

BARRE

LIFE

Winter 1989

published by the Barre Granite
Association, Barre, Vermont

*Artistry
in granite
since 1889*



ABOUT OUR COVER

To inaugurate this year's celebration of the Barre Granite Association's Centennial, we take readers back to the beginning of the Barre granite industry. On our cover are rugged quarriers from the early days who wrestled giant blocks of stone from one of the finest treasure troves of granite in the world.

Courtesy Vermont Historical Society

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BARRE
GUILD

BARRE LIFE

Winter 1989

published by the Barre Granite Association, Barre, Vermont

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StonExpo '89, the North American stone industry machinery and equipment trade show where the best just keeps getting better. Here's what you'll find ...

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- In-depth educational seminars and workshops to keep your business in tune with today's market
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Vermont's Governor Honors The Barre Granite Association On Its Centennial

MADELEINE M. KUNIN
GOVERNOR



OFFICE OF THE GOVERNOR
STATE OF VERMONT
MONTPELIER, VERMONT 05602

January, 1989



To The Barre Granite Association:

I am very pleased to extend my most sincere congratulations to the member-firms of the Barre Granite Association on the anniversary of their Centennial.

I commend the Barre granite industry, one of the leaders in Vermont's industrial community, on its national reputation for producing granite monuments that meet only the highest standards of quality, skill and craftsmanship.

The member-firms of the Barre Granite Association should also be recognized and commended for their efforts to preserve our natural resources while manufacturing products from granite quarried in Vermont's beautiful green mountains.

It is especially noteworthy that the original premise of the Barre Granite Association, stated 100 years ago -- "The purpose of the Association shall be the promotion of the granite industry, and the business interest and the welfare of the members thereof" -- continues to be its commitment as it anticipates the 21st Century and the second 100 years of its association.

I take great personal pleasure in honoring the member-firms and the ten decades of unparalleled leadership of the Barre Granite Association on this historic occasion.

Sincerely yours,

A handwritten signature in cursive script that reads "Madeleine M. Kunin".

Madeleine M. Kunin
Governor

In 1889...

North Dakota, South Dakota, Montana and Washington become states of the United States and Benjamin Harrison is inaugurated as 23rd President of the United States.

And the unincorporated Granite Manufacturers' Association of Barre, Vermont, is formed, destined to become one of the oldest and most respected trade associations in the United States.

Known today as The Barre Granite Association, we are very proud as we continue to meet our original objective: "...the promotion of the granite industry, and the business interest and welfare of the members thereof."

Fifty-four presidents have served the membership of the Barre Granite Association since Alexander Gordon in 1889, and 24 of those presidents served more than one term. One hundred years ago, William Barclay Sr. was the first secretary of the association. In the past century, nineteen staff executives have followed in his footsteps.

As you read this issue of *Barre Life*, listen and you will hear the voices of yesteryear, the voices of the generations in granite as they whisper down through the decades: "The future is ours, we only need to reach for it. We have got to understand when changes are needed and we can't be afraid to make those changes." The voices of our past? Those could very well be the voices of today, and of our future.

The member-firms of the Barre Granite Association have been very fortunate to have had gifted people as their leaders. Thus it is very appropriate to begin the observance of our Centennial by noting the contributions made to the BGA and the granite industry in the United States by Louis LaCroix and Stuart Abiatti, both of whom died in recent weeks. Both men were trustees of the Barre Granite Association and they both were active in our industry at the national level. Louis LaCroix and Stuart Abiatti were perfect examples of the kind of forthright and credible leadership that has kept Barre in the forefront of our industry.

This is the first of four issues of *Barre Life* in which we will celebrate our Centennial. Each issue will deal with a part of our heritage.

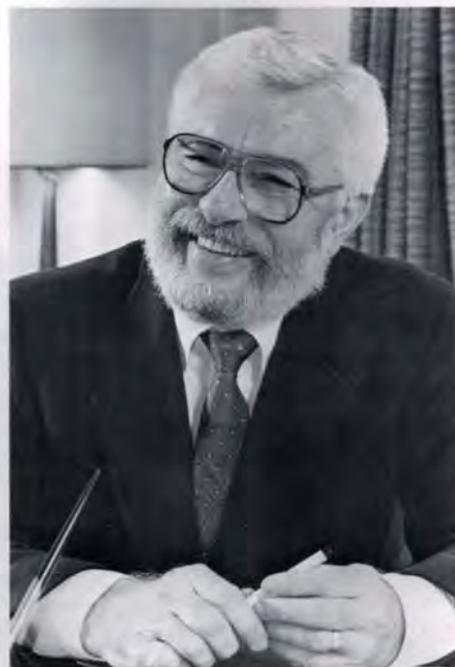
In this issue of *Barre Life*, you will read about another new voting member of the BGA – Granite Importers. And you will read about production advancements in Barre.

And because cemetery planning is so vital to the future of our industry, we will begin a serialization of Don Ward's presentation on cemetery planning that he made at the annual convention of the National Catholic Cemetery Conference.

First, however, on behalf of all of the voting and associate members of the Barre Granite Association and their employees, I wish to thank Rock of Ages Corporation, a long-time BGA member, for providing the necessary funds to publish a very special book about the history of the Barre Granite Association. The book will be serialized through the next three issues of *Barre Life*. The first installment begins on the next page.

I hope you will appreciate, as we do today, the strength of purpose generated by our predecessors; the results of vision and patience; the recognition of evolution and the ability to challenge our future.

Read and listen for the voices.



A handwritten signature in black ink that reads "Norman James". The signature is fluid and cursive, with a large loop at the end.

Norman James
Executive Vice President

*Artistry
in granite
since 1889*



The typical Barre granite manufacturing plant around 1880 was circular so that a central derrick could efficiently feed blocks to different parts of the operation.

Carved in Stone

The Beginning of the Barre Granite Industry

To commemorate the Barre Granite Association's centennial this year, the four 1989 issues of Barre Life will take you back to the early days of Barre's granite industry. We're pleased to share our proud, colorful and important history as we look ahead to the opportunities of tomorrow.

About 500 million years ago, the mountains of New England were born, among the first mountains formed. As the weathering of the ages took its toll, the Green Mountains of Vermont wore down, and the rock below was exposed.

Artistry in granite since 1889

Centuries later, a very special rock deposit was discovered in what is now called Barre, Vermont. That deposit of granite has been judged among the finest treasure troves of granite in the world.

Composed of a special blend of mica, gray feldspar and quartz—the most resistant of the common minerals—the beautiful and finely textured grain of Barre granite gives it a uniformly granular texture and enables it to endure centuries of exposure to the elements without crumbling.

For millions of years, that wonderful granite lay in the earth. And for millions of years, there was no Barre granite industry...as there was no Barre.

At the time of America's birth, the tract of land

that eventually became Barre, Vermont, was a hilly, unsettled wilderness, sparsely populated by Indians, colonists and woodland animals. It was not a land attractive to settlers who were used to the flat, smooth farmland of the territories along the coastal plain.

In 1781, the Vermont legislature granted a charter for a new town...given the name of Wildersburgh. Although the town's hilly terrain was less than ideally suited to farming, its abundance of streams did offer possibilities for mill operation.

In the fall of 1793, the men of this outpost in the northern wilderness gathered and voted to change the somewhat cumbersome name of their town. It was decided that the man who gave the most money toward building a meeting house would win the honor. Records show the generous winner to have been Ezekiel Wheeler. But popular legend gives us a far more colorful story. Some say the new name for the town on the northern frontier was settled by a bare-knuckled fistfight between Jonathan Sherman (from Barre, Massachusetts) and Captain Joseph Thomson (from Holden, Massachusetts).

There is no doubt that a vote was taken at that memorable town meeting to accept bids for the honor of naming the town. But the real story behind the naming of Barre is probably lost to the ages. On October 19th, 1793, "Wildersburgh" officially became "Barre."

Early farmers found granite outcroppings nothing more than a nuisance because they were,



Innovation is a constant theme in Barre granite industry history. Installation of a derrick at the E.L. Smith quarry made the grueling job of quarrying a little easier.

Courtesy Archives of Barre History, Aldrich Public Library



Cutting Barre granite became faster and easier with the invention of the steam drill.

Courtesy Archives of Barre History, Aldrich Public Library

Artistry in granite since 1889

after all, tillers of the soil, not quarrymen. But the early farmers were also frugal, and it didn't take them long to realize that the pesky rock might not be all bad.

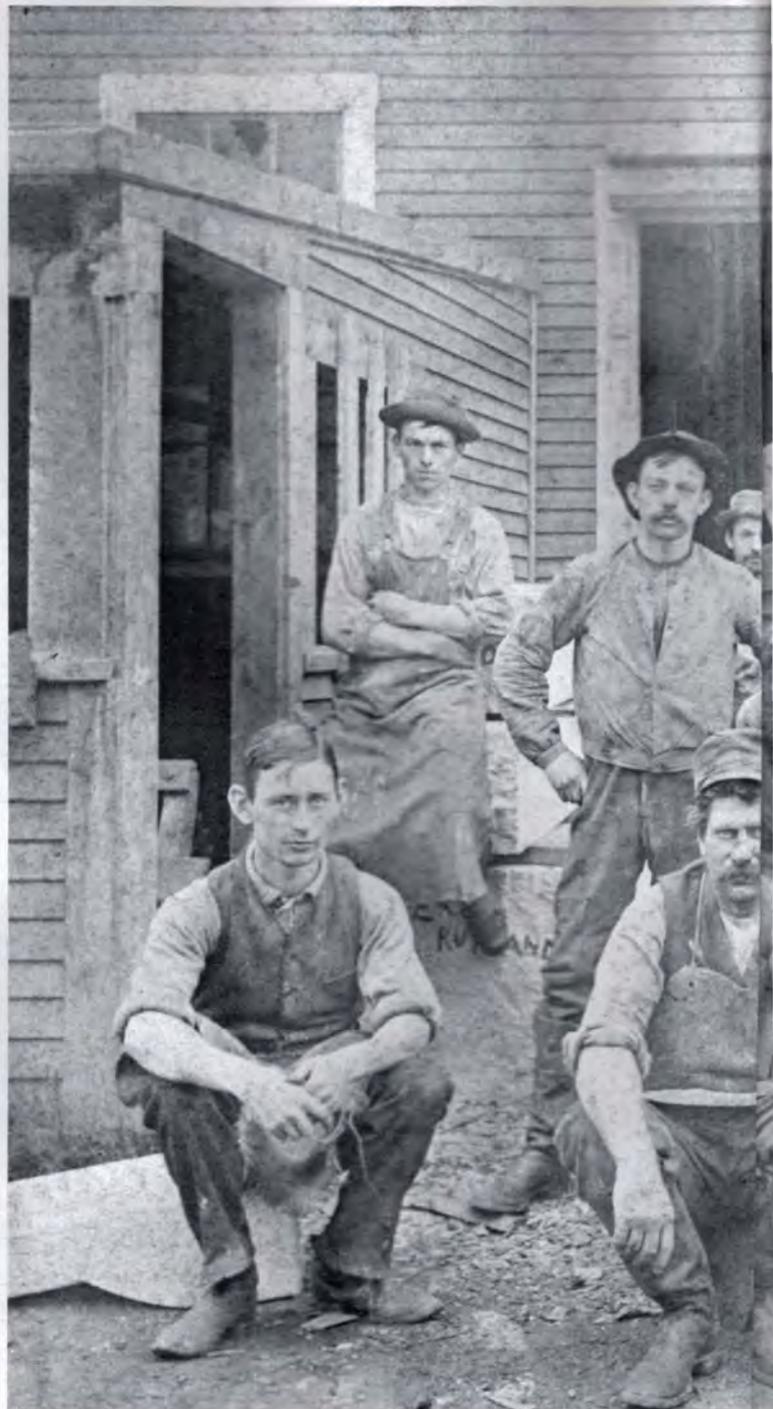
The first practical use for Barre granite was for millstones. By the time the War of 1812 broke out, settlers were using granite extensively in their homes for underpinning, door stones and window caps as well as outdoors for fence posts.

Then Robert Parker came on the scene. By all accounts, Parker was the first professional quarryman and the first granite manufacturer. He was also the first person to recognize the economic potential that lay beneath the earth and the first to capitalize on it. Parker took on a partner, Thomas Courser, and they opened what is believed to have been Barre's first quarry. In the early 1830s, Pliny Wheaton and his son, Oren, opened a quarry on Cobble Hill.

The first major contract for the fledgling Barre granite industry came from the state of Vermont. The state agreed to pay \$100 a year for the building stone for the new Vermont capitol building being constructed seven miles away in Montpelier. The state furnished the manpower, and Barre furnished the huge pillars, the foundation and underpinning, window caps, sills, cornice and the walls. There were no derricks in those early days of the granite industry. The granite was loaded on the wagons by means of skids and rollers. Good stonecutters were paid one dollar a day.

The Vermont state house contract is viewed as a turning point for the Barre granite industry.

In 1840, Pliny Wheaton built the first granite house in Barre and furnished granite from his Cobble Hill quarry for the new Congregational Church. Four years later, Barre granite from the Wheaton quarry was used in the court house in Montpelier. And other early entrepreneurs jumped



Barre granite workers of the late 1800s were rugged, spirited men.



Artistry in granite since 1889

on the bandwagon that Robert Parker had set rolling 28 years earlier.

Although the granite business was growing, the commerce of Barre still centered on farming, milling, lumbering and—apparently—operating taverns. The major drawback was transportation or, more precisely, the lack of it. Chunks of granite were hauled by horses or oxen. Larger pieces were left until winter when they could be loaded on specially-built sleds and farmers could be hired to haul them.

Barre's leaders have always been people with vision. One such person was E.L. Smith, operator of the Wheaton quarry. Not willing to sit idly and complain about problems, in 1871 he became the first quarrier to install a permanent derrick. He was also the first to utilize steam drills and the first to use an electric battery in blasting.

E.L. Smith was bullish on Barre. He said, prophetically: "Barre granite is second to none and when introduced will recommend itself."

Soon, things would begin to boom in Barre. The railroad was coming to town!

(The story of the Barre granite industry continues in the Spring issue of *Barre Life*.)

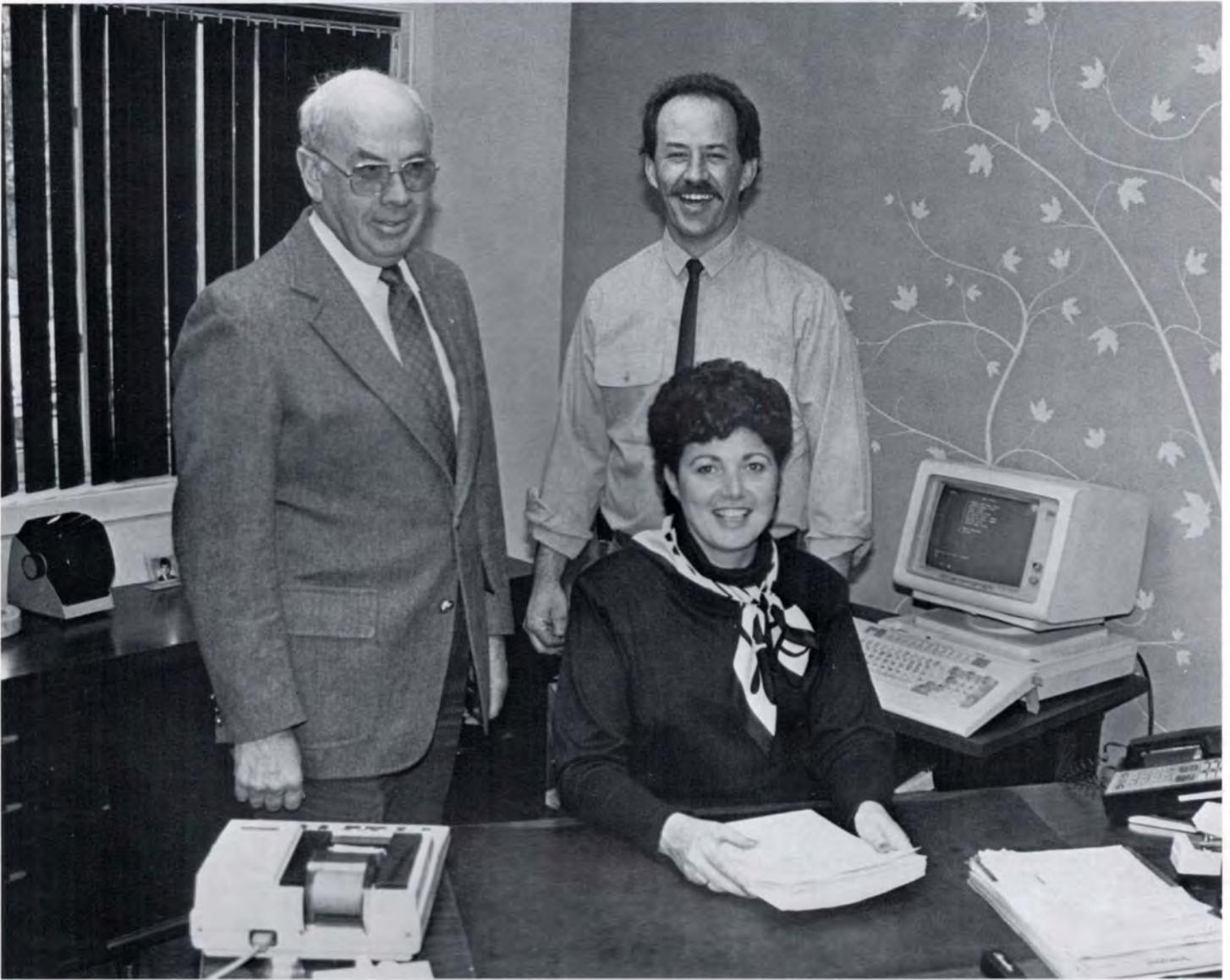


Construction of the Vermont state house in Montpelier marked a turning point for the Barre granite industry.



In the early days, hauling granite was arduous work. To haul a mammoth block of granite in 1888 required an impressive team of horses and drivers. Barre manufacturers were quick to innovate.

Courtesy Archives of Barre History, Aldrich Public Library



Overseeing Granite Importers operations are Jake Colgan, president (left); Sandy Colgan, treasurer (at desk); and Bruce Colgan, vice president.

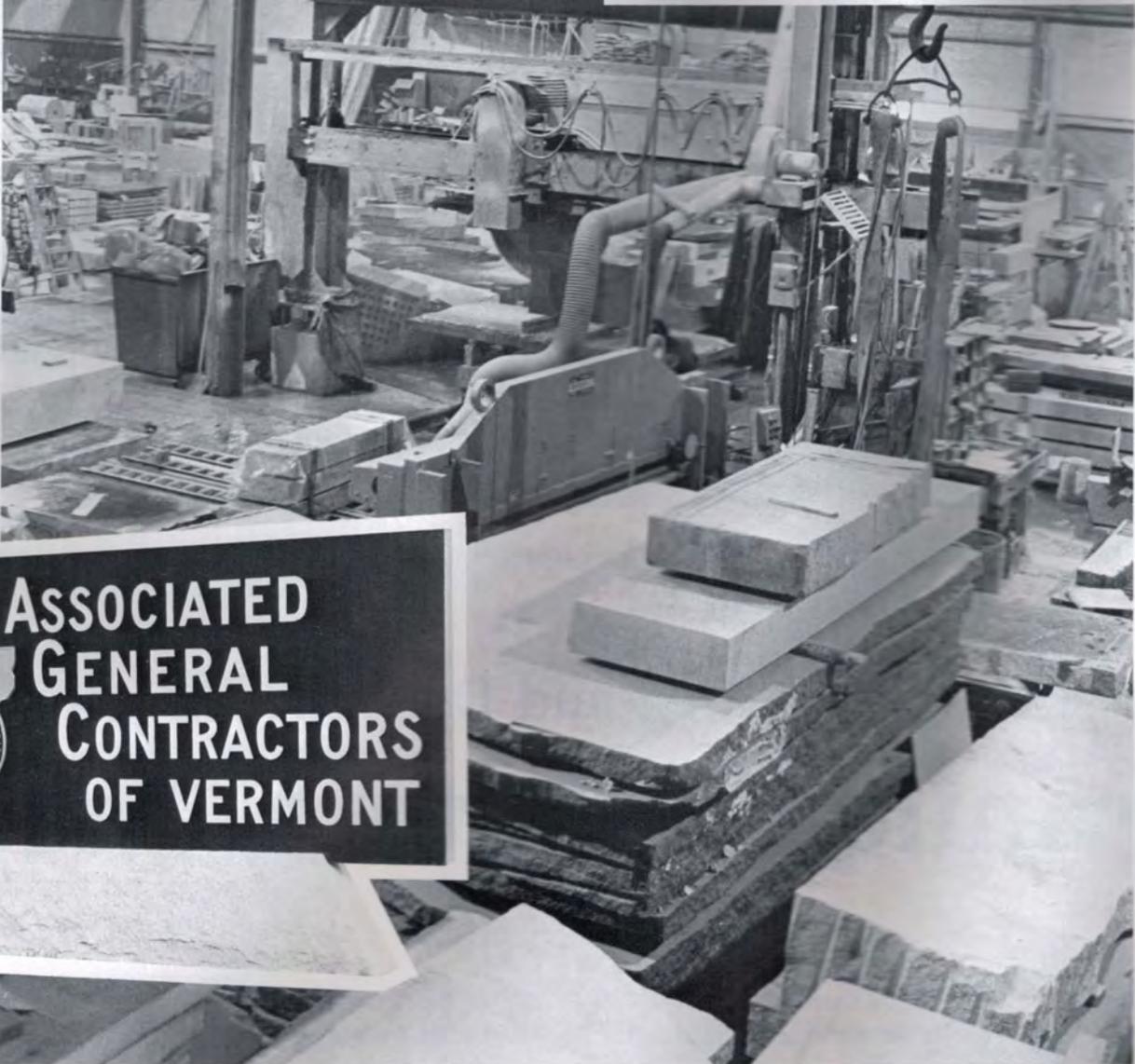
Diversified and Dynamic: **Granite Importers, Inc.**

Granite Importers, Inc., like all Barre Granite Association companies, is a monument manufacturer. The BGA's newest voting member is also one of the association's most diversified firms.

Granite Importers produces veterans monuments, fountains and statuary pedestals—not unusual for a monument manufacturer. And the company, like

other BGA members, also makes vanities, display pedestals for elegant stores, countertops, desktops, conference tables, columns, and interior and exterior architectural elements for construction projects.

One of Granite Importers' most recent projects was completed for a major insurance company in nearby Montpelier. The last of thousands of square feet of



**ASSOCIATED
GENERAL
CONTRACTORS
OF VERMONT**

(Top) Jake Colgan's personal monument was manufactured from polished black granite by—Who else?—Granite Importers. (Bottom) Granite Importers made this polished granite sign and accented it with a bronze plaque in the shape of Vermont. (Background) The Granite Importers plant is a granite-filled beehive of activity.



This major addition to National Life Insurance Company was faced with Barre gray granite, cut to exacting specifications by Granite Importers.

Barre gray granite were affixed to the outside of a large addition to National Life Insurance Company, one of the biggest mutual insurance companies in the nation. Granite Importers cut the panels for the addition to precise specifications.

Granite Importers work can be seen in many places around the country. The firm currently is doing work on a building for developer Donald Trump. Benches and other items for New York's Lincoln Center were made by Granite Importers. And the company is making a huge granite compass for Long Wharf in Boston and is manufacturing stairways and railings for Boston subway stops.

Jake Colgan started Granite Importers as an importer

of foreign rough stock. Six years ago, he redirected the firm's mission into building work, but he kept the original company name and still carries a large inventory of granites—34 different types.

On the Granite Importers staff of more than 40 are Jake's son, Bruce, who is vice president, and Jake's wife, Sandy, who is treasurer.

Expansion is ongoing at Granite Importers. The company is continually installing more machinery and soon will construct a 4,800 square foot addition to its plant.

"I believe we do excellent work," Jake says. "From day one, we've had to do very little advertising, and the phone is ringing constantly."



In the office, new Davidson owners Mike Bouchard and Paul Tierney talk about future horizons for the company.

At the C.R. Davidson Company, New Faces Are at the Helm

In the small, picturesque New England village of South Ryegate, Vermont, is one of the most respected granite manufacturing firms in the nation.

The reputation of the C.R. Davidson Company was built over nearly 60 years of operation by Clyde and Muriel Davidson, who recently retired. Now, building on the Davidsons' base of excellent customer service and highest-quality craftsmanship are new owners Mike Bouchard, who is president, and Paul Tierney, vice president.

Like the Davidsons, Mike and Paul are proud to be providing a high-quality Vermont product. And like the typical Vermonters they are, Mike and Paul value

stability and continuity. "We continue to have," says Mike, "a well-established, cohesive crew." With more than three decades of experience, Winston Doe, the Davidsons' son-in-law, is the company's production manager. Managing the office is Jean McPhee, who has been with C.R. Davidson for 20 years.

Clyde Davidson began the company in 1929 and cut bases from Ryegate granite to go under Barre granite monuments. When Barre manufacturers began using Barre granite bases, Clyde decided to become a monument manufacturer, and he became a very successful one.

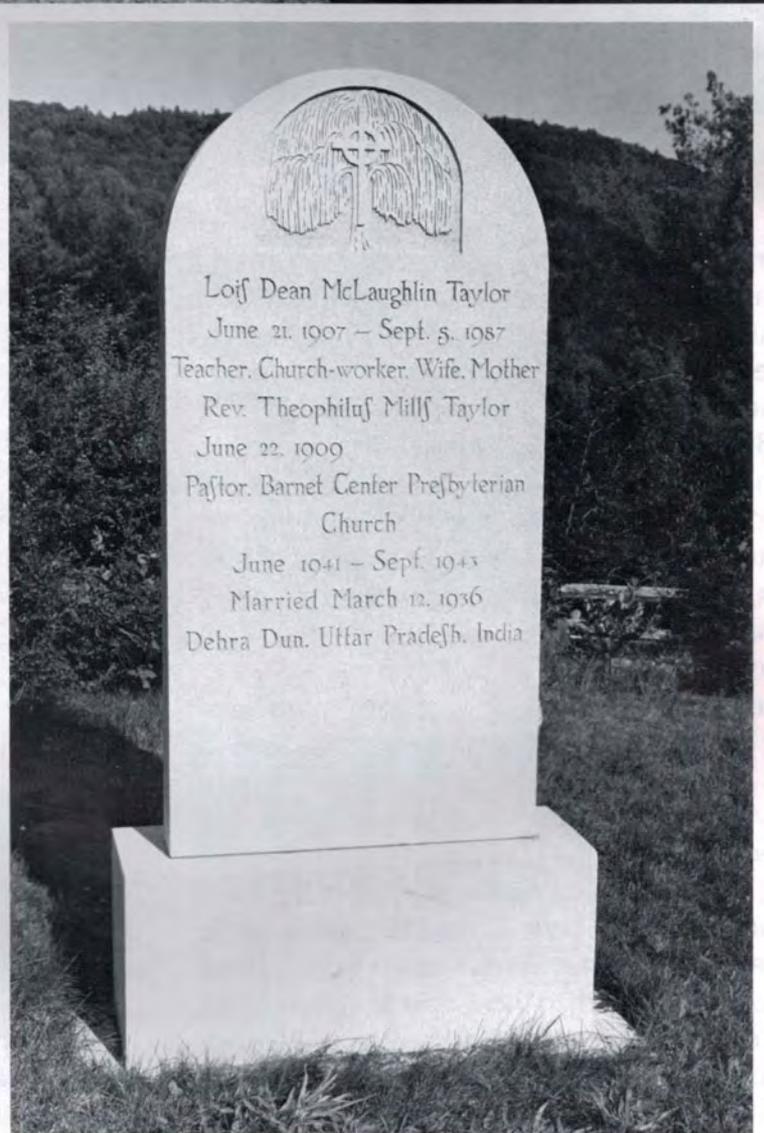
Over the years, C.R. Davidson has produced

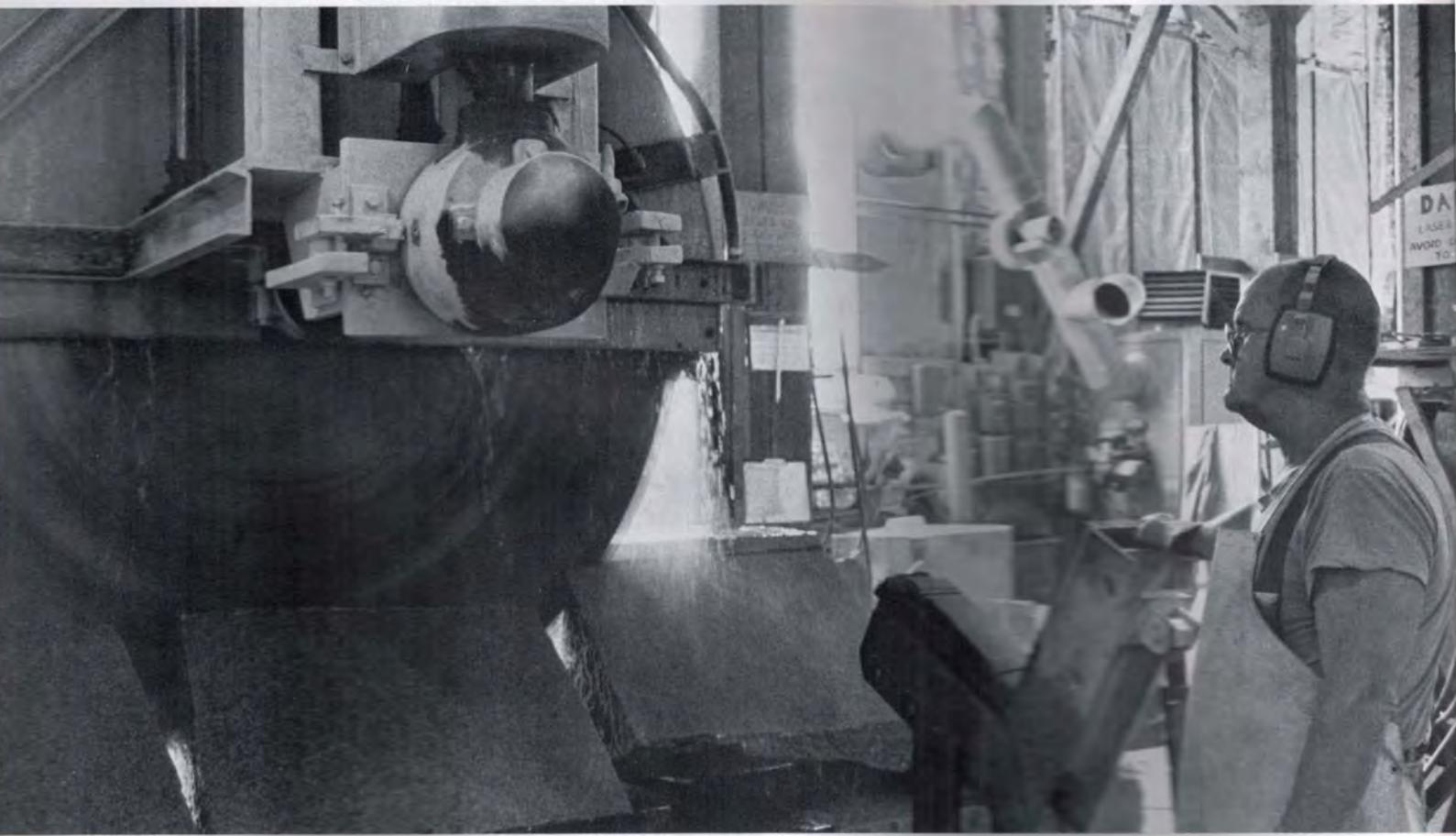


Touring the Davidson plant on a fall re-election campaign visit, Vermont Gov. Madeleine Kunin inspects a polished monument in-the-making.



Dedication to quality is evident in this five-foot-tall, steeled, Barre gray granite recreation of a historic monument that stands in a churchyard a few miles from South Ryegate.





High-tech equipment like this highly automated diamond saw means expanded manufacturing capabilities for C.R. Davidson Company.

original monument designs in virtually every size and style. In addition, the company has become known for manufacturing excellent duplicate work that requires the kind of special attention the small firm was able to provide.

Mike Bouchard brings to the presidency of C.R. Davidson Company wide experience as a college administrator and owner/operator of three Vermont general stores. In his day-to-day management of C.R. Davidson, he's handling sales and customer relations, the purchasing of rough stock, and general oversight of production.

Paul Tierney, certified public accountant, has been a partner in the largest regional accounting firm in Northern New England and during the last several years developed two wood-fired power plants.

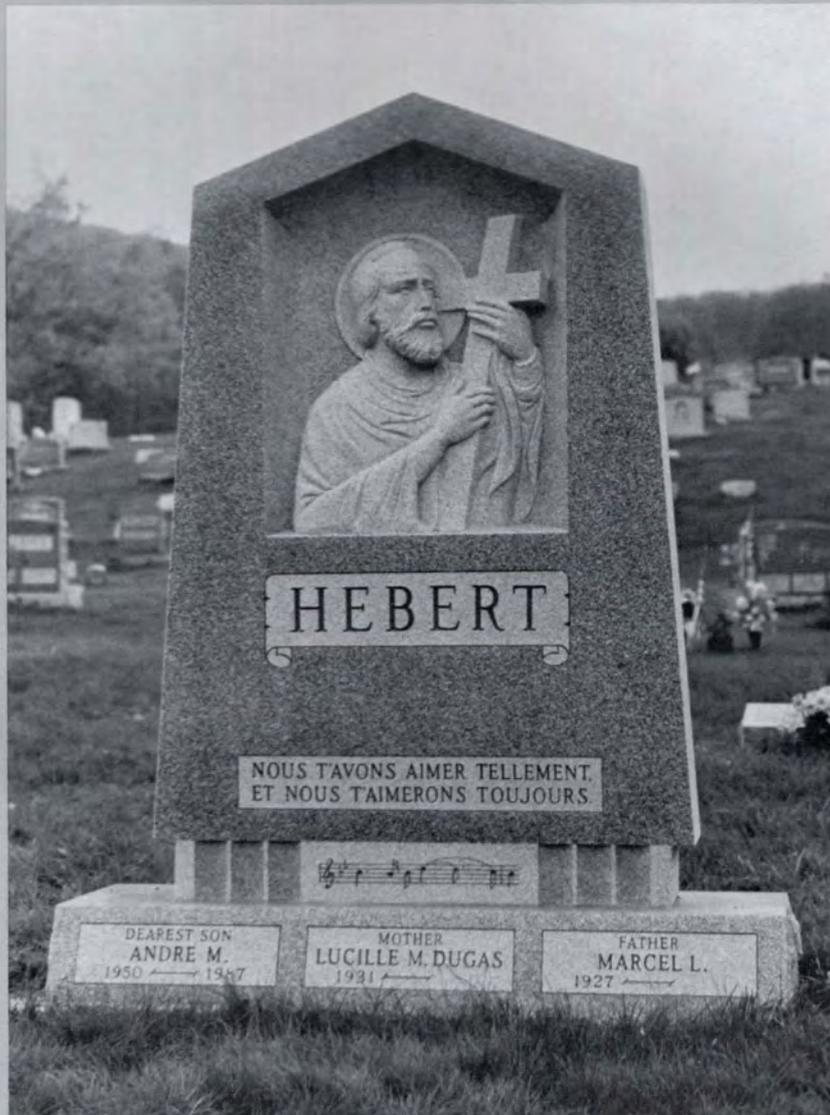
"We decided to buy the C.R. Davidson Company," Paul said, "because it is a stable, profitable business with a good customer base. Over time, we want to determine our particular market niche and expand our horizons." Their path to those new horizons, Mike and Paul emphasize, was established by the Davidsons, who devoted more than a half century to the creation of outstanding monuments.



President Mike Bouchard brings strong sales and management experience to operations at C.R. Davidson Company.

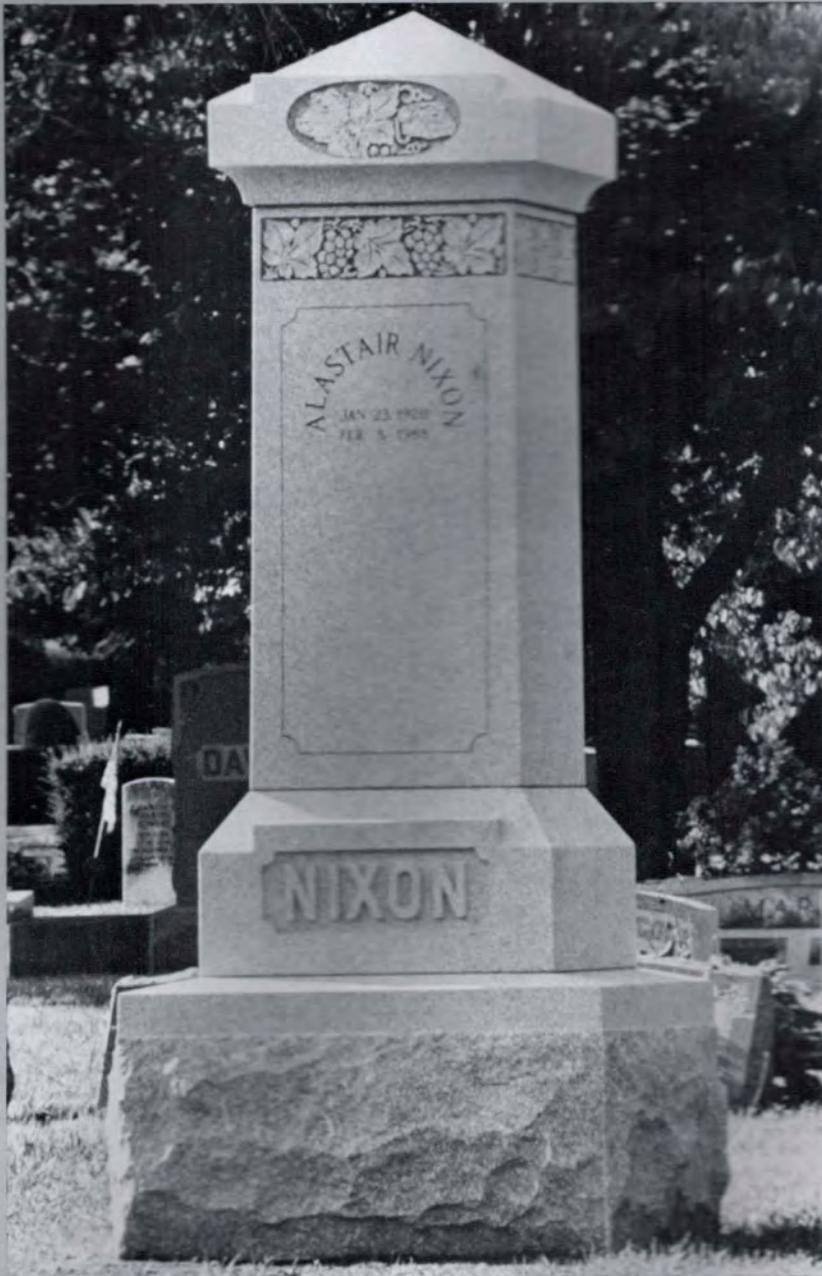
MONUMENT DESIGNS

From Members of the Barre Granite Association



Exquisite detailing by **RIVERTON MEMORIAL, INC.** sets off this Barre gray granite monument. The steeled unit has a rooftop shape, tapered sides, checks and other fine features to accent the hand-carved relief.

BGA MONUMENT DESIGNS



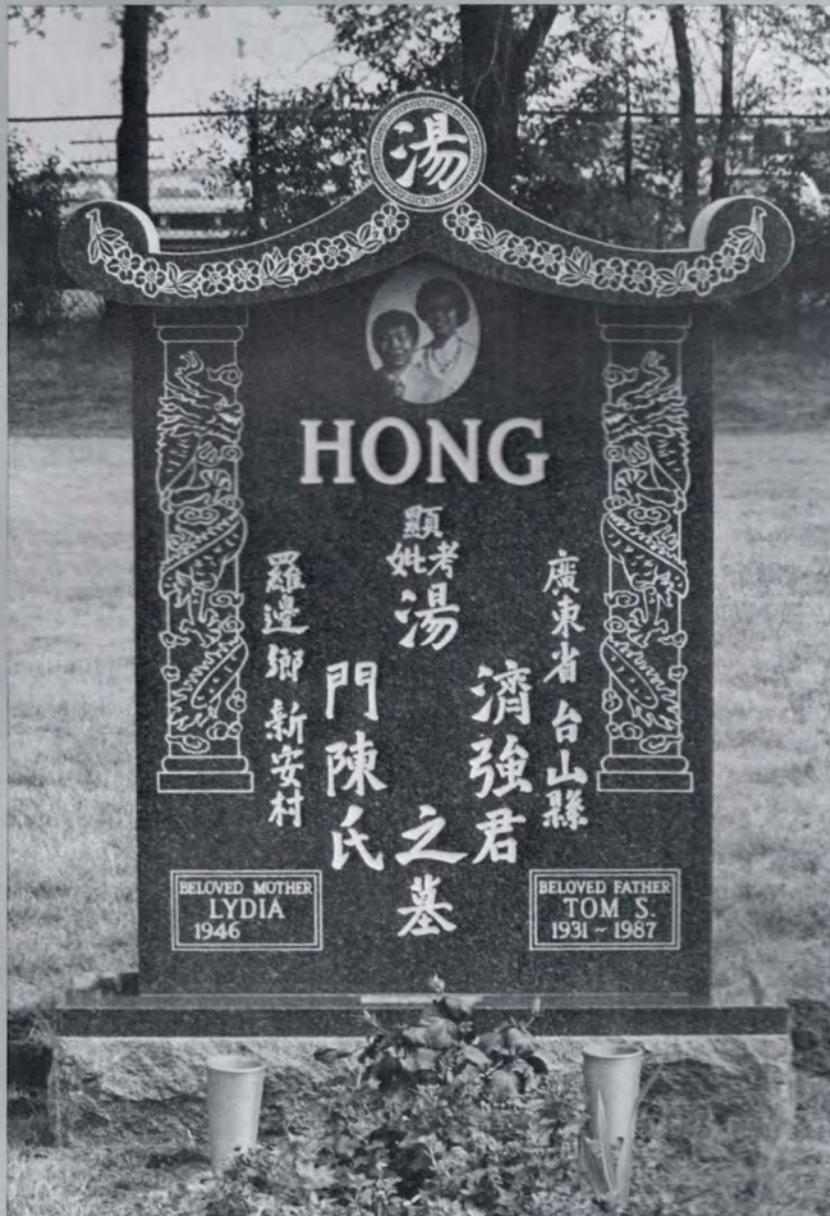
ADAMS GRANITE COMPANY created this personalized, classic 7½-foot-tall Barre gray granite family monument for the founders of Newton Memorials in Westfield, New York, which was established in 1846 by the Nixon brothers.

BGA MONUMENT DESIGNS



Three mighty shafts of Barre gray granite symbolize central beliefs of Christianity in this original design by Bert Gast manufactured by **PEERLESS GRANITE COMPANY** for Gast Monuments of Chicago. Ramojus Mozoliauskas was the sculptor.

BGA MONUMENT DESIGNS



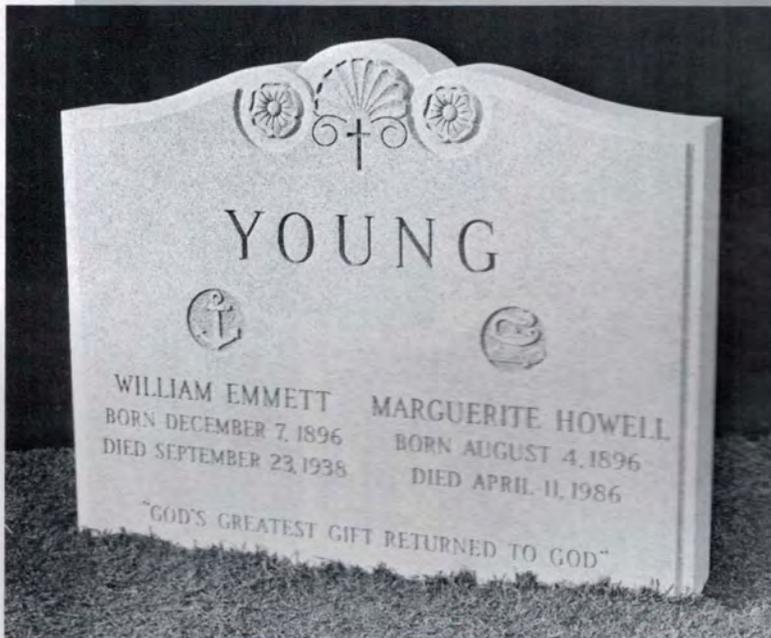
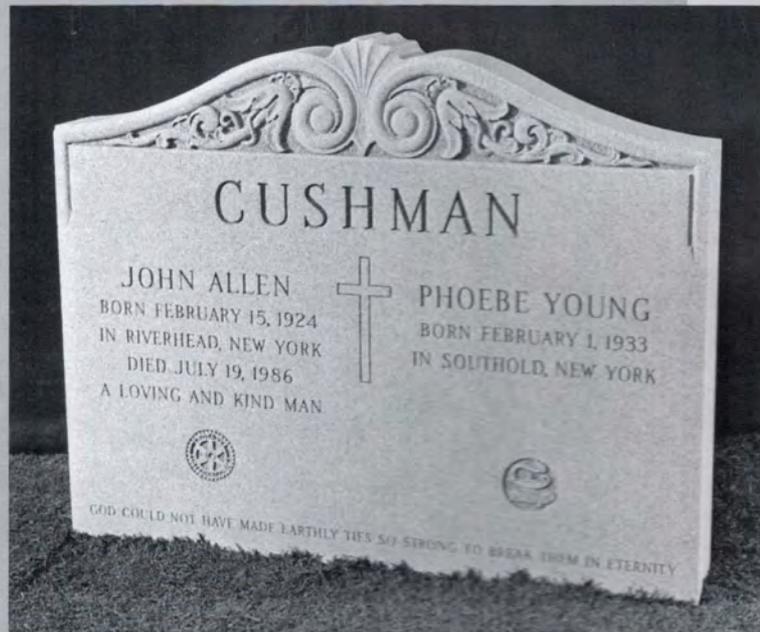
Ornate sawed features and detailed sandblasting make this Wausau red granite monument an excellent example of **LA CROSS MEMORIALS** craftsmanship. The 6-foot-tall unit was created for Wietecha Monuments of Southfield, Michigan.

BGA MONUMENT DESIGNS



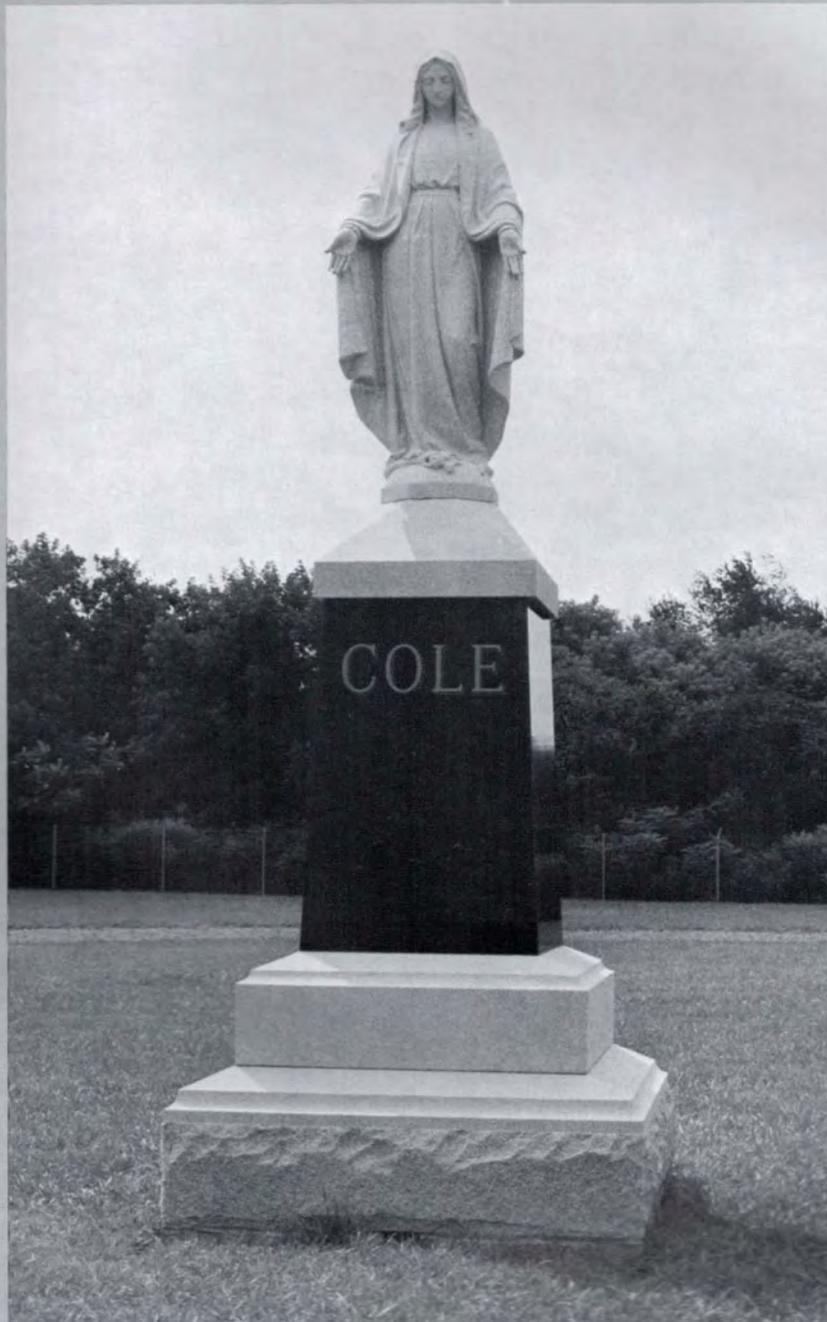
This stunning 17-foot-tall, 18-niche columbarium is highlighted by a beautiful Celtic cross. It was manufactured by **CHIODI GRANITE CORPORATION** for H.K. Peacock Memorials, Inc. of Valhalla, New York. Halsey Tuthill was the designer of the Barre gray granite unit.

BGA MONUMENT DESIGNS



This pair of colonial style tablets was designed and created for one family by **ANDERSON-FRIBERG COMPANY**. Manufactured for Rogers Memorials of Cutchogue, New York, the Barre gray granite markers are aptly informative, symbolic and inspirational.

BGA MONUMENT DESIGNS



This fabulous 17-foot-tall monument glorifying the Madonna was created in Barre gray and Impala black granites by **LAWSON GRANITE COMPANY** for Sweet-Woods Memorial Company of Phoenix, New York.

BGA MONUMENT DESIGNS



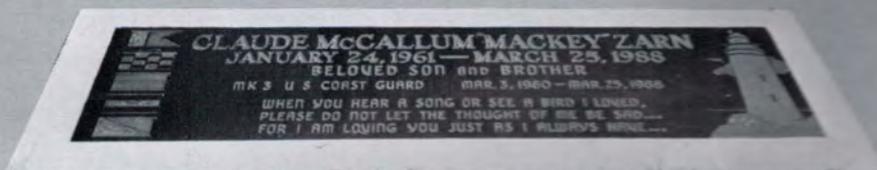
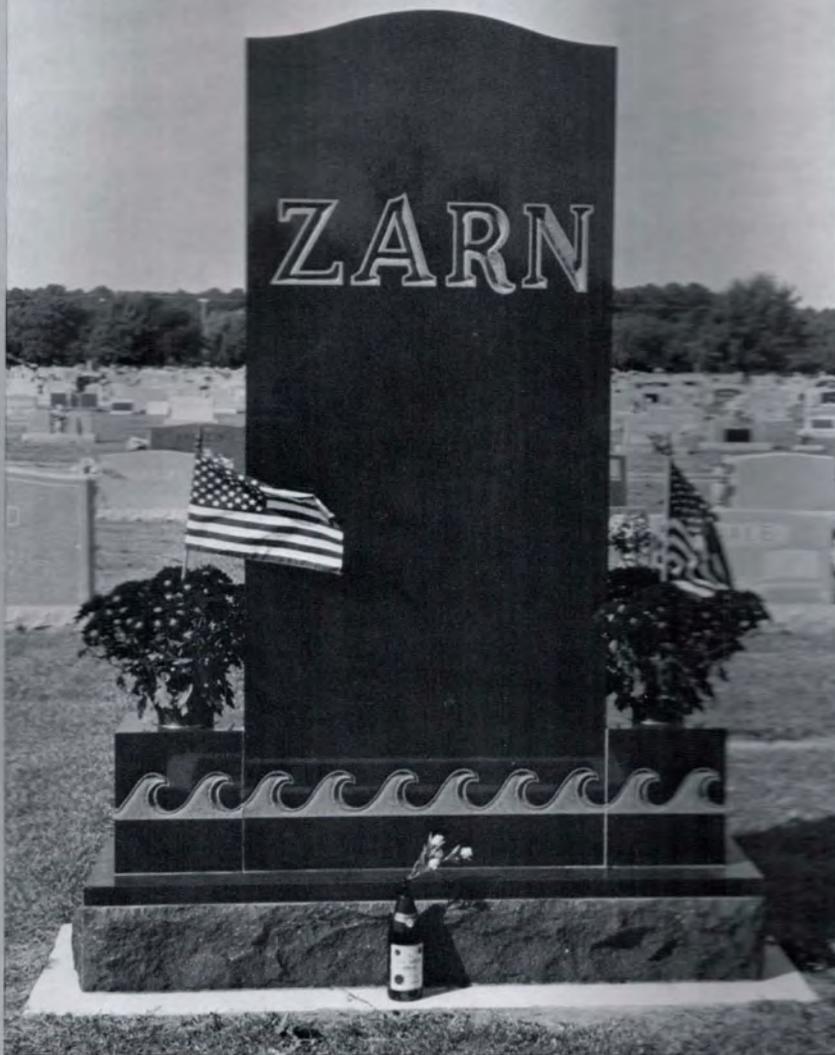
This sophisticated Barre gray granite monument was manufactured by **DESILETS GRANITE COMPANY** for Baltic Monument Company of Chicago. The steeled, axed and sandblast carved finish contrasts with the modern stylized aluminum cross.

BGA MONUMENT DESIGNS

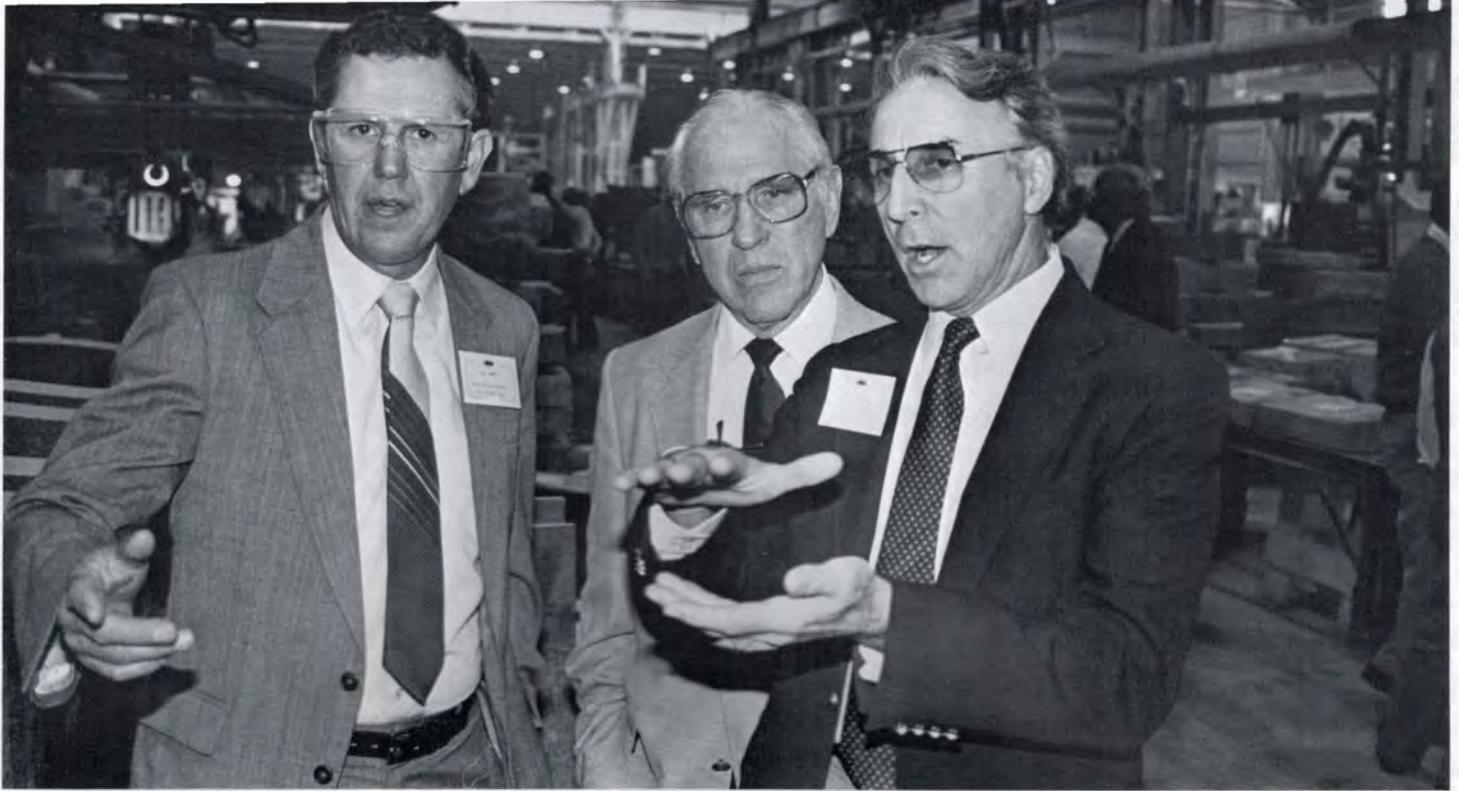


This elegant family memorial garden arrangement is a creation of **BECK & BECK, INC.** It was produced for Stotzer Granite Corporation of Milwaukee, Wisconsin, from Barre gray granite.

BGA MONUMENT DESIGNS



To honor the memory of a Coast Guard veteran, **COLOMBO GRANITE COMPANY** produced this polished Jet black granite monument for Seaboard Memorial Specialists, Inc. in Norfolk, Virginia. Waves lap at the 8-foot-tall monument, while the accompanying grass marker pictures a lighthouse and naval flags that spell out the name of a favorite exotic rum (a bottle of which decorates the monument).



Nick Cetrangolo (right), president of BGA member-firm Cetrangolo Finishing Works, discusses manufacturing innovations with Mel Lommel (left) of Royal Melrose Granites and Wally Pattock (center) of Cold Spring Granite Company, both in Cold Spring, Minnesota.

BGA Hosts First AMA Technology Information Trip

Manufacturers and quarriers from the major monument producing areas of the United States gathered in Barre this fall for the American Monument Association's premier Technology Information Trip.

For two days, representatives from companies in Georgia, Minnesota, South Dakota and Wisconsin met with their Barre counterparts to exchange information and learn new manufacturing techniques.

"A lot of ideas come from working together," said visitor Tom Oglesby, president of Keystone Memorials in Elberton, Georgia. He said retailers would also benefit from visits to manufacturing areas in order to better understand manufacturers' costs and capabilities.

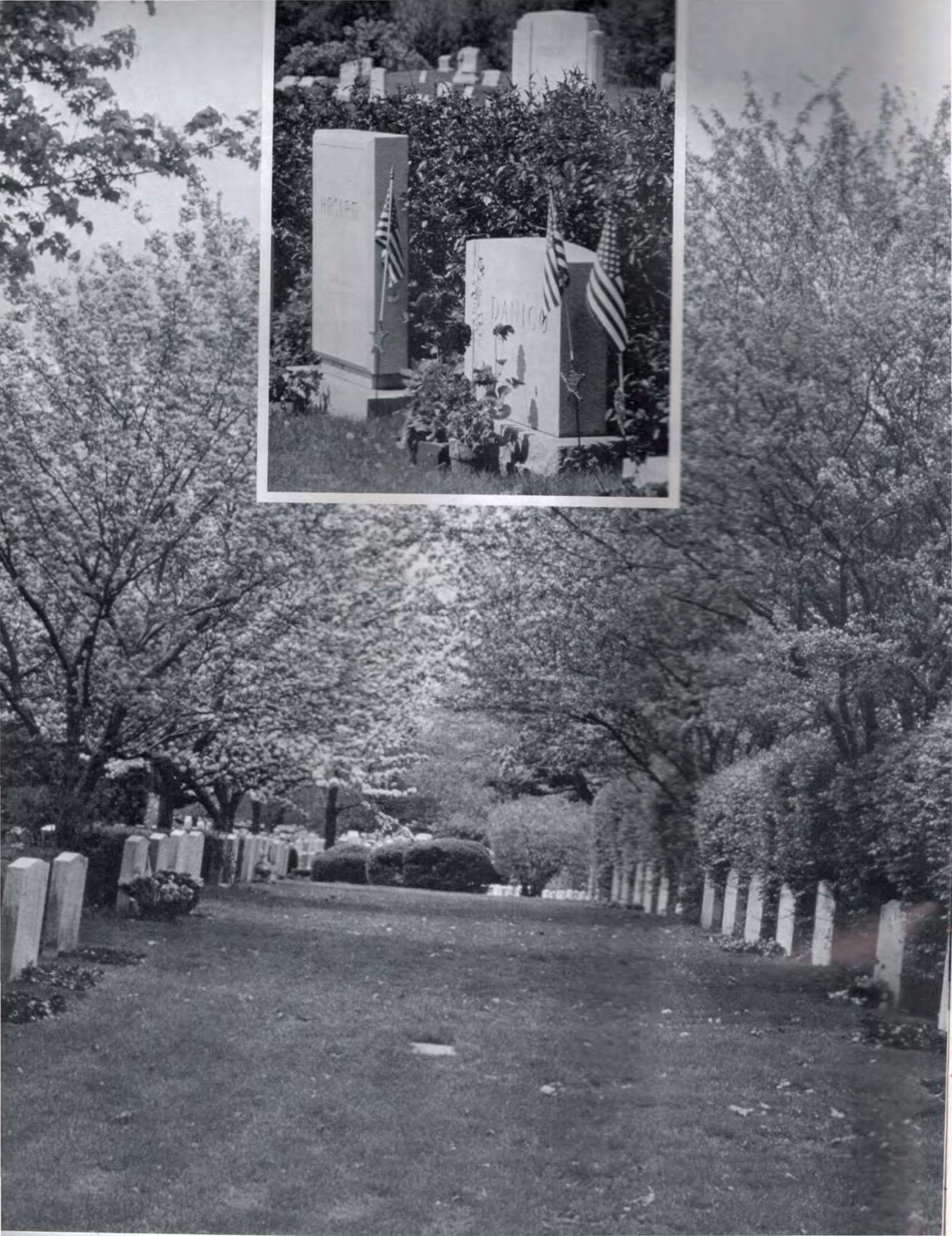
"Wherever we've gone, we've been welcomed with

open arms," said host Bob Pope, vice president of Anderson-Friberg Company. "We've been to Elberton four or five times to look at machinery. We've also been out to Dakota Granite. The free flow of information suits everybody's palate."

The AMA is a trade organization of manufacturers, quarriers and suppliers to the monument industry in North America.

At a Rock of Ages Corporation quarry, new extraction methods are described by Kurt Swenson (center), Rock of Ages president. Listening are Gannett Backus (left) of Georgia Marble Company in Tate, Georgia, and Jim Stengel (right) of Dakota Granite Company in Milbank, South Dakota.





Evolution In Cemetery Planning

By Donald G. Ward

(Editor's Note: Donald G. Ward is the president of Grever & Ward, Inc., Orchard Park, New York. Grever & Ward is a nationally recognized cemetery landscape architectural firm whose experience in this field dates back nearly 50 years. Don Ward is nationally recognized in his own right as one of very few highly experienced cemetery landscape architects. He delivered a presentation at one of the workshops of the National Catholic Cemetery Conference convention in Chicago in September. Barre Life begins a special serialization of that paper in this issue.)



A prominent national economist has been quoted as saying that “if a service cannot be performed for a profit, it’s not worth doing.” He was speaking of our federal government when he said it, and his anger was in response to shoddy management. The remark simply inferred that if the government were required to perform its services for

profit in order to stay in business, it would soon change its act. To pay its way, it would have to offer quality services, sensitive to people’s needs, and do it with reasonable cost effectiveness. The economist may be right, but we’ll never know because the American people and businesses have deep pockets for government to reach into.

The economist’s statement could also be directed in some ways to the cemetery industry and the manner in which it performs its services—particularly those cemeteries that operate on marginal economics and are unable to offer proper service to the public, or even to maintain the public’s loyalty. While the crux of worthy service may not be a healthy profit margin, it is certainly clear that a reasonable degree of prosperity is necessary to respond to people’s desires. Prosperity makes it possible to offer people what they want and to provide a stewardship fitting to their desires. If that stewardship results in a profit, it should not offend anyone, because making ends meet easily and having something left over is characteristic of American industry and its people. It is the “leftovers” that allow service industries to reach out even further to meet the needs of their markets and, if necessary, change their style of doing business. The profit ethic,

honestly pursued, tells us that something is being done right.

If there is a single basic trend detectable in service industries today, it is “listening to the people”—listening, so to speak, through market research to hear what people want to buy and to use. The listening process is the follow-up to the “customer-is-always-right” ethic that guided our previous generations.

People are speaking out now, voicing their desires in the cemetery; we need only listen to them to hear what is being said.

Cycles and Transitions

The changes that take place in cemeteries have always been slow-paced responses to social, economic or technological stimuli. The nice part about the slow pace is that there’s always been time to “get aboard” a new trend and take advantage of its goodness, or to detect any failings that it may have. The bad part is, the customers can get tired of waiting and go elsewhere to fulfill their needs.

As I look at this slow, ongoing change in cemeteries, observed over a 35-year exposure to it, I see recycling trends prompted by social attitudes, by personal affluence, and by some improvements in the tools that the cemetery manager is using. Currently, we see stiff competition from McDonald’s and Burger King for inexpensive summertime labor. However, a simple national economic downtrend or a few more messages on our eating habits from Dr. Koop, U.S. Surgeon General, could easily cure the labor shortage in cemeteries. This particular labor shortage is not a trend but only an “advisory” for cemeteries to get their economics in order.

The watchable trends are those that are influenced by changing social pressures and attitudes or by legislative activities that affect the ultimate use of cemetery land. An example is highly restrictive legislation such as wetland protectionism that ignores cemeteries as green space or that disregards the non-renewable and non-recycling character of cemetery land. Such legislation not only protects true wetland but often pre-empts good burial land as a buffer for the wetland—unnecessarily.

(Publication of Don Ward’s paper continues in the Spring issue of *Barre Life*.)

News *about* BGA *members*

GRANITE INDUSTRIES OF VERMONT HOSTS A PARTY!



With their manufacturing plant modernized for heavy production, the new owners of Granite Industries of Vermont this fall threw an open house for the Barre granite industry.

GIV President Jeff Martell (center, top photo) welcomes visitors to the company's refitted production facility. Over hors d'oeuvres, Vice President Glenn Atherton (bottom photo, left) and former GIV owner Silvio Nativi talk about the changes at GIV.

Last summer, Jeff and Glenn purchased the company and began converting what was primarily a building stone operation into a major monument production plant.



BUTTURA & SONS ADDS NEW STAFF



New faces can be found in the offices of BGA member-firm Buttura & Sons...faces that are new to Buttura, but not to the granite industry.

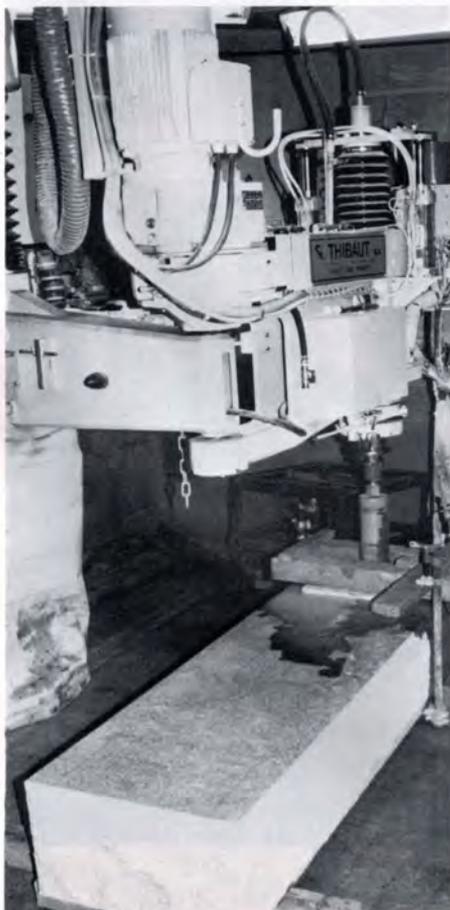
In the sales department is new Buttura telemarketer Loeata Herne (top right photo), a former teacher and a three-year veteran of granite industry selling.

In the drafting department is Jean Perusse (left photo). Jean brought to Buttura his fine 21-year history of drafting experience.

This fall in the main office of Buttura & Sons, Alberta "Bert" Pacini retired as office manager after more than 22 years with the company. In the bottom right photo, Bert (left) reviews files with new office manager Sonia Routhier (right), who has 14 years of granite industry experience as a bookkeeper and sales secretary.



NORTH BARRE GRANITE STAYS ON TOP OF THE HIGH-TECH REVOLUTION



With the installation of a new Thibaut GB110, North Barre Granite Company continues to maintain its position as a leader in the granite manufacturing revolution. Pictured here, North Barre's Thibaut is a universal machine that can mill, polish, make special cuts, core and handle virtually any stone-working requirement.

"We're bending over backwards to find ways to produce monuments more quickly and efficiently," says President Charles Chatot. "By replacing machinery with the newest high-tech equipment, we're staying on top of the technology revolution. North Barre also is increasingly capable of handling more and varied kinds of work."

Due, in part, to technical innovations, the company has increased pro-

duction by more than 60 percent without expanding its plant.

On the production line, for example, North Barre was one of the first granite manufacturers to go all-diamond in its sawing. The company extended the technology revolution to its office through computerization. In the drafting room, design is also computer-aided.

PEPIN GRANITE COMPANY COMPLETES COMPUTERIZATION



To provide rapid service to customers, Pepin Granite Company has put all of its business systems on computer.

The computer conversion, says company President Raymond Pepin, began last spring and now allows for quick turn-around of orders.

When an order is taken, information is entered into the computer system which begins to automatically build all the records that will eventually be needed for the job.

Pictured at the Pepin Granite computer terminals are (left to right) computer operator Nancy Busque, who handled the data processing changeover; Raymond Pepin; and office manager Anita Busque. Anita also is in charge of company sales.

The company computerization was done in conjunction with the efficiency-oriented expansion of Pepin Granite's office to four times its original size.

S.L. GARAND & COMPANY MAKES A "SIGN OF THE TIMES"

Harry K. Kramer & Son Memorials of Lambertville, New Jersey, wanted a business sign that would really stand out. So they turned to BGA manufacturer S.L. Garand & Company to get the job done right.

Garand fabricated the elegant new addition for the grounds of Kramer & Son from polished Celtic black granite. The sandblast lettering is outline frosted.

Monument company owner Sue Kramer is delighted with the results. "We have people stopping in to tell us that our sign is beautiful. They say they want the same granite and the same lettering for their own memorial!"



ROCK OF AGES APPOINTS PETER MC CARTHY TO BE NATIONAL SALES MANAGER OF ITS CEMETERY SERVICES GROUP

Retail memorialist Peter McCarthy of Marvin-Almont Memorials in Pueblo, Colorado, has been named national sales manager of the Rock of Ages Corporation's Cemetery Services Group.

In his new position, Peter will oversee marketing research, sales development and account service. He also will be responsible for the division's trade press and consumer advertising. In addition, Peter will represent Rock of Ages at major cemetery conventions and through cemetery visits across the United States.

Peter is a Colorado State University graduate and was general manager of Marvin-Almont Memorials. His family has been involved in the funeral industry since 1890.

Peter is a respected speaker on cremation issues and headed the Cremation Study Committee of Monument Builders of North America. He also has served on the MBNA Strategic and Long-Range Planning Committee.

Peter and his family will continue to live in Pueblo.



ROULEAU GRANITE COMPANY NAMES DAVID DE FELICE SALES REPRESENTATIVE

David DeFelice has been appointed sales representative in charge of telemarketing operations at Rouleau Granite Company. He will complement the company's sales force in the field.

Dave gained his telemarketing experience as co-owner of a computerized monument design firm. During the past five years, he has traveled extensively throughout the United States meeting with hundreds of retail monument dealers.





THE GRANITE INDUSTRY SALUTES TWO FORMER LEADERS, STUART ABIATTI AND LOUIS LA CROIX

This fall, Barre paid tribute to two leading figures of the granite industry.

Barre mourned the deaths of Stuart Abiatti and Louis LaCroix, who had been involved in the monument business for many years and served key roles in the Barre Granite Association.

Stuart (top photo), who was 57, most recently was sales manager for Buttura & Sons. For many years prior to that, he had owned and operated the South Barre Granite Company.

Stuart served as president of the BGA Board of Trustees from 1962 to 1964 and also had been president of the American Monument Association and a board member of Associated Memorials in Barre.



He is survived by his wife, Georgianne, a daughter and two sons and daughters-in-law.

Louis (bottom photo), who was 69, joined the family business, LaCross Memorials, Inc., in 1939 and served as president from 1965 until his retirement in 1982. He is credited with leading the company toward steady growth.

During his granite career, Louis was founder and president of Consolidated Memorials, Inc. and was a BGA trustee.

His wife, Vera, died in 1983. He is survived by two daughters, three sons, two sisters, three brothers and numerous other relatives.

MONTPELIER GRANITE WORKS CREATES A SPECIAL MONUMENT FOR A CO-WORKER AND FRIEND

Everyone at Montpelier Granite Works thought a lot of Michael Cacicio, says Joe Mureta, president of the monument company where Mike worked for 20 years.

When Mike died this summer, his co-workers produced a special monument for their friend based on a design created by Mike's family.

"Mike didn't like flashy things," Joe said, "but we felt very proud we could put up a monument that paid tribute to a man we respected and who had done many things."

The Barre gray granite monument they created, pictured here, shows the house Mike built from trees he cut himself. There are also the windmill and the barn he built, the pond he dug and a little dog that was a favorite companion.

Since the late 1960s, Mike was a Montpelier Granite Works lumper and crane operator, moving stone throughout the plant. "He was a simple, honest, hardworking man, and we miss him," Joe Mureta said.



The BGA Extended Family: Our Associate Members

GOOD COMPANIES TO DO BUSINESS WITH

The Barre Granite Association is really a large family. Its members include 27 internationally renowned granite manufacturing companies as well as 36 other granite firms and businesses that believe in our industry and actively support it.

Our Associate Members do custom drafting, sawing, steeling, sandblasting, polishing and sculpting. They also supply materials, transportation and other services to our members.

Polishing

M & W Polishing Co.
Box 521, Barre, VT 05641
(802) 476-8340

Sandblasting

B & B Monumental Engravers
33 Thomas St., Barre, VT 05641
(802) 479-2868

Capitol Custom Sandblast
RD #1, Box 140, East Montpelier, VT 05651
(802) 223-3044

Culture Craft Sandblast Co.
Box 528, Barre, VT 05641
(802) 476-7351

Gordon's Custom Sandblast Co.
Box 437, Barre, VT 05641
(802) 476-5361

Guy's Custom Sandblast
23 Jacques St., Barre, VT 05641
(802) 479-0801

Memorial Sandblast Co.
Box 582, Barre, VT 05641
(802) 476-7086

Rose Art Sand Blast Co.
55 Batchelder St., Barre, VT 05641
(802) 479-2722

Saporiti Sandblast Co.
Box 187, East Barre, VT 05649
(802) 476-4063

Tosi Custom Sandblast
MR #1, Barre, VT 05641
(802) 476-3851

Sawing/Polishing

Associated Memorial Products, Inc.
Box 291, Barre, VT 05641
(802) 476-3411

Consolidated Memorials, Inc.
Box 394, Barre, VT 05641
(802) 476-7542

Hillside Saw Plant, Inc.
Box 134, Barre, VT 05641
(802) 479-2508

Sculpting

A Fantoni Sculpture Studio
P.O. Box 160, South Barre, VT 05670
(802) 476-3116

Frank Gaylord, F.C. Gaylord Sculpture Studios
Box 464, Barre, VT 05641
(802) 476-6711

Eric Oberg
RR #1, Box 1571, Barre, VT 05641
(802) 479-0252

Banking

First Vermont Bank & Trust Co.
Box 463, Barre, VT 05641
(802) 476-4135

Granite Savings Bank & Trust Co.
Box 483, Barre, VT 05641
(802) 476-3313

Construction

Summit Construction Co.
Box 1437, Montpelier, VT 05602
(802) 223-6764

Thygesen Construction Co.
51 Smith St., Barre, VT 05641
(802) 476-3795

Insurance

Berg, Carmolli & Kent, Inc.
Box 628, Barre, VT 05641
(802) 479-1046

Pomerleau Agency, Inc.
Box 6, Burlington, VT 05402
(802) 863-2841

Reclamation

Fulton & Company, Inc.
Box 141, Websterville, VT 05678
(802) 479-3339

Suppliers

Budiam America Diamond Tools, Inc.
P.O. Box 661, Barre, VT 05641
(802) 476-3122

Dessureau Machines, Inc.
Box 402, Barre, VT 05641
(802) 476-7041

Dixie Machine Co.
15 Stewart Lane, Barre, VT 05641
(802) 479-1088

Gran-Quartz Trading, Inc.
Box 731, Barre, VT 05641
(802) 476-7935

Lanstone, Inc.
Box 524, Barre, VT 05641
(802) 476-4044

Miles Supply Co., Inc.
Box 237, Barre, VT 05641
(802) 476-3963

N-E-D Corporation
P.O. Box 711, Barre, VT 05641
(802) 476-6520

Trow & Holden Co., Inc.
Box 475, Barre, VT 05641
(802) 476-7221

Travel

Horizon Travel, Inc.
Box 909, Barre, VT 05641
(802) 479-3238

Trucking

Anderson Trucking Service
P.O. Box 960, Barre, VT 05641
(802) 476-4283

A. Bellavance & Sons, Inc.
Box 398, Barre, VT 05641
(802) 479-9311

T. Rossi Trucking Co., Inc.
Box 332, Barre, VT 05641
(802) 476-7341

Trio Motor Transfer, Inc.
Box 662, Barre, VT 05641
(802) 479-1824



Barre Granite Association
51 Church Street Box 481
Barre, Vermont 05641
Tel. 802-476-4131
BGA TELEFAX: 802-476-4765

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VOTING MEMBERS OF THE BARRE GRANITE ASSOCIATION

Adams Granite Co.

P.O. Box 126
Barre, Vt. 05641
Kerry Zorzi
800-342-1070

Celente & Bianchi

P.O. Box 220
Barre, Vt. 05641
Irio Bianchi
802-476-4463

C.R. Davidson Co., Inc.

P.O. Box 156
South Ryegate, Vt. 05069
Mike Bouchard
802-584-3591

Granite Importers, Inc.

P.O. Box 712
Barre, Vt. 05641
Jake Colgan
802-476-5812

LaCross Memorials, Inc.

P.O. Box 458
Barre, Vt. 05641
Gabriel "Bebe" LaCroix
800-451-3234

North Barre Granite Co.

P.O. Box 548
Barre, Vt. 05641
Charles Chatot
800-227-1045

Riverton Memorial, Inc.

P.O. Box 284
Northfield Falls, Vt. 05664
Ernest Lavigne
802-485-3371

Anderson-Friberg Co.

P.O. Box 626
Barre, Vt. 05641
Melvin Friberg
800-451-3255

Cetrangolo Finishing Works

P.O. Box 190
Northfield, Vt. 05663
Nick Cetrangolo
800-451-4517

Desilets Granite Co.

221 Barre St.
Montpelier, Vt. 05602
Victor Roselli
802-223-2111

Granite Industries of Vermont

P.O. Box 537
Barre, Vt. 05641
Jeff Martell
800-451-3236

Lawson Granite Co.

P.O. Box 377
Barre, Vt. 05641
Albert Gherardi, Jr.
800-451-5174

Peerless Granite Co.

P.O. Box 313
Barre, Vt. 05641
Bret Mugford
802-476-3061

Rock of Ages Corp.

P.O. Box 482
Barre, Vt. 05641
Kurt Swenson
802-476-3115

Beck & Beck, Inc.

P.O. Box 467
Barre, Vt. 05641
Robert Zider
800-451-5170

Chioldi Granite Corp.

P.O. Box 294
Barre, Vt. 05641
John Mattson
800-451-3230

Family Memorials, Inc.

P.O. Box 383
Barre, Vt. 05641
Robert Couture
802-476-7831

Grearson & Lane Co.

P.O. Box 327
Barre, Vt. 05641
John Grearson
802-476-7102

Maurice Memorials, Inc.

R.R. #3
Barre, Vt. 05641
Leo Maurice
800-451-4173

Pepin Granite Co., Inc.

P.O. Box 566
Barre, Vt. 05641
Raymond Pepin
800-654-5420

Rouleau Granite Co.

P.O. Box 567
Barre, Vt. 05641
Lucien Rouleau
800-343-4199

Buttura & Sons, Inc.

P.O. Box 606
Barre, Vt. 05641
Brent Buttura
800-451-3252

Colombo Granite Co.

155 Boynton St.
Barre, Vt. 05641
Bob Colombo
800-446-1049

S.L. Garand & Co.

P.O. Box 365
Montpelier, Vt. 05602
Richard Garand
800-451-5177

Houle-Giudici Co.

P.O. Box 787
Barre, Vt. 05641
Gene Houle
800-451-3238

Montpelier Granite Works

Granite Street
Montpelier, Vt. 05602
Joe Mureta
800-451-4513

Rivard Granite Co.

P.O. Box 86
Barre, Vt. 05641
Robert Rivard
802-476-3542