NEW DESIGN BROCHURES

THE LARGEST POLISHED GRANITE MEMORIAL

SOLAR MAUSOLEUM TECHNOLOGY
Pocivali u miru Božjem
Jesus have mercy on our souls
MARASOVIC

We lived together in happiness. We rest together in peace. Together forever.

ROULEAU GRANITE COMPANY
800-343-4199

7' Tall
Oval face globe 5' Diameter
Medium Barre
Jet Black Base
Greetings and best wishes from Barre for a happy, healthy and prosperous 1997.

Every new year brings a feeling of a beginning of renewal of plans and purpose. As the January issue of Barre Life marks the first issue of 1997, it also heralds a “start over” in setting plans for the New Year.

It is timely and appropriate to usher in a new year by introducing you to the new editor of Barre Life, Jim Eaton.

A native Vermonter, his roots in the granite industry go back to his great-grandfather, Amos J. Eaton, steering a team of oxen to install the famous Joseph Smith Monument in Sharon, Vermont, to commemorate the birthplace of the founder of the Church of the Latter Day Saints.

The University of Vermont graduate started a video production company and ran it for six years. A professional photographer for nearly twenty five years, Jim’s photos have appeared in some of the nation’s leading publications. His work has also been featured in several photographic shows. He has had extensive photography and video teaching experience at schools and universities in the Green Mountain State, and currently teaches at the Community College of Vermont, Montpelier.

With his extensive visual art experience, the BGA plans call for sharing Jim’s professional skills with the industries served by the BGA members, and the retail monument dealers in particular. A majority of the products produced by the BGA members are works of art, which are most appreciated by their appearance. Jim Eaton’s professional background make him ideally suited to enhancing the visual appreciation of the BGA products.

Jim and I welcome your thoughts, ideas, and suggestions on how we might apply his talents in support of your sales efforts of the famous and unique products of the Barre Granite industry.

Here’s to a year of success and profitability for you and your company.

As always, I look forward to your comments.

Lewis A. Shattuck
Executive Vice President
Bob Winney has sold many memorials and over 150 mausoleums in the greater New York City area, working with retailers like Peacock Memorials of Valhalla, N.Y. on the Barbra Streisand and Helmsley mausoleums. The 15 - by - 30 ft. Helmsley mausoleum was featured recently in the New York Times. He helped with the sale of Mayor Hague's mausoleum in Jersey City, Evan Piccone's, famous in the fashion industry, as well as Thomas Edison's son Charles Edison, Governor of New Jersey in the 1930's.

Bob began learning all aspects of the stone trades at Jones Brothers in Barre in 1946. In that year, he completed his service as a commissioned officer in the Navy, completed a B.S. in business at Miami University in Oxford, Ohio and married his wife Joyce. Working with crews setting stones, and erecting mausoleums as well as training in the office provided an understanding of the entire process. There were no wire saws during this period; much of the work on large memorials was done by surface cutting machines. The tops, ends and joints were cut by hand with tools sharpened by the plant blacksmith. Hand polishers at Jones Brothers that Winney knew included Jules Chatot, who later formed North Barre Granite.

Over the years public mausoleums have become more prominent. The era of having six private mausoleums on order, at one time as Winney did, rarely occurs today. Bob enjoys calling on the children and in a few cases the grandchildren of his original retail monument friends, friends whom he vacations with in the islands on occasion, or meets for golf. Bob is an avid golfer who "shot his age," 76, at the Tenafly, New Jersey Country Club last April. "Learning to treat our customers as friends is a valuable insight to a pleasurable and successful sales career", Winney feels.

His long time friend who appears in several of the photographs, Dick McBride, a former BGA field manager said, "Bob Winney would go out of his way to do anything in his power to help out a client."

That reputation of personal service and his emphasis on selling the quality and craftsmanship of Barre Granite products has made Robert T. [Bob] Winney "One of Barre's Best!".

Bob and his wife Joyce have two daughters, Maureen and Martha, both happily married, and two grandchildren, Patrick and Megan. From the days at Jones Brothers, through 1975, then with Beck and Beck, and now representing Guardian Memorials for Granite Industries of Vermont, Bob personifies a great career in Barre Granite Sales.

Winney, 1946, still in Navy coat arrives in Barre.

"Learning to treat our customers as friends is a valuable insight to a pleasurable and successful sales career"
- Bob Winney.
As the new editor of Barre Life, the magazine of the Barre Granite Association, I want to extend an open invitation to each of you to share your point of view, your needs and interests. I would love to speak with you in person at a convention in your area, or on the phone at anytime. Letters, cards and faxes all serve to give your input into ways to make this publication most useful in your lives. We strive to show you some of the finest memorial art and unique granite work being done in the world, as well as keep you abreast of industry news and trends.

There are a lot of great people involved in the transformation of stone into an object of art that will endure virtually forever. The quarrymen, the stone cutters, the craftspeople, the designers, those involved in communication of concepts and ideas, and the sales and retail aspect of the chain are all part of the process. The work would not be in the public eye if not for all involved. The challenges of explaining the possibilities of an original memorial or mausoleum, and its long term value are just as important as any other step along the way. I think you will enjoy the insights of Bob Winney, who has been successfully involved in selling Barre craftsmanship in granite for 50 years. The innovative work featured by the Rouleau Granite Company is a reflection of their many years in the industry. The technical and artistic achievement on the inside back cover shows what is possible with their innovation and creativity.

If any of you have a few extra minutes when traveling on Central Vermont Interstate 89, a slight change to a road less travelled will bring you to the largest polished Barre Granite monument in the world. In any season it is quite a sight. As our cover shows, the Joseph Smith Memorial is well lit with thousands of lights in the Christmas season. It is a superb example of the permanent nature of Barre Granite, the finest craftsmanship in the world.

I look forward to hearing from you, meeting you at a convention, or seeing you in Barre. I wish you all the best in 1997.

Sincerely,

Jim Eaton
JOSEPH SMITH:
MEMORIAL
VERMONT INGENUITY

By Ken Bush

When a man by the name of Ellis from the Bethel quarries sent down 20 of his most magnificent horses, everyone on the crew was certain that the first load, a 12-foot square polished granite stone, would be headed up the Royalton hill to the monument site in a jiffy.

But on that wintry day 91 years ago, even placing planks under the wagon wheels didn’t help the horses budge the load “even one quarter of an inch.” So recalled Janius F. Wells, an Elder in the Church of Jesus Christ Latter-day Saints who was responsible for the organizing and erecting the enormous 100-ton, 50-foot granite monument, which for nearly a century now has marked the spot where native Vermonter Joseph Smith was born 100 years earlier.

Smith, founder of the Mormon Church, was born Dec. 23, 1805 on his grandfather Solomon Mack’s farm five miles north of Sharon, Windsor County, Vermont, where the splendid stone monument and visitors center now stand. It sits on 283 acres which were purchases by the church in two separate transactions: 100 acres in May 1905, and the other 183 acres in August 1907.

The stone workmanship, which created the edifice, is world renowned and the Vermont Chamber of Commerce has named the Nativity Pageant & Christmas Lighting Presentation held at the memorial each December, as one of the top ten events of the winter season.

Located just a few miles off I-89, cutting and then erecting the now famous edifice was a daunting task. It began when the church contracted July 24th, 1905 with R.C. Bowers Co. of Montpelier to build the monument from granite in the Marr and Gordon Barre quarry. The unique proposed design required, in part, a single thirty nine ton shaft of polished stone thirty eight and one half feet tall, each foot representing one year that Smith lived. In addition, the plans called for a die and capstone to come out of one piece of granite while a nine foot base and twelve foot second base section each had to come out of other separate stone.

The smaller parts of the monument were more easily found in the quarry, but the shaft posed some incredible problems. Wells, who is credited with having designed the monument, made it clear that he wanted the shaft to be one continuous piece of stone, not smaller pieces assembled together.

Eventually, a singular piece of granite was located in an adjoining quarry owned by Milne and Varnum.

Wells, speaking to church officials and a few hundred local residents at the dedication of the monument on Dec. 23, 1905, said that after uncovering part of the new stone the workers “showed up a boulder that measured 46 feet. By cutting down both sides and taking off the top, we got the ends a little more than four feet square, and it was long enough to give us the shaft. That was a happy day:”

The shaft alone weighed nearly 60 tons in the rough and the derrick available on site could not lift it except one end at a time.

Wells recalled that the “stones were cut and polished with remarkable skill and speed.” Yet, it seemed to him that the 12-foot base, the first piece to be completed “would never be done.”

Once the various pieces of the monument, including the 38-foot center pillar, were cut, polished and steel inscribed, the overwhelming task of moving the mammoth stones from Barre to the selected Royalton marker site was at times overwhelming.
Wells had arranged for a special wagon, built by the Jones Brothers of Boston, to move granite using 12 horses. And although the wagon was suited to such cargo, the bridges along the way were not.

The iron bridge at South Royalton which crossed the White River was "nice to look at, but not any good for this kind of load," Wells explained, adding that the next choice was the wooden bridge crossing the Tunbridge Branch three miles up river. Shoring up the bridge took extraordinary skill, including thick planks and 10-inch posts acquired from the Wells River Railway.

Despite encountering quicksand under the bridge, the reinforcements held, and the stones continued threading their way on the wagons to Royalton Village.

The 12-foot base of the monument tackled the hill to the memorial site in the first load. Despite the horses provided by Ellis, it still took a "block and tackle, and we drew the load (only) 1,960 feet in one day," Wells recalled.

The work was discouraging and tedious. Church officials were concerned that parts of the monument would not be delivered to the hilltop location and assembled in time for the dedication, scheduled for the 100th anniversary of Smith's birth.

It took 13 days to deliver the 12-foot base from Barre to the site.

The ensuing loads brought the other sections with the same difficulty encountered by the first. But with each trip, the crew learned new and better ways to deal with the obstacles.

The second load, for instance, carried the inscription die, a cube six feet square weighing nearly 20 tons.

Wells recounted a new problem, special to this particular stone: "We had a load that measured 12 feet, two inches from the ground up and we had a covered bridge to go through that measured only 11 feet, four inches."

Barre resident H.C. Leonard, had a specially designed wagon that was "rigged low and would pass through the bridge," Wells explained. "The wagon had tires 12 inches wide."

The low-riding design of the wagon saved the expedition days, possible weeks, in getting the base to the memorial site.

Even the capstone—the baby stone—weighed 10 tons. It was the last stone to be delivered and made the trip from the railroad station in Royalton to the site in just six hours.

On Dec. 8, 1905 the great shaft was raised onto the immense base. So skilled were the workman, that it was moved into place flawlessly. At the time it was raised, the 38 1/2-foot spire was the largest polished shaft of granite in America, possibly in the world. Wells pointed out that "the greatest obelisks are larger stones than this, but they are not polished, and they are of carved syenite." The entire project cost a staggering $30,000 in 1905.

Although today there are other structures such as missionary living quarters, a modern visitors center and chapel, located on the grounds of the Joseph Smith Memorial, the focal visitor's attraction is still the splendid polished granite monument designed, cut and assembled as an example of some of the world's finest stone workmanship.

Undoubtedly, the monument is not only a testament to the life of a great religious leader, it is also a tribute to the dedicated craftsmen who made it possible.

Ken Bush is a professor of Journalism and Communications at Norwich Universiy, Northfield VT.
VA ADVISORY COMMITTEE ON CEMETERIES AND MEMORIALS BRIEFED ON BARRE MEMORIALS

The U.S. Veterans Administration National Advisory Committee on Cemeteries and Memorials took an unusual field trip in October to learn first hand how veterans' markers are quarried and manufactured in Barre. The tour began at the Rock of Ages' Woodbury Quarry, and plant visits at Granite Industries of Vermont and several other manufacturers. They also took advantage of the opportunity to view a variety of the finest memorial art at Hope Cemetery.

A reception was hosted by MBNA and BGA. An issue of interest to MBNA and BGA as well as many retail monument dealers is the concept of freedom of choice sections opening up in more VA cemeteries. There are 65 active national VA cemeteries operating in the United States at present, and the option of opening sections for upright monuments for memorialization is a goal of both associations.

The committee members participating were: Edwin C. Bearss, Washington, DC; Jon M. Carney, Melbourne, FL; Joseph Clelan, Mechanicsburg, PA; Ralph D. Cooper, Roxbury, MA; Margaret W. Ferguson, Vista, CA; H. Clayton Garner, Dallas, TX; John A. Haynie, El Dorado, AR; Lyman W. Pressley, Conyers, GA; Chairperson Col. Mary F. "Frankie" Sears, Conway, AR and Col. Dale F. Means, Washington, DC.

Perfect Fall weather for the Hope Cemetery tour.

Ralph D. Cooper at Hope Cemetery

(From Left) Dina C. Wood, Special Assistant to the Director, Jerry W. Bowen, Director National Cemetery System, Jeff Martell, President, Granite Industries of Vermont and BGA, Bob Campo, Rock of Ages, Quarry Sales Manager.
SENIOR MBNA EXECUTIVES JOYNER AND PATZER TOUR BARRE

A.C. Joyner, CM, President, Monument Builders of North America, owner of Joyner's Memorial, Inc., Wilson, N.C. and Greg Patzer, Executive Vice President enjoyed an intensive two days opportunity to see the recent expansions in the Barre Granite Industry.

Well known Barre sculptor, Giuliano Cecchinelli, provides insight into the finer details of the memorial art at the Hope Cemetery.

Mark Gherardi, President of Lawson Granite Co./Div of Rock of Ages Corp. began the tour at the ROA, Adams-Pirie Quarry as an example of the growth in Barre.

The MBNA executives met with the BGA Board of Trustees, and also toured the facilities at Granite Industries of Vermont, Maurice Memorials, Rouleau Granite Co., and sculpture at the Gaylord and Celestial Studios.

Viewing the craftsmanship at Hope Cemetery in perfect August weather, and informal conversations with many BGA members rounded out the visit.

Leo Maurice, President of Maurice Memorials gives a tour of his plant.
TOP DESIGNER SELECTED FOR FOUR NEW BROCHURES

A beautiful new series of design brochures created with full color pastel renderings by gifted Barre designer, Gene Brusetti, will aid the monument retailer in discussions of options and traditions. Born in Italy, Gene has worked in design all his life and is known as one of the best in his field.

BGA members added their insights and years of sales experience to help shape this series into a valuable resource for the retail monument dealer.

Stop by the BGA booth at the MBNA National Convention in Indy or the conventions in your region to pick up these new brochures. As always for any information or products, feel free to call or write us and we will send you the new series.

TRADITIONS AND NEW DIRECTIONS IN MEMORIALIZATION

CATHOLIC
PROTESTANT
JEWISH
CREMATION

BARRE LIFE Winter 1997
MARCEL H. ROULEAU
1932-1996

Marcel H. "Marcy" Rouleau, 64, died on December 22, 1996, the son of Rudolphe and Jeannette (Goudreau) Rouleau.

From 1954 to 1977 he worked with his father and brothers at Rouleau Granite Company. In 1954, he joined his father and brothers in the operation and management of the company in Barre as production manager. In the 1970's he was the vice-president at the firm. When he left the company for health reasons in 1977, he had been in production management, was a vice-president and continued as a member of the Board of Directors.

His is remembered as an outstanding athlete and was a four-year varsity player in basketball, baseball, and football. "He excelled in three sports at Barre's Spaulding High School," said Joe Calcagni, president of Granite Corporation of Barre, who attended school with Rouleau. "He was one of the best athletes that ever came out of the school."

Marcel served in the U.S. Army during the Korean war with the 2nd Infantry Division, rising to the rank of sergeant. Survivors include his wife Marlynn, a daughter and three sons; 12 grandchildren and four brothers. He will be entombed in the family mausoleum at Hope Cemetery.

LIBBY JANAWICZ - NEWEST MEMBER
OF THE BGA TEAM

Libby Janawicz joined the BGA staff in December 1996 as Administrative Assistant. She was previously employed by the State of Vermont. Libby is currently attending Community College of Vermont with a concentration in the visual arts field. Libby resides in East Montpelier.

BUD SMITH CELEBRATES 25 YEARS OF SERVICE AT ROULEAU

Bud Smith receives a gold watch as a symbol of appreciation for 25 years in sales at Rouleau Granite. President Lucien Rouleau, far left, congratulates Bud, with Paul Rouleau, sales manager, far right, and Bud's son Greg, who is joining the sales team, looking on. Greg Smith served in the Army, including action in Desert Storm prior to following in his father's career path. Bud noted he appreciated the many loyal customers he has worked with over the years in the northeastern region. He continues to work in sales from the Barre office.

BARRE LIFE Winter 1997

9
THE BGA CHRISTMAS DINNER DANCE 1996

Jeff Martell, President BGA and Granite Industries of Vermont and his wife Nancy.

Doris and Charlie Martin, Miles Supply.

Jake Colgan, Granite Importers, with his wife Sandy.

Charlie Chatot and Roberta, North Barre Granite Co.

Randy and Jan Carbonneau, Hillside Stone Products.
The Annual BGA Fall Outing at Lake Morey

Chris Atherton, Kenny St. John, Norma Atherton and Jeff Martell, all of Granite Industries of Vermont, prepare for the golf challenge.


And some of the winners are:

Norm Campo, Granite Industries of Vermont, enjoys bocce with Paula Plante, Lawson, who won the event.

Mike Blair, AFCO, Roland Bellavance, A. Bellavance & Sons, and Dan Casey, Pomerleau, enjoy the tournament.

Larry Beede, Jon Gregory and Kurt Swenson, all Rock of Ages, join Peter Friberg, AFCO, for a great day.

Jeff Salvador, Salvador & Babic, wins the Glenn Atherton Memorial Trophy for lowest net score. Veronica Parent, Rock of Ages, wins in the women's division again. Gary Watson, BGA, presents the awards.
THE VALUE OF CONVENTIONS

NETWORKING & DISCUSSIONS OF TRENDS

Tri-state Monument Convention, Valley Forge, PA. January 1997

BUSINESS INFORMATION

David Diederich, Breen Systems, conducts a workshop at Wisconsin Monument Convention on “Practical, Professional Business Management”.

BARRE LIFE  Winter 1997

“PUT HUMOR INTO THE OFFICE ROUTINE” HER STAFF TOOK IT LITERALLY AND FILLED A KIDDIE POOL IN HER OFFICE ON HER RETURN FROM VACATION THE DAY THE HOSPICE FACILITY HAD A GOVERNMENT INSPECTION! Vicky Lannie, Illinois Monument Convention, Rock Island, IL.

Gene Belvin, CM, speaks on the value of motivational books and tape series at Tri-State Monument Convention. He strongly recommends the Certified Memorialsist program. Gene motivated and energized the crowd!
CONVENTIONS ARE MAGIC AND FUN!

THE DOOR PRIZES ARE GREAT!

Monuments
Clocks
Benches
Cash
BATMAN WON'T BATTLE IN BARRE

Warner Brothers created an ice wall in the 350 ft. deep Rock of Ages Quarry, to shoot some scenes for the upcoming Batman and Robin film starring George Clooney as "Batman", and Arnold Swartzenegger as "Mr. Freeze". Christian Von Tippelskirch, production manager for the studio was tentatively allowing a night photography session for Barre Life Magazine.

Producer Peter Macgregor-Scott cancelled plans which would have involved 250 production and stunt personnel in the night filming on the ice wall and frozen, flooded quarry floor. Screen play revisions and logistical concerns were given as the reasons for the decision not to film in Barre.

PEPIN EXPANDS PRODUCTION FACILITIES

Pepin Granite Company is looking forward to future growth and more efficient operations with a major addition extending the wall in the entire production area. The project will provide additional work space in the Spring of 1997. The project will facilitate the movement of granite in the manufacturing facility, improving the capacity of production. Dan Hill of the Pepin sales team stated the expansion reflects a solid trend in sales in recent years.

SENATOR VISITS BGA

U.S. Senator Alan N. Simpson, (R- Wyo.) former Chairman of the U.S. Senate Committee on Veterans Affairs, held a meeting with monument manufacturers and State and local officials concerning veteran's issues at the BGA on October 29th.

BARRE LIFE 1997
ADAMS GRANITE COMPANY
800-342-1070

FOR MANCHESTER MEMORIALS
MANCHESTER, N.H.
CATHEDRAL IN THE PINES MEMORIAL CEMETERY
TYLER, TEXAS

All Matching Light Barre Die: 5-0 x 0-8 x 3-0
All Steeled
Base: 6-8 x 1-2 x 0-8
Steeled Flat Top
Balance Rock Pitch

Two Round Turned Vases:
0-10 dia. x 1-2
Steeled
Medium Barre Mausoleum 8-6 x 9-10 x 3-10
All Polished with the exception of Rock Pitch Base Course

Medium Barre Columns 1-2 x 0-10 x 10-8
All Steeled with 1” Sandblast Flutes

Medium Barre Cap 5-2 x 0-10 x 1-10
All Steeled Medium Barre - Special Cut Top

All Steeled Turned Urn 0-10 x 3-5
CURTISS - Select Light Barre Monolith manufactured by Anderson-Friberg Co. as the Family Memorial for Curtiss Memorials, Simsbury, Conn.
FAMILY MEMORIALS, INC.
800-533-3031

FOR AUSTIN MEMORIALS, CARL SWANSON, OWNER
SPRINGFIELD, VT.

Mahogany Granite
Die 2-6 x 0-10 x 4-8 All Polished

Base 4-6 x 1-6 x 0-10 Polished Top
Overall 4-6 x 1-2 x 5-6

BARRE LIFE Winter 1997
Medium Barre  All Steeled  Center Die: 3-6 x 1-3 x 6-4  Steeled Top, Balance Rock Pitch
Left Wing: 0-6 x 0-9 x 2-6  Base: 7-6 x 2-0 x 0-6
Right Wing: 2-6 x 0-9 x 2-6
**MAURICE MEMORIALS**
800-326-4599

Mountain Rose Granite
Die: 4-0 x 0-8 x 2-6
All Polished
Sandblast Carved
Hand Tooled Background
Base: 5-0 x 1-2 x 0-8
Polish Flat Top
Balance Rock Pitch

**BUTTURA & SONS, INC.**
800-451-3252

FOR COWAN MONUMENTS, INC.
DUBOIS, PA.

Antique Mahogany Granite
Die: 3-6 x 0-8 x 2-2
Polish 2 Balance Shell Rock
Oval Top
Base: 5-6 x 1-2 x 0-8
Polish Top Balance Rock Pitch
MONTPELIER
GRANITE
WORKS
800-451-4513

FOR
W.F. BENEDICT & SON
MIDDLETON, N.Y.

Jet Black Die: 2-4 X 0-8 x 2-4
Finish: Polish 2
Balance Rock Pitch Heart
Jet Black Base:
2-10 x 1-2 x 0-8
Polish Top
Balance Rock Pitch
Sandblast Carved, Lettered
Etched by Sofia Shatkivska

PEPIN GRANITE COMPANY
800-654-5420

FOR
HERITAGE MONUMENT CO.
MANAHAWKIN, N.J.

Die: 3-0 x 0-6 x 2-2
Granite: North American Pink
Finish: Polished and Steeled
Cut per Heart Pattern
Balance Rock Pitch
Vase: 0-8 x 0-6 x 0-10 Polish 2
Sawn top with core
Base: 4-0 x 1-0 x 0-8 Polish Top
Balance Rock Pitch
RIVERTON MEMORIAL, INC.
800-643-8082

FOR PENNSYLVANIA MONUMENT CO.
Hazleton, PA

Granite African Jet Black
Die: 5-0 x 0-10 x 4-0
Polished with Etching of Civil War
Base: 6-0 x 1-6 x 0-10
Polish, Bevels, Balance Rock Pitch

LACROSS MEMORIALS, INC.
800-451-3234

FOR PLAINFIELD GRANITE WORKS
PLAINFIELD, N.J.

Medium Barre Granite
2-6 x 0-10 x 4-0 Steel 2
Steel Hand Carved Top
Rock Pitch Straight Ends
Hand Carved Full Round Figure

CAMP LUZERNE
FROM AUGUST TO NOVEMBER, 1862, CAMP LUZERNE WAS LOCATED NEAR KELLY STREET ON THE BANKS OF THE HANNOVER RIVER, NEAR THE PECK FAMILIES. ONE-HALF MILE NORTH OF THIS SITE THERE,InThe

BARRE LIFE Winter 1997
GRANITE IMPORTERS, INC.
802-476-5812
FOR UNIVERSITY HOSPITALS OF CLEVELAND, OH.
Granites: Cobra Green, India; Aqua Azul, Saudi Arabia; Rosso Guazubira, Brazil; Mason, New Hampshire; Prairie, Canada. Interior and exterior 20,175 sq. ft. of fabrication of flooring, base, counters, accent trim, paving, bollards curb and steps.
BARRE LIFE Winter 1997
HILLSIDE STONE PRODUCTS
802-479-2508

FOR AMHERST COLLEGE
AMHERST, MA.
Life Sciences Building

Impala Granite 4" and 5"
veneer on 5 story 45’ building

Thermal finish
Random rectangular pattern
Die: Jet Black Polish 2
Balance Rock Pitch
5-0 x 0-10 x 3-0
Straight Top
Straight Ends

COLOMBO GRANITE COMPANY
800-446-1049
Deer Island Granite
6' Diameter
Custom Floor Compass
### Item 1
8" x 8" Wall Clock
Barre Gray granite
Includes AA Battery

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### Item 2A
Rhodium-plated pick-and-shovel tie pin with cabochon of Barre Gray granite

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### Item 2B
Shovel tie bar

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### Item 3A
Rhodium-plated pick-and-shovel earrings with cabochon of Barre Gray granite. Surgical-steel posts.

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### Item 3B
Leaf-mount earrings

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### Item 4
Deluxe Pilsner Glasses
Set of four.

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### Item 5
Rhodium-plated letter opener with cabochon of Barre Gray granite

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### Item 6
Distinctive bolo tie with cabochon of Barre Gray granite. Leather-look cord.

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## BOOKLETS

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<td>(BK-1) &quot;What Every Cemeterian Needs to Know About Barre Gray Granite Memorials&quot;</td>
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- Guide to selecting and maintaining upright granite memorials.

## BROCHURES

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<tr>
<td>(B-2) Catholic Designs and Symbolism</td>
<td>$.45</td>
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<td>(B-3) Jewish Designs and Symbolism</td>
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<td>(B-4) Cremation Designs</td>
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<tr>
<td>(B-5) &quot;Granite Inside and Out&quot; - Granite Products</td>
<td>$.25 *</td>
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<td>(B-6) &quot;Signs of the Times&quot;</td>
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<td>(B-7) &quot;How to Choose Symbols for Your Family Memorial&quot; - Symbolism and Personalization</td>
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<td>(B-8) &quot;Choosing Your Family Memorial&quot; - Choosing your at need or Pre-need monument.</td>
<td>$.25 *</td>
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<td>(B-9) &quot;The Story of Granite&quot; - The story of Barre granite</td>
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<td>(B-10) &quot;May We Do You the Favor of a Lifetime?&quot; - Pre-need</td>
<td>$.25 *</td>
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* 500 or more of the same brochure B5 - B10                                 | $.23  |

## VIDEO-TAPES

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<tr>
<th>VIDEOTAPES</th>
<th>PRICE</th>
<th>QTY</th>
<th>TOTAL</th>
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<tbody>
<tr>
<td>(V-1) &quot;New Technology in Barre&quot; (new machinery and techniques that make Barre &quot;The Granite Center of the World&quot;)</td>
<td>$10.00</td>
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<td>(V-2) &quot;Artistry in Granite&quot; (a look at beautiful Barre gray granite monuments)</td>
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<td>(V-3) &quot;Quarrying and Manufacturing&quot; (the making of Barre monuments)</td>
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<td>(V-4) &quot;The Story of the Barre Granite Industry&quot; (the fascinating history of the Granite Center of the World)</td>
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<td>(V-5) &quot;The Stone Whistle&quot; (tour and explanation of the Barre granite industry, with John Forsythe)</td>
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All five videos for $40.00

## BARRE GUILD LOGO DECALS

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<tr>
<td>(D-1) 3 1/2&quot; Window Size</td>
<td>FREE</td>
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<tr>
<td>(D-2) 12&quot; Truck Door Size</td>
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## COLOR POSTERS

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<tr>
<td>(P-1) How to Customize A Barre Monument</td>
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## SHIPMENT CHARGES FOR BARRE GRANITE SHOP AND PROMOTIONAL ITEMS:

<table>
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<tr>
<th>MERCHANDISE TOTAL</th>
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<tr>
<td>ADD 5% sales tax on VT orders</td>
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<tr>
<td>ADD shipping charges (above)</td>
<td>$</td>
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<td>TOTAL</td>
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PAYMENT METHOD:

[ ] VISA   [ ] MASTERCARD   [ ] CHECK OR M.O.

CARD NUMBER

CARDHOLDER SIGNATURE & DATE

CREDIT CARD ORDERS MAY BE PHONED IN (802-476-4131) DURING OFFICE HOURS: 8 A.M. TO 4:30 P.M. EST OR FAXED (802-476-4765)
SOLAR TECHNOLOGY FEATURED IN A ROULEAU MAUSOLEUM

Rouleau Granite Company has been manufacturing pre-assembled mausoleums for nearly 20 years. This project, which incorporates old world architecture and space age technology was an interesting designer’s challenge. Working with solar power consultants, a maintenance free gel cell, aircraft quality, power supply was designed to power a family heirloom lamp in the European Gothic Mausoleum.

Pete Quinlan, the Rouleau mausoleum designer and one of the best in the industry, shared many interests including aviation, aircraft ownership and antique firearms collections with the client. He feels the lighting enhances the interior experience and accomplishes the intended goal.

The 35 ton 15’6”x 10’6”x 12’10” eight crypt, Medium Barre Gray unit was delivered by truck to northeastern Pennsylvania as a 10 ton roof section and a 25 ton wall and base, then joined on location.

A 22 ton Mausoleum ready for shipment

Inspection for pre-assembly

A recent Sales staff meeting includes (left to right) Jim Soutar, designer Pete Quinlan, Brad Jones, Jack Babic, Bud Smith, Paul Rouleau, sales manager, Peter Delphos, Rick McEnany, Greg Smith, and Buddy Barnett.
The solar panel on the roof is barely noticeable, yet the warm light it creates is very pleasant.

A concealed control panel allows the antique lamp to be illuminated for any cycle of time.

ROCK OF AGES CORPORATION
800-421-3115

BARRE GRANITE ASSOCIATION
51 Church Street Box 481
Barre, Vermont 05641-0481
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