



Monuments

BARRE

Life

PUBLISHED BY THE BARRE GRANITE ASSOCIATION, BARRE, VERMONT 05641

FALL, 1972



Maurice L. Kelley · Barre Memorialist, Businessman

The Barre, Vermont area has two outstanding assets—its people and its famous Barre granite. Of our Barre granite people none is better known nor more respected than Maurice L. Kelley.

Maurice Kelley is President of Jones Brothers Co., (the oldest granite company in continuous operation in the United States) President of Wells-Lamson Quarry Co. and President of Kelley Construction Co., an active and progressive firm in the Central Vermont area.

Maurice Kelley is a human dynamo and has been for we don't know how many years. As a younger man he travelled nation-wide as an independent sales representative for the granite industry. Later he became associated with Wells-Lamson. At an age when most men retire, Maurice bought controlling interest in Jones Brothers and formed the Kelley Construction Co. His multi-million dollar operation had its greatest expansion in the past five year period.

He has a forceful personality and friendly spirit. His genuine interest in people and ideas have won Maurice thousands of friends. Yet, he has long been interested in the welfare of the memorial industry and has worked tirelessly in its behalf. Name any industry-wide group or association over the years created for the advancement of memorialization and you would probably find that Maurice Kelley has been a moving force in that organization.

He has held major office in many local, state and national industry associations. His wise counsel has always been sought because he is known for his clear judgment and knowledge of the industry.

Obviously Maurice's good judgment goes back to his courting days because his wife Martha is a charming and delightful person. They reside in the City of Montpelier where they have lived for many years. They attend the Episcopal church. They are very proud of their two sons. James M. Kelley, II, has a successful career in the investment business and Dr. Maurice L. Kelley, Jr. is a highly regarded practicing physician with responsibilities at the Mary Hitchcock Hospital in Hanover, N. H., as well as Dartmouth Medical School.

One of Maurice's great attributes is that you always know where he stands. His honest and forthright statements, tempered by his great sense of humor, have added greatly to his singular ability to get people to work with him.

Your Barre friends view Maurice's great accomplishments with some envy. We know he must have discovered the Fountain of Youth somewhere in the Green Mountains of Vermont, and we wish he would tell us where it is.



Contact with people is always a pleasant experience for Maurice as well as for those talking with him.



At the site of the new quarry development Maurice Kelley shares a joke with some of his key people. From left to right are Bob Zambon, quarry manager, Orton Hale, rigger, Gordon Leonard, head rigger, Melvin Carpenter, Kelley Construction crane operator and Bob Stewart, Vice-President of Jones Brothers.

In the background the over-burden has been removed and put through the crusher.

and a great guy!



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Barre, Vermont 05641 Printed in U.S.A.*

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JAMES S. WELCH
Manager of Retailer Services
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A new area near the Wells-Lamson Quarry has been opened for development and will be in operation some time in 1973. A huge steel mast 115 feet long fabricated by Vermont Structural Steel is being unloaded at the new site. Maurice Kelley is on hand as the new mast is delivered.

Richard Badeau, quarryman, Paul Bagalio, quarry superintendent, and Earlwyn Kelly, quarry foreman, review the day's operations at the Wells-Lamson Quarry with Maurice Kelley.



The Kelley Construction Co. crushers have a capacity of 250 tons per hour. Rudy Jackman, Operations Manager, discusses the day's operations with Maurice Kelley. The crusher produces aggregates of all sizes, taking its raw material from the Wells-Lamson Quarry.



Roe McKenzie, President of the Montpelier National Bank and former President of Rock of Ages Corp., is a long-time friend and golfing companion of Maurice Kelley's. An interested on-looker is Wilfred Fisher, Barre's popular mayor and owner of the Apex Granite Co.

News about BGA members



New Leadership at Peerless Granite Co.

Harry Pelkey and Donald Fontana are typical of the younger generation now in positions of leadership in the Barre granite industry. They have recently taken over the operation of Peerless Granite Co., long-time BGA members. Their formal education and experience in the business world has given them a firm foundation from which to succeed as owners and managers. For many years Peerless Granite Co. did business under the capable leadership of Arthur Cenci and Aldo Fontana.

Tony Maggiani, a skilled carver of many years, part of the team of artisans at the Peerless Granite Co. in Barre.

Over the years the Valz Granite Company has been known for the creation of a wide variety of traditional monuments incorporating personalized or religious themes in their designs.

The desire for traditional memorialization is strongest with those persons who have a religious affiliation. Family ties and personal sentiment also contribute in large measure to a need for traditional memorials. Some traditional memorials feature the Holy Bible as part of the design such as this one being examined by Louis Perez, boxer, with the Valz Granite Co.

Aldo Vanetti is President of the Valz Granite Co., and Edo Perantoni is plant manager.





Having Fun at the BGA Annual Meeting

BGA members and their wives—nearly 90 strong—got together for a reception and dinner after the annual meeting of the member-companies at the Town and Country in Stowe, Vt. This was preceded by a golf tournament at the Stowe Country Club.

It is no fun being the photographer at a party so your Editor (and photographer) managed only a few candid shots before joining the festivities.



1. Ray Rouleau of the Rouleau Granite Co. shot a sizzling low score to win the men's golf trophy. He is being congratulated by Glenn Sulham of the BGA.

2. Emma Sulham, wife of Glenn Sulham, was amazed and astounded to win the Women's golf trophy. That was only a warm-up because two weeks later she took the women's trophy at the annual Barre Country Club tournament.

3. Newly wedded Jim and Mary Welch enjoyed the BGA party together.

4. Retired member Jim Stewart of Marr & Gordon, was a welcome face. His son Bob is Vice President of Jones Brothers.

5. Lola Zorzi of the Adams Granite Co.—one of the prettiest of the pretty BGA ladies.

6. Mrs. Bert Rouleau, Ray Rouleau of the Rouleau Granite Co. and Mrs. Robert Colombo, of the Colombo Granite Co.

7. Mr. and Mrs. John Salva-

dor enjoying the BGA reception. John, a CPA, is treasurer of the Barre Granite Association.

8. Don and Barbara Fontana of the Peerless Granite Co.

9. Bob and Jackie Colombo of the Colombo Granite Co. and Paul Rouleau of Rouleau Granite Co. are among the many young people in management positions in the Barre granite industry.

10. Friendly competitors Steve Mureta of the Montpelier Granite Works and Elgio Zorzi of the Adams Granite Co., two longtime BGA members.

11. Mrs. Richard Wilson, wife of Dick Wilson, Rock of Ages, General Sales Manager, and newly elected BGA Trustee, Fred Pey-erl, Jr. of the Jurras Granite Co.

12. Betty Reid, wife of David Reid of Cook, Watkins and Patch seems somewhat skeptical of Jim Welch's story.

13. Past President of the BGA, Libero Zampieri shares a pleasant moment with Mr. and Mrs. Richard McBride of Jones Brothers.



Slab Splitter / *Part of the modernization trend.*



David Reid, President of Cook, Watkins & Patch Co. is explaining an order to Henry Scalabrini, foreman, prior to breaking a slab in the splitter. The large flexible hose and pipe at the top of the picture is part of the dust collection system which serves the splitter. All granite cutting done in a dry condition either by machinery or by hand requires the use of efficient dust collectors. These collectors act as huge vacuum cleaners, sucking the granite particles and dust into an outside container.

From left to right are Melvin Friberg, President of Anderson-Friberg Co., Jim LaFond, Operator, and Joseph Holden, Plant Foreman. Slabs are fed into the splitter on roller conveyors. Movement of granite within a plant can be done to a great extent through the use of rollers rather than overhead cranes.

"The Barre granite industry has pursued a major modernization program for the last six or eight years." These words were recently expressed by a leading area manufacturer. Plant modernization includes revamping the production flow in a manufacturing plant as well as the installation of new machinery and equipment to help increase productivity per man hour.

Huge hydraulic slab splitters are typical of the large capital expenditures Barre manufacturers have made in the last few years. Rouleau Granite Company had the first one. The introduction of slab splitting equipment into the production line will cost thirty-five to fifty thousand dollars including purchase, installation and repositioning of other plant equipment and machinery. Not all plants can utilize slab splitters. It depends on the kind of product manufactured as well as the volume produced.

The purpose of a slab splitter is to cut a granite slab into dimensioned pieces so that each individual piece can be processed into a finished die or base. The advantage of a slab splitter is its ability to do this work more rapidly than if it were done by hand. Performing this function by hand requires one man to hold a bullset and another man to strike the bullset with a sledge hammer. This is a time consuming and relatively costly process, particularly on thicker slabs where hand drilling is often necessary in order to split the slab.

The photographs on these pages show some of the slab splitting equipment now in operation in the Barre granite industry.



Norman LaPerle operates the splitter at the Rock of Ages Craftsmen Center. Plant Superintendent Del Norman observes the operation.



This steeled finish slab of Barre granite at the Nativi & Son, Inc. plant is eight inches thick. Slab splitters will accommodate much thicker pieces. Silvio Nativi discusses the layout of the slab with Fritz Anderson, Plant Foreman. Controls for the splitter are in the background.



Buttura & Sons, Inc., have recently installed their slab splitting equipment. Richard Cassavoy, Plant Foreman, is at left and John Buttura, President of Buttura & Sons, Inc. is at right.



The Editor Speaks Out!

Milton V. Lyndes,
General Manager BGA

Serving the People Through Better Cemetery Management.

Many years ago most cemeteries were designed without much regard for the financial cost to maintain them because human labor was inexpensive and readily available. Today these same cemeteries have high maintenance costs because human labor is more expensive and it is difficult to put to efficient use modern maintenance equipment in these old cemeteries.

The new approach to monument cemetery design takes into account new labor saving equipment and new monument design so that today's monument cemetery is relatively easy to maintain. Some cemetery superintendents who are struggling with the high cost of keeping up an old cemetery may not realize the dramatic difference between the old-fashioned cemetery and the modern monument cemetery. For this reason they may decide that a new flat marker

section would solve their maintenance problems and make it possible for them to serve their communities at less cost. But, in order to best serve the people a cemeterian must have a firm grasp of good cemetery operation in order to fulfill his responsibilities to his community.

To best serve the people a cemeterian must understand that today's modern monument cemetery can and should be an improvement over the old-fashioned kind. This means that he ought to have knowledge of design trends, modern maintenance methods and be a good financial manager. This includes the setting of realistic prices on his lots and making other charges that will provide him with reasonable income.

Traditional monuments are a reflection of family sentiment and religious convictions and these qualities should be of great importance to all cemetery managers. We believe that every cemeterian should encourage the sentiment and religious convictions that are so important to our American way of life and particularly to our places of burial. Flat markers only identify, they don't memorialize. This is why upright monuments are so important. It is why every cemetery design before making a decision about developing new areas in the cemetery.

The better we operate our cemeteries the better we can serve the people. This includes the freedom to express personal sentiment and religious beliefs through the erection of traditional monuments.



Before hand sculptured features and shrines are created, sculptors must first produce plaster of Paris models. These are then used as guides by the sculptor. This partially completed shrine is being produced by the Rock of Ages Corp. for Kotecki Monument Co. in Cleveland, Ohio. Sculptor Lucio Carusi utilizes large calipers to compare measurements of the scale model with the Barre granite sculpture.

The ability of Barre granite to remain beautiful over the years without darkening and discoloring makes it an ideal material for shrines and features as well as for family memorials.

Barre Stone Trades School Receives Interest from Monument Retailers

After seeing the picture story in the first issue of BARRE LIFE, a number of retailers have made inquiries about attending our Barre Stone Trades School during the coming school year.

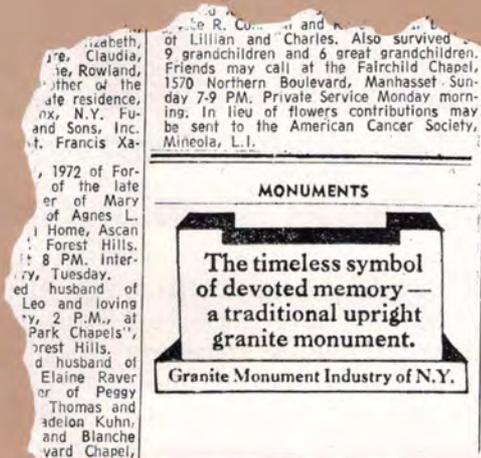
Any person may attend the school. It includes shop and class room work on sandblasting, stonecutting, drafting and the operation of granite working machinery.

The school is used to train young persons in the Barre area who would like to enter the granite industry as craftsmen. However, a number of monument retailers have attended the school and their attendance is most welcome.

You may inquire for further information from Mr. Paul Nutter, Director of Vocational Technical Education, Ayers St., Barre, Vermont. 05641

Have you ever stopped to realize what the company you work for really is? It is a group of people working together to try and help each other make a better living. The secret of a successful business is loyal employees who feel a personal responsibility to help it succeed.

New York City Retailers Have Effective Newspaper Ad.



A regular feature on the obituary page of the New York Times during the past year has been this small one column advertisement sponsored by the Jewish and the Christian Monument Dealer Associations in the New York City Area.

Even though the advertisement is small it attracted the attention of the reader. Its message is right to the point. This is an excellent example of a cooperative effort of area retailers to promote the benefits of traditional memorialization.

Our New York retailer friends deserve a hearty "well done" from all people in the traditional monument field.

Back through history

Back on August 22, 1913 the National Retail Monument Dealers Association visited Barre, Vermont, "The Granite Center of the World." Can you identify any of these retailers?



BGA Film is Much in Demand by Schools

This Fall many high schools and colleges have scheduled for showing "The Vermont Granite Story," which is distributed by Modern Talking Picture Service. It is sponsored by the Barre Granite Association.

Last year the film was shown nearly 100 times on television and about 1,000 times to schools, service clubs, churches and other private groups in the United States and Canada.

The 15 minute film in 16mm, sound and color is an excellent story about the geological history of Barre granite as well as quarrying and manufacturing in the Barre Area.

If you would like to reserve the film, write or call your nearest Modern Talking Picture Service library or contact the BGA requesting the address of the Modern Office closest to you. You should allow three weeks or a month advance notice in order to book this film.

"If you always follow another you will always be behind."

Japanese workers work 46.3 hours a week. In Great Britain the average is 43.3 hours, France 45.4 hours and the United States' average is 38.2.

Retailer Services



Jim Welch,

BGA Manager Retailer Services

Keep Those Letters Coming!

I was very pleased to receive many requests for information on "selling monuments" which came to me as a result of our retailer friends reading the first issue of BARRE LIFE magazine. I am always delighted to receive requests of this kind and for information about Barre Guild monuments—Barre's famous product.

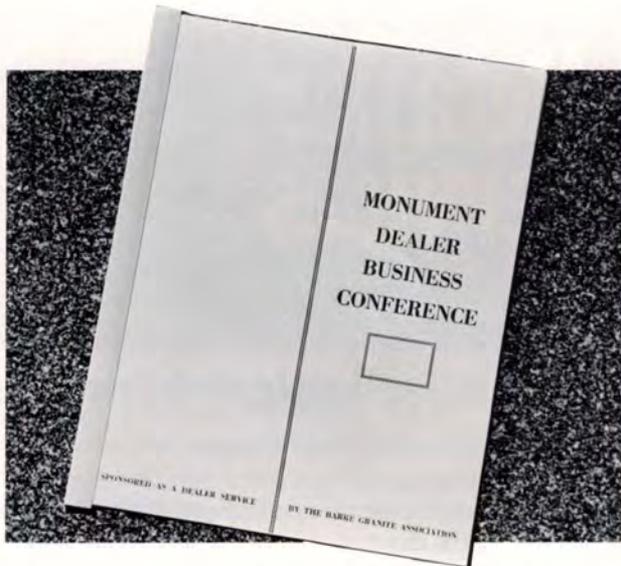
You may have noticed in our last issue of BARRE LIFE a report on our Dealer Business Conference in New Jersey which attracted over 100 persons. We plan other educational conferences this year, and I hope that you will contact me if you are interested in having a conference in your area. Your investment of one day will pay you back many times over in the practical ideas you will get on the retail selling of monuments.

When you do business as a monument retailer the easy way is not always the best way. The best way may be more difficult but the results will be more profitable and more rewarding to you as an individual. The retailer who has a good "retail selling plan" and aggressively and consistently follows it will always improve his business and his profitability. Our

(continued next page)



(picture continued next page)



BGA Dealer Business Conferences have a lot to give you in this particular area of your business.

In this regard, don't assume for one minute that the people in your community know all about your retail monument business, or even if your business exists. In today's world people are on the move. There is a turnover of families in practically every community in the country. Therefore, you must continuously let the people know about your business and where you are located and the services you offer.

What kind of a sign do you have at your place of business? Is it new and modern, and does it reflect a friendly and progressive business image? Is it lighted at night? A good sign is one of the many ways for you to tell people about yourself. The Barre Granite Association has both an outdoor and indoor lighted sign. Hundreds of retailers have them and you can't buy one anywhere else at a more reasonable price because we furnish them on a share-the-cost basis.

Speaking of your image and letting people know the kind of business you have, your monument display should always feature one or more memorials that are real attention-getters. Why do you think that automobile salesrooms, furniture stores and jewelry stores have their most attractive products right out front for everybody to see? You must do the same. In order to "sell up" you have got to attract your customer's attention and have something to show him that will motivate him upward.

There are hundreds of excellent monument designs available in Select Barre Granite. Talk to your salesman or your manufacturer about the possibility of something that you can feature in your monument display—something that will attract attention and help you sell up. Make sure these monuments feature the Barre Guild Seal and Certificate of Quality. This will give your customer the confidence that what he sees in quality is backed up in writing by 35 of the top manufacturers in the country—the member-companies of the Barre Granite Association.

"A good boss is one who takes a little more than his share of the blame and a little less than his share of the credit."



Transportation



Glenn Sulham,
BGA Manager
Member Services



"On our last load of freight we received, there was a damaged marker. Would you please forward us a form so that we can make a claim on this damaged freight?"

The above question is occasionally received by the Barre Guild Consolidation Service. To help answer your questions concerning claims for lost or damaged freight, we would like to explain the procedure to you:

Claims for loss or damage must be in writing to the trucker (not the manufacturer) and must be accompanied by the original paid freight bill and the original bill of lading if not previously given to the trucker. If you suspect concealed loss or damage, you must notify the carrier within seven days from the time of delivery, so that inspection of the shipment can be made. This regulation concerning claims has been published by Anderson Trucking Service, Inc., and is similar to the regulations published by most other interstate truckers.

Fortunately, our damage claims out of Barre are not frequent, but your friends at the Barre Guild Consolidation Service welcome any questions you may have with your freight deliveries. Therefore, please do not hesitate to notify us about them.

Now let me explain "pool truck" shipments to the "far" western states. There are 11 states where we in Barre can consolidate freight and ship as a "pool truck." These states are: Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming. A pool truck shipped to any of these states must be shipped under the following conditions:

(1) The shipment must be a minimum of 40,000 lbs. on one bill of lading from one shipper at one point of origin consigned to one person or company at one destination.

(2) This truck may be stopped in transit for the purpose of partially unloading freight but there can be a total of only eight stops for unloading purposes.

(3) The distance from the first stop-off to final destination cannot exceed 12% of the mileage of the normal direct route from Barre to that final destination.

Shipping a pool truck in this manner usually requires the Barre Guild Consolidation Service to hold some of your shipments at the Terminal for a period of time until we have accumulated the 40,000 lbs. needed with only eight stops, and at the same time stay within the mileage allowed.

The object of a pool truck is to lower the freight cost to these dealers in the western states. Regardless of how much freight each dealer receives he is charged only at the 40,000 lb. rate plus a "stop-off" charge of \$12.00. However, there is no "stop-off" at the final destination. Using this method of pool truck deliveries, many dealers in the western states have been favored by substantial savings.

(continued on page 19)



News from the Cemetery Field



Experienced Cemetery Architect available to plan modern monument sections.

Recently the Barre Granite Association arranged for the services of Donald Ward of Grever & Ward Architects to plan modern monument sections for Calvary Cemetery in Portsmouth, N. H., and for St. Michael's Cemetery in Springfield, Mass.

This planning was done under the auspices of the American Monument Association which provides this service on a share-the-cost basis to any cemetery. Grever & Ward has had extensive experience in modern monument section design. Their plans emphasize ease of maintenance, full utilization of land and attractive layout. Don Ward's recommendations concerning charges and maintenance have proved to be most beneficial to those cemeteries who have used his plans.

You are invited to write to Milton Lyndes, General Manager of the Barre Granite Association, Barre, Vt., or Frank Foster, Executive Vice President of the American Monument Association, for further information about this service. The cost is very modest and the benefits are substantial.

244,000 grave spaces still available in National Cemeteries

American Cemetery, the leading publication in the cemetery field, reports that there are still 244,000 grave spaces available in the 50 active national cemeteries.

During the past five years a total of 113,000 interments were made in national cemeteries. Of the 55,500 Vietnam war dead, a total of only 9,000 have been buried in national cemeteries.

Panel Discussions of Allied Groups are Featured at Cemetery Conventions.

The practice of having representatives of monument retailers, funeral directors, florists and other allied businesses participate in panel discussions at cemetery meetings has proved to be both interesting and beneficial.

This was done at the recent meeting of the Ohio Association of Cemetery Superintendents and officials. The panel discussion enlisted the services of Mike Johns, President of Monument Builders of Ohio, John Maher, representing the Cuyahoga Funeral Directors Association, William Duncan, President of the Ohio Florist Association, John Matsko, President of the cemetery group, and Rev. George Parsons of Garfield Memorial Church.



Michael Johns, President of the Monument Builders of Ohio, discusses the layout of the garden sections in Hope Cemetery in Barre, Vermont, to one of the Ohio ceterians.

Bringing representatives of these allied groups together to frankly discuss their problems helps to create the good relations that are so necessary for the interment field to properly serve the public.

Some of the panelists at the Ohio meeting belong to a program called "Heritage Associated Services." John Matsko reports that it was started in 1962 in Cleveland for the purpose of finding ways to better serve the public through cooperation and understanding of the burial arts profession. Mr. Matsko says

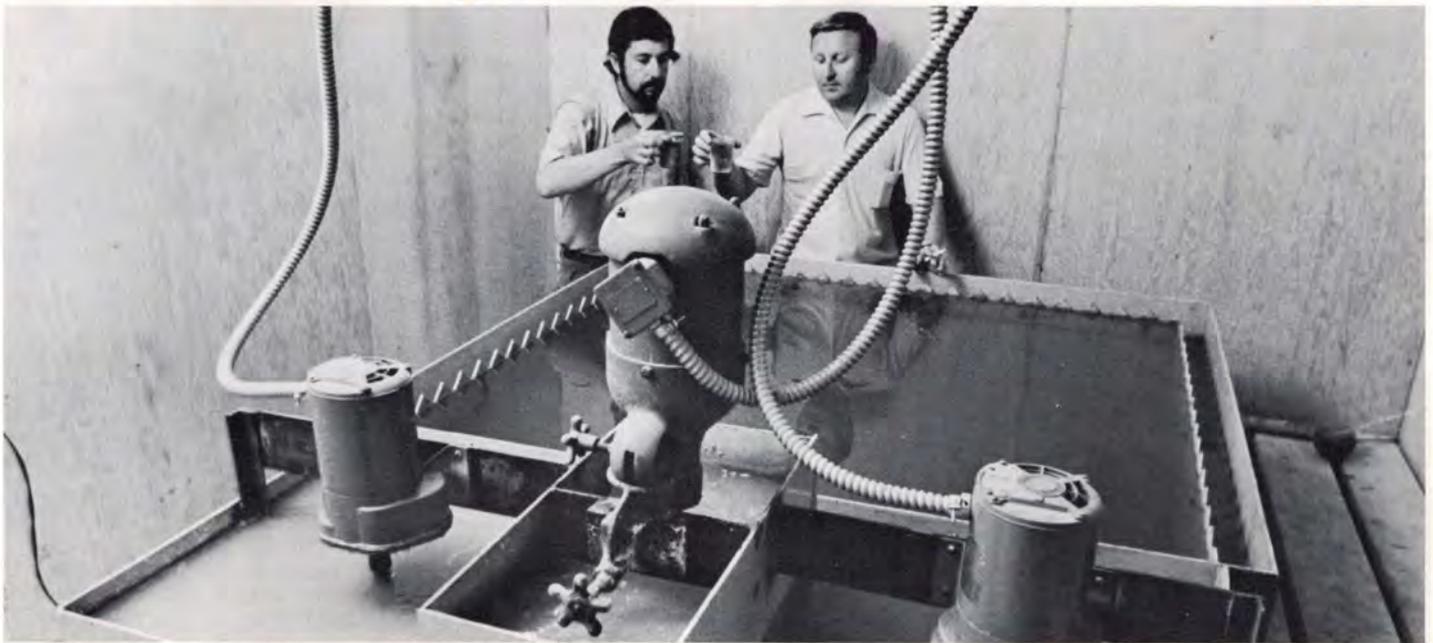
that "membership is still open to any individual or concern that renders a service pertaining to memorials or burials, and that meetings are held three or four times a year."

He also added that "every member has expressed satisfaction with its success to some degree but the ultimate has not yet been reached and probably never will. The attitude is definitely that some hostility has been replaced with better relationships within the industry."

Another successful panel discussion was sponsored by the New England Cemetery Association at their annual meeting. This panel included representatives of vault manufacturers, funeral directors, the bronze industry and the granite industry. Milton Lyndes, General Manager of the BGA, represented the granite industry.

At the Ohio meeting the Monument Builders of Ohio has an attractive display featuring a monument section layout and monument designs.

Clear water is goal of BGA Research Project



In the foreground is the top of the pilot plant developed by the BGA to test the new system of waste water treatment. In the background are Dr. Arthur Condron and Silvio Nativi of Nativi & Son, Inc. This particular experimental plant stands nearly two stories high and is capable of handling up to 20 gallons of waste water per minute. Such plants will require periodic adjustment and attention in order to maintain efficient and constant operation. It is expected that some of these treatment plants will function on a 24 hour basis.

Each year the Barre industry must utilize millions of gallons of water in its manufacturing operations. When this water is eventually discharged into local streams it contains particles of granite mixed with silicon carbide abrasive. The BGA Research Committee has now concluded a program to develop equipment that will help keep our streams clear of the granite waste that is contained in the water used for manufacturing purposes.

The BGA, the University of Vermont, the Vermont Water Resources Department and DuBois & King, Engineers, cooperated in an \$80,000 research project which successfully developed a waste water treatment plant designed for pollution abatement. This climaxed a ten-year effort by the Barre Granite Association to find a practical and acceptable means of clarifying its industry waste water.

Dr. Arthur Condron, Assistant Professor of Civil Engineering at the University of Vermont, played a key role in the project. He collected and tested water samples, measured water flow and thoroughly surveyed the manufacturing methods being used by the granite companies. Extensive laboratory experiments were conducted by Dr. Condron before the test equipment was designed. Basically, it involves the settling of the granite waste in a lagoon, followed by the treatment of the water by a flocculating agent which effectively clarifies the water of any minute particles still remaining. The clear water is then discharged.

More than 30 companies in the Barre and Montpelier area will be required to purchase and install this expensive equipment. This means an investment for each company of between \$6,000 and \$20,000 depending upon the amount of water to be processed.

Clear Water (continued)



Dr. Condrion of the University of Vermont assists Norman Beck of Beck & Beck, Inc., in determining a proper location for a waste water treatment plant. Beck & Beck is one of a growing number of granite companies that are re-circulating water in order to cut down on water consumption.



Dr. Condrion and Silvio Nativi, Chairman of the BGA Research Committee, measure the effectiveness of the new waste water treatment plant. Dr. Condrion has a sample of the waste water before treatment. The treated water held by Silvio Nativi proved to be as clear as Barre City drinking water.



The BGA Research Committee has performed a valuable service on behalf of the granite industry. Their research has not only been in the field of pollution control but the committee has conducted experiments in the boxing of finished granite products and the disposal of granite waste.

Pictured from left to right are Don Bailey, Rock of Ages Corp., Bill Walker of the University of Vermont, Milton Lyndes, BGA General Manager, Glenn Sulham, BGA Manager of Member Services, Jack Brusa of Brusa Brothers, Paul Beck of Beck & Beck, Inc., Paul Chatot of Bilodeau-Barre, Inc., and Roger Rivard Granite Co. Not present was Silvio Nativi, Committee Chairman.

Holidays Observed by the Barre Granite Association.

For assistance to our retailer friends, we are setting out those holidays in our labor contract in which our employees will not be working.

When a holiday falls on a Sunday, the following Monday is observed as the holiday. If the holiday falls on Saturday, then at the discretion of the employer it may be observed on the preceding Friday. Although New Year's Day is not an official holiday under the labor contract, the plants are closed on that day.

- Town Meeting Day (first Tuesday in March)
- Memorial Day
- July 4th
- Labor Day
- Veterans Day
- Thanksgiving Day
- Friday following Thanksgiving Day
- Christmas Day

VERMONT

The Morgan Horse Farm in Weybridge, Vermont



by Eva Maria Dane

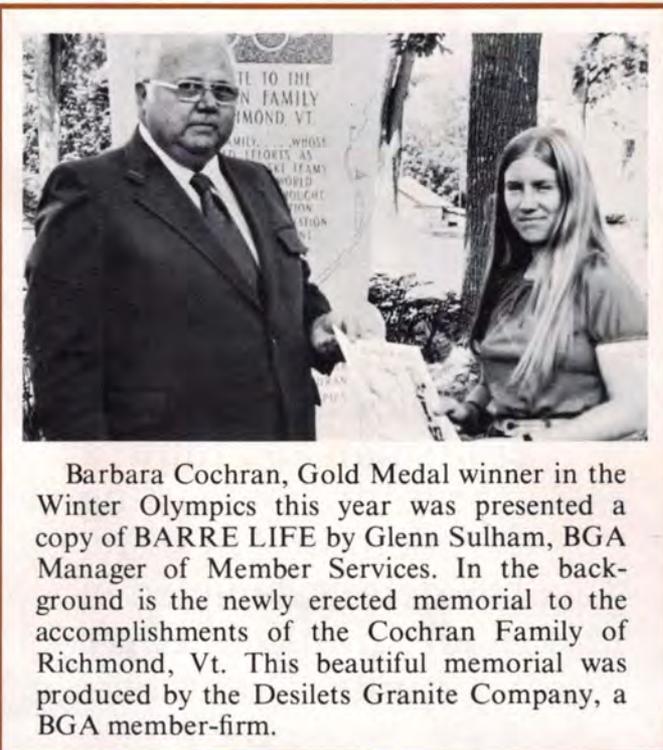
Just outside of Middlebury on Route 23, passing through the Pulp Mill Covered Bridge, one enters Weybridge, site of the University of Vermont Morgan Horse Farm. Visitors are welcome to the grounds and stable.

The handsome barn, a tall Victorian carriage house, was built in 1878 at an original cost of \$10,000. The Weybridge Farm was one of three in the area owned by Colonel Joseph Batell, an enthusiastic breeder, and founder of the Morgan Horse Register in 1891. By Act of the 1961 Legislature the Morgan Horse became Vermont's State Animal.

The Morgan Horse is the first breed of American horses, and was sired by a little horse named Justin Morgan, owned by a Randolph schoolmaster, who received it in payment of a debt at the turn of the 18th century. During his long life the horse was known as "Figure." He was hired out as a work horse and stud during day time and for races in the evenings. His patience, good will, hard work, gentle disposition and speed he passed on to his offspring. Physical characteristics of the pure Morgan are a height of about 15.1 hands, well-muscled, short-coupled body, cresty neck and lofty carriage of a finely chiseled head, flowing mane and tail.

In 1904 Colonel Batell left the Weybridge Farm to the U. S. Government for the purpose of breeding dairy stock and Morgan horses. The property was taken over by the University of Vermont in 1951. Since then it has become a nationally known Morgan Farm.

A monument to Justin Morgan stands at the Morgan Horse Farm in Weybridge. The horse, after his death was given the name of its owner, the Randolph music teacher and composer of Early American hymns. The actual grave of Justin Morgan, the horse, who lived most of his life in Randolph, is nearby at the outskirts of Chelsea, less than ten miles south of Graniteville on Route 110. Morgan Horses continue to be raised in that region at the Green Mountain Stock Farm in Randolph, along with Arabians, Thoroughbreds and Hunters.



Barbara Cochran, Gold Medal winner in the Winter Olympics this year was presented a copy of BARRE LIFE by Glenn Sulham, BGA Manager of Member Services. In the background is the newly erected memorial to the accomplishments of the Cochran Family of Richmond, Vt. This beautiful memorial was produced by the Desilets Granite Company, a BGA member-firm.

From the drafting board

New designs produced by Barre Guild Artisans



Buddhist Memorial Produced by Colombo Granite Co.

The Colombo Granite Co. of Barre, operated by Mac Colombo and his son Robert have produced one of the most unusual memorials we have seen in a long time. It is made of Select Barre Granite and sold through Woodbridge Monument Works, Woodbridge, N. J.

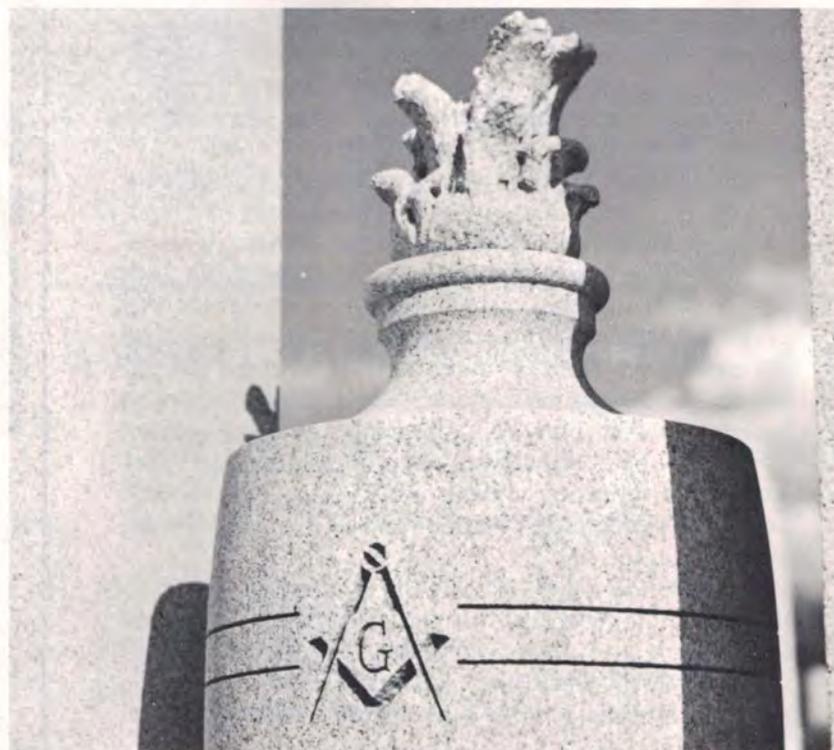
The memorial was purchased by the husband of a female Buddhist leader. It is seven feet high, the base six feet square. There are thirteen pieces in the memorial. Rules of the Buddhist faith require the memorial to be facing east and be adjacent to a body of water.

An integral part of the memorial is a compartment directly above the base which eventually will hold the remains of up to 44 persons. This photograph was taken during the erection of the memorial in the cemetery and it shows the setters in the process of preparing the compartment. Buddhist rites were held at the site after the memorial was erected.

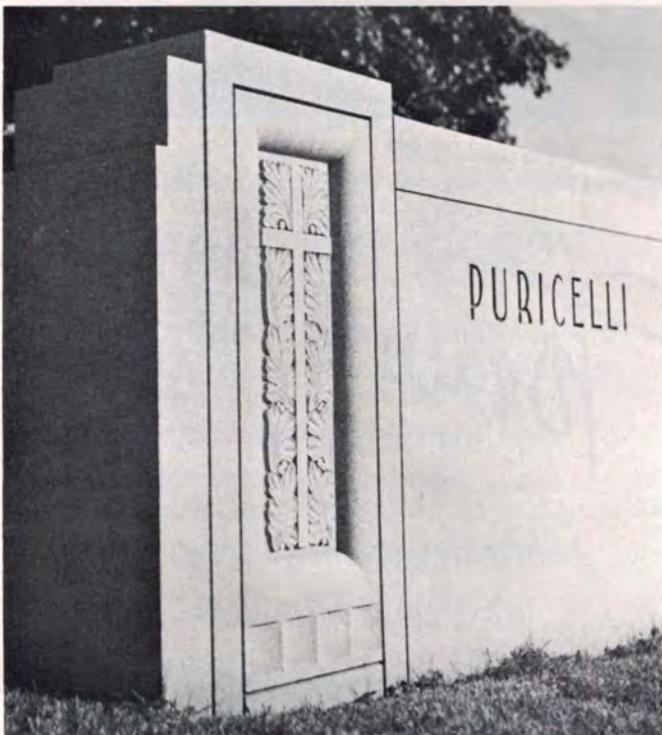
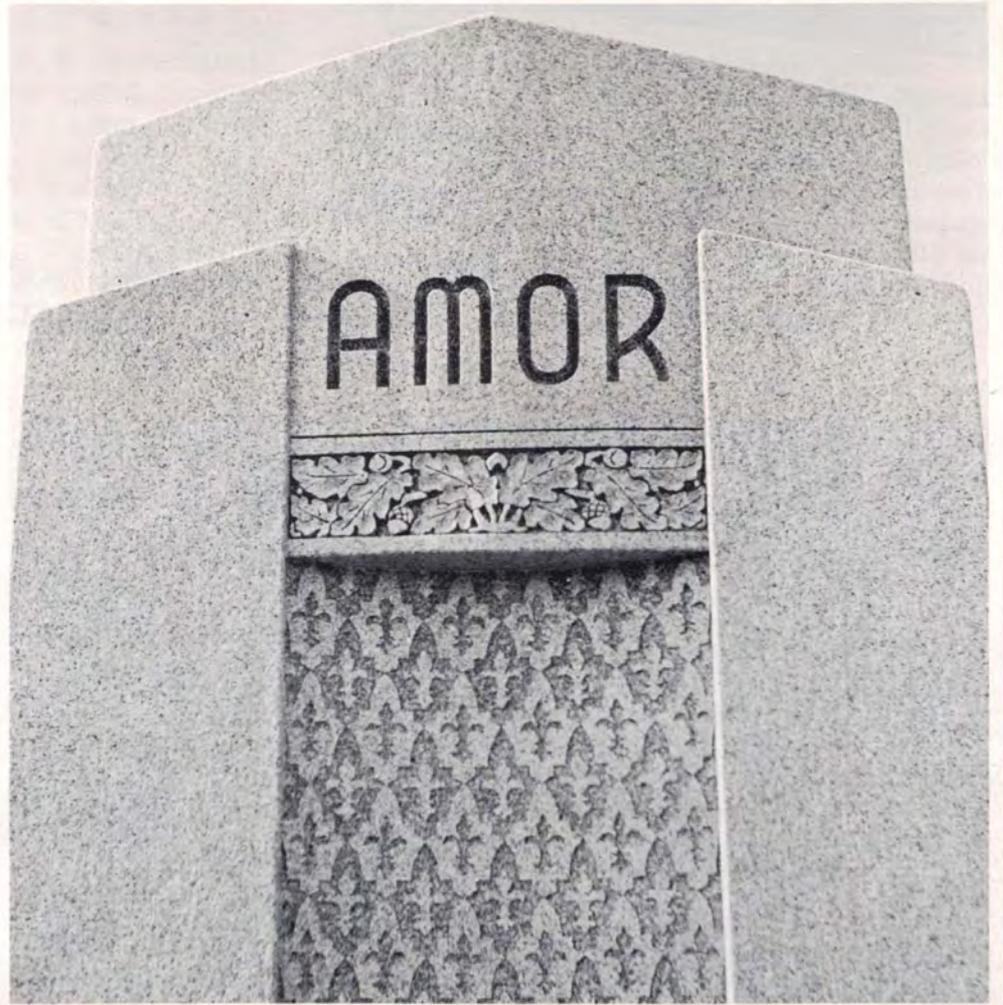
A Monument Can Be A Work of Art

This requires first, a creative design, second, a skilled and sensitive craftsman and third, a beautiful and lasting memorial in store.

The details depicted in these photographs of Barre Granite monuments prove the point.



Barre
Craftsmen
are
Leaders
in the
Art of
Sandblast
Carving



DEANE C. DAVIS
GOVERNOR



STATE OF VERMONT
EXECUTIVE CHAMBER
MONTPELIER

May 12, 1972

Mr. Milton V. Lyndes
General Manager
The Barre Granite Association
51 Church Street
Barre, Vermont 05641

Dear Milton:

I congratulate you on bringing BARRE LIFE into being. The new magazine to be published by my friends in the "Granite Center of the World" is a wonderful way for your customers to meet Vermont and its people.

Having lived for many years in the Barre area, I am of course personally acquainted with most members of the Barre Granite Association. I congratulate them for making BARRE LIFE possible.

I truly believe that your new quarterly magazine will not only be a great service to the monument industry but it will bring to the attention of your readers the unique advantages of our beautiful state and encourage them to visit us and get better acquainted.

Sincerely,

A handwritten signature in black ink that reads "Deane C. Davis". The signature is written in a cursive style with a large, decorative flourish at the beginning.

DCD:ctm

BGA Board of Trustees 1972-73

The nine representatives from BGA member-firms who make up the BGA Board for 1972-73 include (top row) Robert Couture, Family Memorials, Inc., Jack Freese, Jones Brothers Co., Fred Peyerl, Jr., Jurras Granite Co., Paul Savard, Thurber Granite Co., and Milton Lyndes, BGA General Manager.

(Bottom row) David Reid, Cook, Watkins & Patch Co., Inc., Lucien Rouleau, BGA President, Rouleau Granite Co., Silvio Nativi, Nativi & Son, Inc., Fred Ralph, Rock of Ages Corp., and Paul Chatot, Bilodeau-Barre, Inc.

Transportation (continued from page 11)

We encourage dealers in these states where pool truck service is provided to work together and place their orders at approximately the same time. This will enable us to consolidate this weight and ship within a short period of time. Your wholesale salesman can be of great help in setting up these pool car schedules. For example, Lawrence Walker does this for his customers several times each year. We congratulate him for this excellent service to his customers.



Information Please

We'd be happy to hear from you. Use this handy coupon.

On transportation matters, write
Glenn Sulham, BGA Manager Member Services
 Barre Granite Association, Box 481, Barre, Vermont 05641

On selling monuments, write
Jim Welch, BGA Manager Retailer Services
 Barre Granite Association, Box 481, Barre, Vermont 05641

On general industry matters, write
Milt Lyndes, BGA General Manager
 Barre Granite Association, Box 481, Barre, Vermont 05641
 or telephone (area code 802) 476-4131
 (The BGA cannot accept collect calls)

Dear _____
 Please send me information on the following

NAME _____

COMPANY _____

ADDRESS _____

CITY _____

STATE _____

ZIP _____

