1,000 at the 1988 MBNA Convention in Nashville, Tennessee.

The BGA Monument Design Contest will provide designers and memorialists across the country with an opportunity to demonstrate their creative ability in monument designing. Our industry is blessed with very talented people and the 1987 BGA Monument Design Contest will be a vehicle for their skills and creativity.

The five major categories in the BGA Monument Design Contest include estate monuments, uprights, slants, flat markers and cremation monuments. Estate monuments are those monuments that are larger than four feet in their largest dimension and upright monuments are monuments less than four feet in their largest dimension.

Contestants will be allowed to submit as many designs in each category as they wish. Each entry must be submitted in a standard sized format (yet to be determined) to provide for uniform handling of all entries. Each entry will be recorded in a ledger and given a number for identification purposes. Judges (to be announced later) will only know the number of an entry and not the identity of the designer.

We plan to have the judging done by a highly qualified committee of up to five people, all experts in the monument retail business.

KEEP LOOKING FOR MORE DETAILS ABOUT THE 1987 BGA MONUMENT DESIGN CONTEST!!
The Barre Granite Association is making plans for another in its series of highly successful sales seminars for monument retailers in 1987.

Executive Vice President, Norman James, said preliminary plans are being drawn up and detailed information will be sent out to all memorialists in early 1987.

Obvious enjoyment is shared by several memorialists who attended the BGA Sales Seminar '86.
"We had a standby list of more than one hundred people for our Sales Seminar '86, so we know our sales seminars are very popular," he said.

Last year more than one hundred memorialists attended a three and half day seminar which was crammed with expert instruction in nearly all phases of selling monuments.

"Tentatively," James said, "we are looking at a four and a half day seminar in 1987 which will include classroom instruction in sales plus educational tours of the world famous Barre granite quarries and the modern manufacturing plants operated by the members of the Barre Granite Association. And, we will have some social activities as well."

James said the classroom location and the details of the planned seminar should be finalized shortly. "We will let everyone know about the BGA Sales Seminar '87 once we have all the details finalized."

ABOVE: Art Balfe, Superintendent of Agencies for National Life of Vermont, led off the BGA Sales Seminar '86 with a very well received presentation on how to determine the behavior of the memorialist's customers.

RIGHT PAGE, TOP: A portion of the one hundred memorialists from across the United States who attended last year's BGA Sales Seminar '86. Plans are underway for BGA Sales Seminar '87.

RIGHT PAGE, BOTTOM: Attention is riveted on the words of one of the half dozen expert instructors during the BGA Sales Seminar '86. Sales instruction will also be a key element of the BGA Sales Seminar '87.
Major renovations and improvements at the Peerless Granite Company will enhance the goal of owners’ Denis and Chris Roy: delivering a quality product and personal service to the customer.

Work on an addition to the BGA-member firm was recently completed resulting in a modern office complex and a new drafting section. The building’s exterior was also completely refurbished and landscaped.

“We want to modernize and do things more efficiently, because we want to better serve the customer,” Chris says.

Denis agrees: “We don’t want to grow much larger because you lose the personality.”

Peerless Granite will accept any order, large or small, but is particularly proud of the service it provides the customer who is looking for a little more in a memorial.
The Peerless Granite Company has undergone extensive renovations in recent times and here Chris and Denis Roy can find little resemblance to their modern facility in this old photo of the structure.

Chris Roy (right) discusses a computer print-out with Annette Gray, secretary and Steven Gregoire, estimator for the Peerless Granite Company, in the firm's spacious new offices.
“In the monument industry, we do it all,” Denis says, “from the marker to the mausoleum, but because of the special work we do we primarily appeal to the discerning buyer.”

In recent years Peerless has added a new computer system to the facility, redesigned the production line and added new equipment. These were all needed and important improvements to produce a quality product.

“I really feel good when I walk by our washstand and see the quality work being turned out. That makes it all worthwhile,” Denis says.
Granite Manufacturing

A new video tape, telling the story of how monuments are made in Barre is being produced by the Barre Granite Association.

The video tape will be a sales aid to assist memorialists in the sale of granite monuments made by member-firms of the Barre Granite Association.

Quite often a customer will question a memorialist about the cost of producing a family monument. This video tape will answer that question.

This new program graphically depicts the story of quarrying world-famous Barre granite and the manufacturing process created by the member-firms of the Barre Granite Association.

From drilling, channeling and removing twenty-plus ton blocks of Barre granite in the Rock of Ages quarries, through the process of sawing, polishing, sandblasting, carving and sculpting granite monuments, your customers will witness the skill and craftsmanship of the member-firms of the BGA and the immense investment in labor and machinery necessary to produce beautiful family monuments.

The video tape is in its final stages of editing and a finished, eight to ten-minute video tape should be ready shortly.
The video tape camera captures the huge diamond saw as it slices through a block of granite. This and many other manufacturing scenes are included in the new video tape on granite quarrying and manufacturing in Barre, which will be available shortly.
From atop the rim of one of Rock of Ages famous granite quarries, the video tape crew "shoots" footage of the quarrying process. This new video tape will help memorialists explain the costly process of producing beautiful family monuments.
Deep in the quarry, the video tape camera focuses on the channeling operation which is used to harvest twenty-plus ton blocks of Barre granite from the bedrock. This new program will be a "must" for memorialists everywhere.
Sherwood Snyder, CM, of Grand Junction, Colorado, President of Monument Builders of North America, told members of the Barre Granite Association, during a recent visit to Barre, that "it is up to the monument builders in the United States to support domestic granite manufacturers." Snyder, who owns and operates Snyder Memorials/Colorado Suvault Company in Grand Junction, said he has never purchased finished monuments from a foreign source.

The MBNA President and his wife, Pat, visited Barre in late September ("Pat and I are taking advantage of your beautiful Fall foliage," he said.) to tour the manufacturing plants of member firms of the BGA who are also members of the Manufacturers Division of MBNA.

"I'm very impressed with your manufacturing facilities," he told BGA members "and I'm especially impressed with the beautiful sculpting and etching I've seen in Barre."

Snyder also briefed BGA members on the agreement reached last summer between the MBNA and the American Cemetery Association on the issue of installing monuments in cemeteries. The agreement also created a mechanism to hear the concerns of memorialists and cemeterians.

Snyder said the agreement signals a substantial step forward in improving relationships between two major elements of the death care industry. "It's time for better communication between the monuments builders and cemeterians," he said.

Snyder echoed those thoughts later in Las Vegas, Nevada, where he was one of the featured speakers at the American Cemetery Association's Annual Convention and Exposition.
RIGHT: Brent Buttura, President of the Barre Granite Association, Norman James, BGA Executive Vice President greet Sherwood Snyder, President of Monument Builders of North America pose in front of Buttura and Son's manufacturing plant in Barre.

BELOW: Sherwood Snyder, President of Monument Builders of North America, gives a close inspection to a Barre granite monument during his recent visit to Barre where he toured the manufacturing facilities of several BGA members.
This polished Barre granite monument was created by the Anderson-Friberg Company.
The sandblast cross and flower design adds to the beauty of this Barre gray monument produced by the North Barre Granite Company.
A bird's eye view, more than 400 feet down in the Wetmore-Morse Granite Quarry, operated by the Rock of Ages Corporation.
Manufactured by the Lawson Granite Company, a special abrasive steeling process was used to obtain the unique effect on this Salisbury Pink monument produced for the Joseph Polchinski Co., Inc. of Hawthorne, New York.
This impressive Barre granite monument was produced by S. L. Garand of Montpelier for DuPage Monuments in Downers Grove, Illinois.
Buttura and Sons, Inc. fabricated this uniquely designed Barre gray monument.
AICA Elects New Officers and Confers Honors

David H. Quiring, President of Quirying Monuments, Inc., of Seattle, Washington, was elected President of the American Institute of Commemorative Art at their annual meeting in Mackinac Island, Michigan.

A.I.C.A. is comprised of the leading architects, designers and builders of private and public memorials in the United States and Canada. Membership, by invitation only, is extended to those who have distinguished themselves in the field of memorial art.

Other newly elected officers and directors for 1986-87 include: Donald J. Patten of Grand Rapids, Michigan, Executive Director; Michael J. Johns of Cleveland, Ohio, Director; Kenneth H. Reeson of Regina, Saskatchewan, Canada, Vice President; Bert Gast of Chicago, Illinois, Director; and Harold P. Wilson of Sioux Falls, South Dakota, Past President.

The A.I.C.A. also honored John I. Johns of The Johns-Carabelli Company of Cleveland, Ohio. Johns became the sixth recipient of the coveted John Howard Benson award, the highest award conferred by the Institute. To qualify, a person must have a long record of designing and erecting outstanding classic and contemporary monuments. The monuments should have particularly fine lettering in the John Howard Benson standard of excellence and the beauty of the monuments should "withstand the harsh critique of time."

David H. Quiring, newly elected President of the American Institute of Commemorative Art.
John I. Johns, on the right, is congratulated by Vance Ferguson of Benton Harbor, Michigan, Chairman of the Awards Committee.

(L-R) Donald J. Patten, Michael J. Johns, Kenneth H. Reeson, David H. Quiring, Bert Gast and Harold P. Wilson. Missing is Carl J. Faehnle, Jr., of Columbus, Ohio, Treasurer.
CETRANGOLO FINISHING WORKS
Focuses on Streamlined Production

The Cetrangolo Finishing Works of Northfield, Vt. continues to streamline its production of granite memorials.

Nick Cetrangolo, President of the BGA-member firm, says he has been concentrating on making production costs as low as possibly by regularly updating equipment in his plant and trying innovative changes in the production line.

Nick feels his company’s constant search for ways to improve operations is the reason Cetrangolo Finishing Works has been able to maintain high standards of quality, while keeping prices down.

“We are constantly examining what we are trying to do here,” he said.

This continual review and examination of the company is the reason it has been successful in the past.

A slab of highly polished Barre Gray Granite is split into monument size units by the new splitter, operated by Bud French, at Cetrangolo Finishing Works.
and will continue to be strong in the future, Nick believes.

“We have been in a three-year renovation program and we have put in a lot of new equipment during that time,” Cetrangolo said, “but the answer doesn’t lie in a particular splitter, or a particular machine. Continually searching for new ideas and methods to produce the granite memorials is only part of the answer. New marketing strategies are being studied and will be implemented as time goes on”.

“There has to be a philosophy behind all of this. For three years we have been concentrating on efficiencies in the plant, now we have to tie it all together with a look at our marketing program,” Nick said, “All of us in the granite industry really have to examine how we produce and sell our products if we are going to survive.”

The innovative changes at Cetrangolo have paid off in a steadily growing volume of business. Some of the projects have included the furnishing of granite for the addition to the U.S. Mint in Philadelphia; granite buildings for the U.S. Naval Academy at Annapolis and granite for the world’s leading cultural facility, the Lincoln Center in New York City.

Nick is assisted in the operation of Cetrangolo finishing works by his brother Jerry, Vice President of the firm.
Ron Hamman and Bill Severy closely check a monument on Cetrangolo's production line. Each monument produced by Cetrangolo must meet exacting specifications before it is shipped.

Leaman Martin of Cetrangolo Finishing Works operates the recently acquired multi-headed polishing machine which has greatly expanded the company's production capability.
GENERAL HARMON MONUMENT UNVEILED

Major General Ernest Harmon retired in 1948 as the Deputy commander of all U.S. Army ground forces. Two years later, he became President of Norwich University, in Northfield, Vermont, the oldest military school in the nation. He served as president for the next fifteen years.

This beautiful eight-foot tall Barre granite monument was unveiled during homecoming festivities on the Norwich campus this past fall.

The bas relief was sculpted by Frank Gaylord, an Associate Member of the Barre Granite Association and the monument was fabricated by BGA member-firm, Beck & Beck, Inc.
The children's show, "3-2-1 Contact", a national public television program, recently aired a segment that was filmed at the Rock of Ages Quarry. The show featured how a block of granite is channeled and blasted from the quarry and was shown on the program's "Motion Week".

The film also showed how granite is lifted from the quarry and cut and shaped at the manufacturing plant.

"3-2-1 Contact" is a PBS science and technology show for children. The program is produced by the Children's Television Workshop, which also produces "The Electric Company" and "Sesame Street."

Peg Mullen has recently joined the staff of the Desilets Granite Company in Montpelier. Evelyn Roselli, an officer with Desilets Granite said Peg will assist with a variety of office responsibilities ranging from direct contact with the customer over the telephone to order processing. "Peg is a real asset to us and we are very pleased to have her on board," Evelyn said.
BGA TO SPONSOR
PRAYER BREAKFAST
AT MBNA CONVENTION

The member companies of the Barre Granite Association, as they have for past several years, will again sponsor a Prayer Breakfast at the National Convention of the Monument Builders of North America on Wednesday morning, February 4, 1987.

BGA Executive Vice President, Norman James, said, “The BGA is very pleased to sponsor Lt. General Richard Shaef er and his lovely wife, Caroline, at the annual MBNA National Convention. Several member-firms of the BGA have received many kind comments about the BGA Prayer Breakfast and we are pleased to again sponsor this annual event.”

Mr. Shaef er is a retired U.S. Air Force three-star General. He is a graduate of the University of New Mexico, the United States Military Academy at West Point, the United Kingdom Join Services Staff College and the National War College of the United States. He is listed in Who’s Who in America and Who’s Who in Government.

During his 35 years of military service, which included more than ten years as a General, the Shaefers had many challenging assignments. Among these were Chief of Staff of U.S. Air Forces Europe, Chief of Plans in Viet Nam, Deputy Director for Plans and Policy for the Joint Chiefs of Staff, Chief of Operations for NATO’s Allied Command Europe and Deputy Chairman of the NATO Military Committee.

James said, “The Shaefers have been principal speakers at many seminars and interdenomina-
tional conventions throughout the world, and we are very pleased to have them as speakers at the BGA Prayer Breakfast in Vancouver.”
Rock of Ages Corporation recently set an all time company monthly production record of quarried dimension granite blocks. Dimension granite blocks are saleable blocks with a marked size less than full size to account for loss in further manufacture. Production of dimension granite blocks is approximately 50% of the total gross cubic feet produced.

Bob Beede, Quarry Manager, said the quarry work force at the Adam, Rock of Ages, E.L. Smith and Wetmore quarries produced about 14% more cubic feet of granite last September, breaking the record, which was set in June, 1979, in the same four quarries.

The company also set new monthly production records at its newly acquired Wells-Lamson quarry, in Barre, and its Bethel quarry in Bethel, Vt. Andrew Carpenter, Vice President of the Quarries Division of Rock of Ages, said the record performance “is a truly outstanding performance by all our quarry crews.”

Rock of Ages also set an all time company record for monthly production of monuments in September at its Craftsman Center in Barre.
This beautiful Korean War monument was manufactured by Beck & Beck, Inc., for Daly Connerton Memorial Company in Bloomfield, Connecticut. The pebblestone Light Barre granite tablet is more than seven feet tall. The pebblestone seats are four feet long. The supports for the seats are eighteen inches tall and have a steeled finish.
The Extended Family of the
Barre Granite Association

The Barre Granite Association, founded in 1889, is comprised of 25 Members (listed on the back page of this magazine) and 19 Associate and 16 Sustaining members.

An Associate Member of the BGA is one who is engaged in custom sawing, sculpting, drafting, polishing, steeling or sandblasting in the Barre District.

A Sustaining Member of the BGA is one who transports granite products manufactured by Members or Associate Members of the BGA, or one who supplies materials or services to Members and Associate Members.

We are pleased to make special note of the Associate and Sustaining Members of the Barre Granite Association, who are an extension of the family of BGA companies who are good people to do business with.

## Associate Members

**ASSOCIATED MEMORIAL PRODUCTS;**
Custom sawing, custom polishing
Box 291, Circle Street; Barre, VT 05641
Contact: Robert Pope 802-476-3411

**B & B MONUMENTAL ENGRAVERS;**
Monumental sandblasting
33 Thomas Street; Barre, VT 05641
Contact: Maurice or Steven Bigras 802-479-2868

**CAPITAL CUSTOM SANDBLAST;**
Monumental Sandblasting
RR #1 - Box 140, East Montpelier, VT 05651
Contact: Martin J. Fitzgerald, Jr. 802-223-3044

**CONSOLIDATED MEMORIALS, INC.;**
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Box 394, Barre, VT 05641
Contact: Raymond Batchelder 802-476-7542

**CULTURE CRAFT SANDBLAST COMPANY;**
Custom sandblasting
Batchelder Street; P.O. Box 528;
Barre, VT 05641
Contact: Philip Giroux or Adelard Benoit 802-476-7351

**FANTONI SCULPTURE STUDIO;** Sculptor
23 Brook Street; Barre, VT 05641
Contact: Alcide Fantoni 802-479-2653

**F.C GAYLORD SCULPTURE STUDIO;**
Sculpture, ranging from concept to final product
Smith & Blackwell Streets; P.O. Box 464;
Barre, VT 05641
Contact: Frank Gaylord 802-476-6711

**GORDON’S CUSTOM SANDBLAST COMPANY;**
Custom sandblast, carving & lettering of monuments and markers
Box 437; Burnham Street; Barre, VT 05641
Contact: John S. Gordon 802-476-5361

**GRAN QUARTZ TRADING, INC.;**
Supplier for diamond blades and tools, polishing bricks, and stone working machines.
P.O. Box 731, Catto Street; Barre, VT 05641
Contact: Randy Reynolds 802-476-7935

**GRANITE IMPORTERS, INC.;**
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P.O. Box 712, Barre, VT 05641
Contact: Jake Colgan 802-476-5812

**GRANITE INDUSTRIES OF VERMONT, INC.;**
Sawing & polishing, building stone, granite blocks plus government markers
P.O. Box 573; Barre, VT 05641
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**GUYS CUSTOM SANDBLAST;** Custom sandblast
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Contact: Edmond Carboneau 802-479-2508

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Contact: Wayne Mugford 802-476-8340

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Contact: Michael Pelkey 802-476-7086

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Boynton Street, Box 84; Barre, VT 05641
Contact: Orbert Hutchins 802-479-0909

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Box 187; East Barre, VT 05649
Contact: Arthur Perreault 802-476-4063

Shakti Sculpture Studio; Sculpture
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Contact: Eric Oberg 802-479-0407

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Granite custom sandblasting
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Contact: Nelson or Rita Tosi
802-476-3851 or 476-4392

Sustaining Members

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Transporting granite throughout the 48 contiguous states.
P.O. Box 1377; 203 Cooper Avenue N., St. Cloud, MN 56301
Contact: Arthur Budde 612-255-7400

A. BELLAVANCE & SON, INC.;
Granite hauling, Ohio and East;
P.O. Box 398; 5 South Vine Street, Barre, VT 05641
Contact: Roland Bellavance 802-479-9311

BERG, CARMOLLI & KENT, INC.;
Independent insurance agency
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Contact: Jim Mulligan 802-479-1046

CLARK'S TRANSFERRING SERVICE, INC.;
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P.O. Box 786, Boynton Street; Barre, VT 05641
Contact: Francis Tash 802-476-3242

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Manufacture of stone sawing strand and related stone sawing supplies. Also, machining, welding fabricating and repairs on all types of stone working machinery.
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DIXIE MACHINE COMPANY;
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Contact: Marshall White 802-479-1088

FIRST VERMONT BANK AND TRUST COMPANY;
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Contact: David Duke 802-476-4135

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P.O. Box 237; 143 Boynton Street;
Barre, VT 05641
Contact: Charles Martin
802-476-3963 or 479-1932

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DIVISION OF N-E-D CORP.;
Manufacture of diamond blades, bits, grinding heads, polishing heads and special diamond tools.
P.O. Box 585; Worcester, MA 01603
Contact: Peter F. Wyatt
617-798-8546 800-343-6086

THEODORE ROSSI TRUCKING COMPANY, INC.;
Granite transportation from Vermont to points in Eastern United States
9 S. Vine Street, P.O. Box 332;
Barre, VT 05641
Contact: Theodore or William Rossi
802-476-7341 or 800-992-0106

THYGESEN CONSTRUCTION COMPANY;
Site work - general construction, fencing, granite lagoon removal-lagoon lagoons, water & sewer lines, gravel, stone backhoes, trucks & bulldozers
51 Smith Street; Barre, VT 05641
Contact: Charles Thygesen, Sr. 802-476-3795

TRIO MOTOR TRANSFER;
Monumental granite hauling - New England only
P.O. Box 662; 7½ Flint Place, Barre, VT 05641
Contact: Danny Benson or Dave Rice
802-479-1824

TROW & HOLDEN COMPANY, INC.;
Pneumatic tools, carbide-tipped tools, hammers, stone splitting wedges & shims, drill rod repair & manufacture, quarrying tools and equipment, commercial heat treating & machine shop service
P.O. Box 475; 45 South Main;
Barre, VT 05641
Contact: Norman Akley 802-476-7221 or
800-451-4349 (outside Vermont)
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