2009 Upcoming Event

MBNA Industry Show
Indianapolis, Indiana
January 23-26, 2009

New England Monument Dealer's Show
Newport, Rhode Island
February 27-28, 2009

2009 Calendar

Barre Life Calendar 2009 will be available in mid-December. If you do not receive yours by end of December please let us know.
Notes from the Executive Director

It's hard to believe that 2008 is quickly coming to a close amid some very difficult economic times for our country and the world. For me, this is a great time to reflect on exactly what is important, and it always comes back to family. If you do visit Vermont and tour the granite industry here in Barre, you will quickly learn that Vermont is a great place to do business. BGA members are part of a big family that takes craftsmanship and quality to the highest level. You can rest assured they will never compromise on quality, despite economic challenges. The true testament is the longevity of our association as we enter our 120th year. Through it all, the BGA family remains strong and ready to serve you and your family.

This issue of Barre Life again showcases the beautiful tributes that families have designed to those who have died. It also features the beautiful granite restoration work done by some of our members. Photographers often tell me that they are struck by the finite details that go into the various works of BGA members. Their challenge is how to best capture a monument and bring it to life so that readers can truly experience the beauty. This is also why we encourage visitors to tour Hope Cemetery and experience the true beauty of Barre artisans. At Hope Cemetery, you will see that the monuments carved today have the same detail and quality as those in the early 20th century. The quality of Barre will always remain the number one priority. Another feature is the recent annual stone show at Studio Place Arts in downtown Barre. The show, entitled Rock Solid, drew a number of people who enjoyed visiting the studio and seeing the beautiful craftsmanship of Barre. One of the most interesting parts of the tour that viewers were able to enjoy was the story behind the various carvings. To quote Sue Highy, Executive Director of Studio Place Arts, “SPA couldn’t happen just anywhere. We needed to find a city that has an artistic soul.” Well said, Sue!

Another characteristic of Barre, aside from excellent quality, is the innovation of our members. You will see that while you enjoy the article by Cochran’s, Inc. and learn about “The Solution”, another great example of the innate ingenuity that is representative of BGA members. You can learn more about our manufacturers along with their products and services at the MBNA industry show, Mastering Monuments Together, in Indianapolis from January 23-26, 2009. The BGA will be there, so plan to visit the show and stop by our booth, just to say hi. Also, check out the article from Granite Industries of Vermont and their merger with LaCross Memorials on page 7.

And finally, if you visit our web site www.barregranite.org you can now download this and future issues of Barre Life magazine. Each issue will be available as a PDF file. We can also set up an email notice when each issue becomes available. Just send us your email and we will add you to our email list. You will also be able to order brochures, jewelry, and shirts online from the Barre Guild Emporium starting in 2009. Keep an eye open for the 2009 Barre Life calendar, which will be mailed later in December.

Remember to stop by and visit the BGA booth while you are in Indianapolis. Until next time, have a great holiday season.

John Castaldo

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On the cover: Barre Granite Celtic Cross by Adams Granite Company. Manufactured for Peter Truett Monument Company of Hillside, Illinois. This 9½” Celtic cross with true Celtic bevels and a 1” wheel topback. All sandblast carving and lettering was done by Adams Granite Company. The head of St. Patrick was hand carved by a local sculptor.
"All my life, I have been chasing this little "Beast" and, now I feel I have come up with "The Solution", says Sherm Cochran.
Cochran’s is a family owned operation in Barre, VT with two generations actively at the helm. “As the patriarch of the family, I wanted to develop a machine that would allow the next generation a competitive edge. A machine that does ‘Barre-quality’ sandblast work with very little labor and supplies, seemed to be the best option. All my life, I have been chasing this little “Beast” and, now I feel I have come up with “The Solution”,” says Sherm Cochran.

“The Solution” is a full 3 axis router MACHINE, interfaced with the Cochran’s Designer CAD, AND IS capable of Shape CARVING AND LETTERING ON GRANITE or marble. All types of shaped carvings and lettering can be completed with the machine –without stencil. It’s easy for “The Solution” to duplicate V-sunk hand-tooled and square-raised letters. Soon, we will be offering V-sunk hand-tooled and square raised letters at the same price as sandblasted LETTERS!!

At Cochran’s, at least 40% of the memorials we sandblast have skin frosted or slight U-sunk letters. Years ago, most memorials had V-sunk hand-tooled or square-raised family names. Most memorials today would still feature V-sunk hand-tooled letters or square-raised letters if the price was reasonable. “The Solution” can easily duplicate V-sunk hand-tooled letters and square-raised letters – without stencil and with fewer workers. We are hoping to bring back the old style of shaped carving and lettering and display it on the granites that we presently supply.

From poured rubber all the way to the newest YPT stencil, we have always basically BEEN USING the same old CONCEPT in the past for sandblasting. The computer has advanced drafting; the stencil cutter has assisted the sandblast man; and, the laser has advanced etching. Nobody has come up with a machine to carve and letter a monument without the use of stencil –UNTIL NOW! V-sunk hand-tooled letters and square-raised letters and intricate shaped carvings will once again be displayed on all memorials. “The Solution” will seriously reduce the cost of sandblasting.

“The Solution” is a full 3 axis ROUTER interfaced WITH Cochran’s Designer CAD, allowing ONE CAD operator to make the file to show the customer. Later, the same CAD operator can make the output file for the machine. We took the time to build in the “Stone to Stone” capability so companies can run multiple jobs unattended. This will allow ONE operator to set up SEVERAL different machines in the plant. “The Solution” works night and day creating shaped carving and lettering on granite or marble.

“The Solution” will allow current and future memorialists to offer intricate shaped carvings, V-sunk hand-tooled letters; and, square-raised letters at the same price as regular sandblasted carvings and lettering – all without stencil or additional people!

Cochran’s will sell “The Solution” to any company in the industry, as we have with our Cochran’s Designer CAD, Stencil Cutter, Cochran’s Quick Laser and Cochran’s Sandman. It will come with the same support and training we have always given our many customers. Caution: the price is not for the weak at heart.
A view of the “Rock Solid” exhibit at Studio Place Arts in 2008.

Art enthusiasts enjoy sculptures at SPA.

ROCK SOLID

Eighth Annual
Stone Show at
Studio Place Arts

Photography by Andrew Wellman
Studio Place Arts in Barre honored its home city’s artistic tradition for the eighth year with the “Rock Solid” exhibit, from September 30 through November 8, 2008. The show included a variety of sculptures from granite and marble primarily by more than 20 sculptors, and a small selection of works on the walls that depict the beautiful qualities of stone.

A stone of epic proportions, Barre’s remarkable granite lured scores of talented carvers from their homes in Europe to resettle in central Vermont at the turn of the century. Here, these creative individuals hammered out the movement for American labor rights and transformed American architecture, sculpture, and monuments with their artistic visions.

The artist founders of Studio Place Arts, an art center that opened its doors in 2000, knew that they should sink deep roots in a community like Barre. Unlike other cities in New England, nearly every aspect of Barre took its breath from the arts: resource extraction, manufacturing, industry, and design and fine craftsmanship.

“We look forward to the annual stone show because it helps us explain SPA’s story, noted Sue Higby, Executive Director of SPA. “SPA couldn’t happen just anyplace; we needed to find a city that has an artistic soul.”

The annual stone show at Studio Place Arts will take place next year from September 29 through November 7, 2009. For more information on “Rock Solid,” call (802) 479-7069 or visit [www.studioplacearts.com]. Studio Place Arts hosts more than 20 original art exhibits at its arts facility each year.

Studio Place Art — or SPA — is a community center for the visual arts that has operated in central Vermont for more than seven years. SPA has become an important regional resource for art making, learning, and exhibition. SPA is committed to reaching out to bring all members of the community into its facility to become creators of art through involvement in classes, workshops, lectures, and studio experiences, and to view original art exhibits in galleries on all three floors of our historic building (exhibits are free to the public).

SPA is well known for its collegial atmosphere and its friendly instructors and participants. We attract people from a variety of backgrounds and capabilities. SPA offers a wide selection of workshops and classes in a large classroom on the first floor.

The SPA art center includes the Studio Place Arts Gallery, classroom for art instruction, and studios rented on a yearly basis by individual artists and arts groups.

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In the News...

Granite Industries of Vermont

AND

LaCross Memorials, Inc.

Granite Industries of Vermont is pleased to announce the merger of LaCross Memorials, Inc. into our operation in early April, 2008. As further consolidation occurs in the domestic granite business, principals from both firms felt this a prudent move. Dave & Gary LaCroix, the principals of LaCross Memorials, bring sixty plus years of experience to the GIV team. Customer benefits will not only have more management depth, but have additional sandblast capacity, product lines, and quicker turnover of goods.

We all look forward to serving our customers and providing quality products for years to come.

Please check our updated website at www.granitevermont.com

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Dave LaCroix
Leon Perry

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Elizabeth Bean
Nancy Martell
Sandy Partlow
Nancy St. John
Rodney Maurice

(800) 451-3234
Adams Granite Company

NAPERVILLE VETERANS MEMORIAL - PRODUCED FOR PETER TROOST MONUMENT COMPANY IN HILLSIDE, ILLINOIS IN AMERICAN BLACK GRANITE. THE CENTER DIE STANDS 3-1 X 0-10 X 6-4 POLISHED FRONT AND BACK WITH ROCK PITCHED BORDER AND SANDBLAST EMBLEM. THE WINGS ARE 4-6 X 0-8 X 3-6 AND INCORPORATES A POLISHED AND ROCK BORDER FRONT, WITH A STEELED BACK AND A POLISHED RECESSSED CHECK.
Adams Granite Company

Kings College – Produced for Pesavento Monuments in Scranton, Pennsylvania in Medium Barre Granite. Monument is all steeled and 8-0 long by 8’ 2” high. The die incorporates a raised cross and anchors.
Cochran’s Granite, Inc. created this all polished pink cremation columbarium for St. Mary’s Monument Company. The overall size is 2-6 x 1-6 x 3-2 with a polished 2” margin on the base. The family chose to customize this memorial with a matching polished vase and frosted outlined lettering for the family name, along with a ceramic colored double portrait. Inside the 12” x 12” niches are matching polished black granite cremation urns with their names sandblasted and painted with gold.
Colonial Granite Company

This black die is a 3-6 x 0-8 x 2-4 all polished display piece we have shown at conventions in Baltimore and New England. It features a beautiful hand etched Crown of Thorns done by one of our highly skilled artists here in Barre. The rose carving utilizes a deep deluxe rose. The base is a 4-6 x 1-2 x 0-8 polished flat top, balance rock pitch.
Granite Industries of Vermont

CAP: 5-0 x 1-4 x 0-6  DIE: 4-10 x 1-2 x 0-8
Base: 5-4 x 1-4 x 0-8
Base: 6-0 x 2-4 x 1-3

Impala Black Monument produced for Karl Lutz Monument Co. in Syracuse, NY.
Granite Industries of Vermont

Medium Barre Monument
Die: 8-0 x 0-10 x 4-0 polish 5 straight top
hand tooled family name panel. Base: 12-0 x 1-4 x 0-10
polished flat top, balance rock pitch. 2 turned vases
1-4 x 1-2 all polished

Produced for Luz Granite Corp in Lowell, MA.

Medium Barre Die: 5-10 x 1-0 x 2-5 all steeled
Base: 6-8 x 1-8 x 1-0 all steeled drop wash top
The O’Dell Memorial is hand-carved by a Barre artisan.
Produced for Parsons & Sprague in Hemstead, NY.
Colombo Stoneworks, Inc.

Jet Black Granite. Die: 4-0 x 0-8 x 3-0 polished 5, custom top & ends, handtooled recessed background. Base: 4-4 x 1-2 x 0-8 polished top, balance rock pitch. Custom designed for a Colombo Stoneworks, Inc. retailer.
Hutchins and Perreault, Inc.

Nestled under a shade tree, the raised carvings on this unique monument come to life. The fine grain of Barre Gray Granite was the obvious choice for creating this beautiful memorial. The die features raised round letters and cross on a steel face. The talents of a Barre artisan crafted the array of flowers adorning the bottom.
Montpelier Granite Works

This monument was made out of African Jet Black and Barre Grey. The center dies are two 4-0 x 0-8 x 5-0 all polished. Two wings are 3-0x0-8x4-4 all polished. Barre Base is 15-0 x 2-0 x 1-4 Steeled Top, Steel Front with emblems mounted, balance rock pitch. The monument was made for the Connecticut Vietnam Veterans through Clark and Riley Memorials with beautiful etchings.
Jet Black and Barre Granite combine and complement one another in this 17 ft. family memorial. Hand carved eternal flames, turned fluted columns and sandblast symbols plus floral work complete the monument. Created for Sprung Organization, N. Lindenhurst, NY.
Dark Barre Granite
3-0 x 0-8 x 2-4 polished 2; balance rock pitch
Created for Fred Lapan, who had been employed in the granite industry for many years.
The monument is in the Hope Cemetery and was designed by Mr. Lapan’s daughters. The family name is a duplication of a tattoo Mr. Lapan wore and the butterflies symbolize being set free.
Jet Black Granite

Die 4-1 x 1-0 x 3-4 all steeled, flat top with multiple members. Full round fluted columns on ends. Sandblast carved and lettered, Laser etched portrait. Base 4-4x1-4x0-10 steeled top with steeled margin on 4 sides, balance rock pitch.

Bekas
Sophia
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800-451-4349 • 802-476-7221
Fax: 802-476-7025
norm@trowandholden.com
info@trowandholden.com
www.trowandholden.com

Granite Importers Trucking
Ray Pouliot
P.O. Box 712
Barre, VT 05641
802-476-5231 • Fax: 802-476-1083

Rock of Ages Corporation
Quarry Division
Robert Campo – Vice President
P.O. Box 482, Barre, VT 05641
802-476-3121 • Fax: 802-476-3110
rcampo@barrerockofages.com
www.rockofages.com
MAKING SENSE OF INVESTING
Don’t Get Rattled by Wall Street’s Bumpy Road

If you’re an investor, you’ve probably been shaking your head in disbelief over the events of the past few weeks. Consider the following:

• On Oct. 3, Congress passed, and the president signed, the $700 billion Emergency Economic Stabilization Act of 2008 to revive the credit markets and restore the flow of credit to the U.S. economy.

• Facing huge losses, big names on Wall Street are selling themselves, in whole or in part, to other companies.

• The U.S. government has bailed out investment bank Bear Stearns, mortgage finance giants Fannie Mae and Freddie Mac, and insurance behemoth American International Group (AIG).

What’s behind this slew of bad news? Several factors are involved, but a key culprit is the subprime mortgage crisis, which resulted in enormous losses suffered by financial institutions. Yet, you shouldn’t confuse the problems of certain financial services providers with the viability of our financial markets as a whole. We still have the most powerful and resilient economy in recorded history, and investment opportunities still abound.

Nonetheless, as an individual investor, you’ll find it hard to ignore the recent market turmoil. How should you respond to this level of volatility?

Basically, you have these weapons at your disposal:

• Patience — It’s usually not a good idea to let short-term market movements dictate your long-term investment strategy. If the current market decline led you to take a “time out” from investing, you might feel better for a few weeks or months, but you wouldn’t be helping yourself achieve your long-term financial objectives. In the past, the market has fallen sharply after a variety of events — wars, assassinations, terrorist attacks, natural disasters, corporate scandals and so on — only to regain its footing and move on to new highs. And since the biggest gains can occur in the early stages of a market turnaround, you could miss out on the possibility for considerable growth if you’re sitting on the investment sidelines.

• If a market downturn primarily affects just one type of asset, such as domestic stocks, and your portfolio is dominated by that asset, you could take a big hit. But if you broaden your holdings to include international stocks, bonds, Treasury securities, certificates of deposit (CDs) and other investments, you can potentially reduce the effects of market volatility. (Keep in mind that diversification, by itself, cannot guarantee a profit or protect against a loss.)

• Quality — During market downturns, even quality stocks can lose value. But these same stocks have the potential to recover when the market turns around. Look for good, solid companies whose products are competitive and whose management has enunciated a strategy for future growth.

The last few months have been difficult ones for investors, and we may still have some shaky times ahead. But by showing patience, diversifying your holdings and buying quality investments, you can build a strong investment foundation — one that can potentially withstand all sorts of market shocks.

This article was written by Edward Jones for use by your local Edward Jones Financial Advisor.
SUPPORT MATERIALS
A variety of peripheral materials to choose from to assist with any decisions about your memorial, history of granite, products for your home, and others.

MEMORIAL DESIGNS .65 EACH
#1 PROTESTANT MEMORIAL DESIGNS
#2 CATHOLIC MEMORIAL DESIGNS
#3 JEWISH MEMORIAL DESIGNS
#4 CREMATION MEMORIAL DESIGNS

OTHER USES .55 EACH
#5
#6

MORE BROCHURES...
#7 Favor of a Lifetime 1.50
#8 Choosing Your Family Memorial .85
#9 Granite Inside & Out .40
#10 Signs of the Times .40
#11 How to Choose Symbols .45

#12 .60
#13 .65 BOTH 8.5 X 11
#14 .65

#16 BARRE GRANITE HERITAGE

#17 4.95

What Everyone Should Know About Barre Granite Memorials*

#19 HOW TO CUSTOMIZE 2.00
18 X 24 POSTER

CARVED IN STONE
A HISTORY OF THE BARRE GRANITE INDUSTRY

THE STORY OF GRANITE

CEMETERY GUIDE $5.95

#18 4.00

TO BE REMEMBERED

HONORED IN SACRED CATHOLIC TRADITION

SUPPORTED BY 36 YEARS OF PASSION AND COMMITMENT

CLASSIC MODIFIED CORRODED EAGLE LION LION LION DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON DRAGON

OPTIONS TO CUSTOMIZE YOUR BARRE GRANITE MEMORIAL

28
POLY-DRI GOLF SHIRTS
The newest addition to products available through the BGA is the Poly-Dri golf shirts with the embroidered Barre Guild logo. These were a big hit at the Stonecrafters Exhibition this past August in Barre, and are being offered through the Barre Guild Store. These shirts are 100% polyester with textured microfibre knit, which makes them extremely comfortable, particularly in hot weather. Shirts are available for men and women in all sizes and several colors. Simply fill out the order form on page 33 with your payment information and your choice of color and we will ship them to you. As always, please call our office if you would like other colors or have any questions. Men’s sizes: S, M, L, XL, XXL
#PDGS in green, white, or gray  $35.00

2 DVD SET OF CRAFTSMANSHIP & INNOVATION
The Barre Granite association is proud to announce a new 2 DVD set highlighting innovative new technologies in the granite industry. 21st Century Granite Innovation & Craftsmanship provides a behind the scenes look at the large computerized saws that have become state of the art equipment in the industry. The DVD set features scenes of the latest equipment and skilled, talented, craftsman in action producing memorials and granite products of the highest caliber. 21st Century Granite Innovation & Craftsmanship VOLUME 1 is designed to be played in your retail show room to showcase the process of memorial art creation for your clients with a music sound track. VOLUME 2 includes narration and facts pertaining to the granite industry scenes and is useful for answering commonly asked questions. Running time is approximately 15 minutes. This DVD is a great way to show your customers what goes into making a quality memorial!
#CGIC 2 DVD Set - 21st Century Granite Innovation & Craftsmanship  $24.95
Other DVD’s available:
#AG Artistry in Granite  $12.95
Spotlight on Barre Craftsmanship
#GC Granite Countertops  $19.95
The Beauty of Granite in you Kitchen
#SW The Stone Whistle  $12.95
Barre and the Granite Industry narrated by John Forsythe
#EC Endless Choices  $19.95
Unlimited Expressions in Stone
#ECL Endless Choices  $24.95
Continuous loop of the above DVD for presentation purposes
OTHER MERCHANDISE
A variety of peripheral materials to choose from to assist with any decisions about your memorial, history of granite, products for your home, and others.

#GTC
SHOVEL & GRANITE
TIE CLIP 5.00

#BGC
BARRE GRANITE CLOCK WITH
BLACK LITHO 8" x 8" 60.00
(CUSTOM NAME AVAILABLE)

#LET
STEEL AND GRANITE LETTER OPENER 15.00

#CRN
CROSS NECKLACE 8.50

#BOL
BOLO TIE
WITH GRANITE
AND LEATHER
LOOK CORD 15.00

LEAF MOUNT
GRANITE EARRINGS
SURGICAL STEEL
#STP POSTS
#STW WIRES 12.00

NOT SHOWN: #PG
SET OF 4 PILSNER GLASSES WITH BARRE GUILD LOGO 20.00
Barre Granite Association
51 Church Street
Barre, Vermont 05641-4277

Four Easy Ways To Order:
1. Mail to the BGA
2. Fax to 802-476-4765
3. Call 802-476-4131
4. E-mail: BGA@barregranite.org

ORDER FORM

Ordered By: Ship To:

Date ___________

Name ____________________________________ Name ______________________________

Address ____________________________________ Address ___________________________

City _____________________ State____ Zip______ City _____________________ State____ Zip______

Phone ___________________ Fax __________________

Master Card  Visa  Check or Money Order (circle one)

Card #____________________ Exp.______ Signature ______________________________

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<th>Price Each</th>
<th>Quantity</th>
<th>Total Cost</th>
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<td>YES ☐</td>
<td>Dealer Kit of Brochures (member profiles included)</td>
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Be sure to include Size and Color for Golf Shirts

Shipping Charges:

Orders up to $15.00   add $5.50
$15.01 - $50.00      add $7.50
$50.01 - $100.00     add $8.50
Over $100.00         add $12.00

Subtotal ________________________

6% Sales Tax (VT only)__________

Shipping Charges

TOTAL ________________________

If more space is needed, please see other side for additional order form.
Thank you for your order and support of the BGA!
**ORDER FORM**

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Thank you for your order and support of the BGA!
Granite City Tool offers the best and widest array of stone care and repair products. From adhesives to color enhancers to cleaners, we have it all! Give us a call for prompt, courteous service on all of your stone working needs.
Please consider Vermont for your next vacation and discover a beauty that is unique. There are many places to visit and discover no matter what time of the year you choose. You can tour the granite manufacturers and the quarry to learn about one of Vermont’s oldest and most historic industries. Call the BGA and we will be happy to assist you.