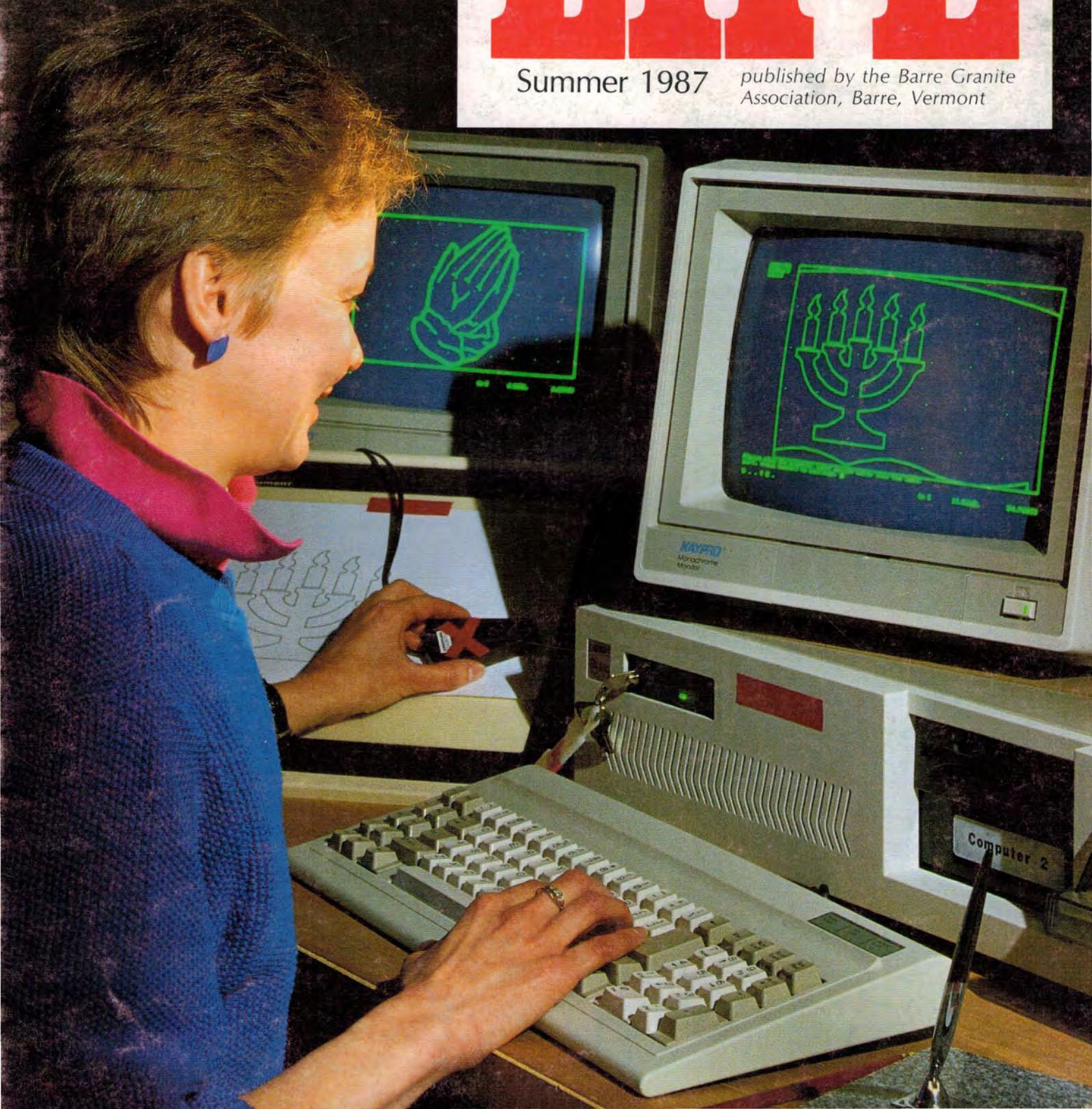


# BARRE

# LIFE

Summer 1987

published by the Barre Granite  
Association, Barre, Vermont



# Stone Trades School OPENINGS

The highly respected Stone Trades School of the Barre Regional Vocational-Technical Center has announced openings for the upcoming school year. According to Warren Williams, the center's guidance coordinator, the program is accepting students for sessions beginning in both October and January. For detailed information about the school, write to the Barre Regional Vocational-Technical Center, 155 Ayers St., Barre, VT 05641.



Don Giroux, Stone Trades shop instructor, demonstrates the use of the pneumatic tool.



# BARRE LIFE

Summer 1987

published by the Barre Granite Association, Barre, Vermont

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Executive Vice President

**Bruce Talbot**  
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Cover and feature photography by Hanson Carroll

## ABOUT OUR COVER

The members of the Barre Granite Association are in the vanguard of their industry...with products, manufacturing processes and people. Increasingly, women are among the people holding what were traditionally thought of as "men's jobs" in the manufacturing process. One of those women is Colleen Joeckel of the North Barre Granite Company, who is shown on our cover. Colleen is part of another trend, applying computers to monument design.

# WOMEN

## in Granite



With nine years' experience, sandblaster Becky Lafond has produced many monuments for Maurice Memorials, Inc.

They are pioneers.

They are the women who help manufacture Barre granite monuments.

Barre has long been known for its innovation in product design and manufacturing processes, but the granite industry is a "people pioneer," as well.

"We hire the best people. It's as simple as that," says one company owner. "Through past experience, we know that women are just as qualified for manufacturing jobs as men, and they're particularly dextrous and good at doing fine work."

Women have long held important jobs in granite company offices. Some have been executives and owners. But 20 years ago when Jan Welch finished high school and set out to do what her heart told her to do, she became a pioneer. She went to Buttura & Sons, Inc. and got hired in granite manufacturing as a draftsman.

"In the beginning, I was scared," she said. "Today, I can go into the plant and talk about a job, and the men listen to me."

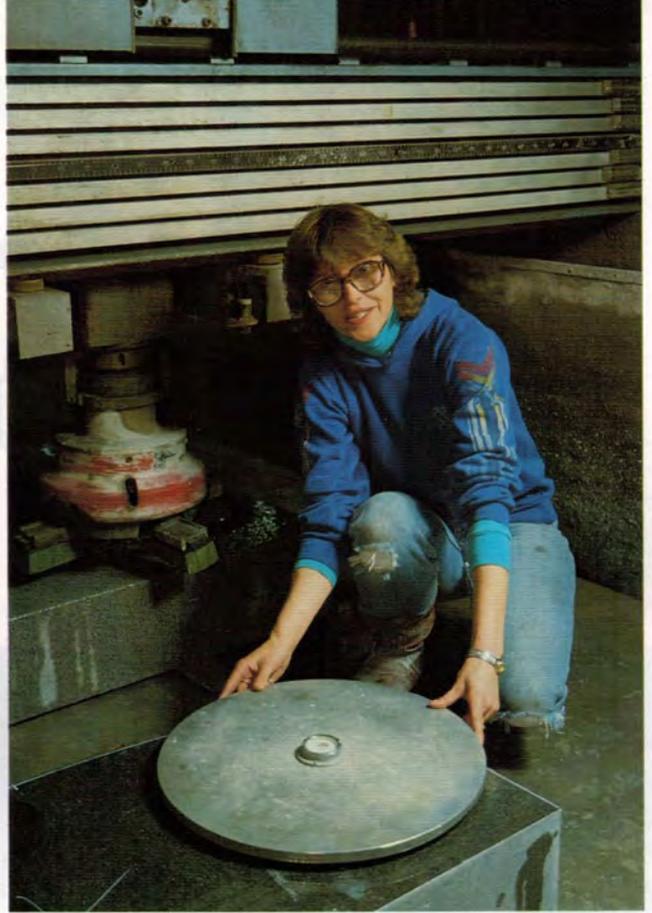
Pam LaVanway, a North Barre Granite Company draftsman, also knows how respect for women has grown. "Sixteen years ago when I began, we had no credibility because there were almost no women in the industry. But time has proved our worth."

Working with Pam at North Barre is fellow draftsman Colleen Joeckel (pictured on the cover). Colleen is in the forefront of the granite industry in another way, also. She operates a computer to create monument designs at rapid speed.

On the plant floor at North Barre, Anna Setien and Brenda Eggleston cut designs out of rubber mats and sandblast the designs into stone. A little



Twenty years ago, Jan Welch of Buttura & Sons, Inc. led the way for women in granite manufacturing.



At Rock of Ages Corporation, Eileene Christie levels a stone for polishing.



Creating another original etching for S.L. Garand & Company is Neysha Rossi, a designer/draftsperson/stone etcher.

more than a year ago, Brenda was a nurse and looking for a new career. "I'm not the type to be in an office all day. This is interesting, creative work. I get to see a stone come in blank and leave as a finished monument."

Keeping track of all plant production at North Barre is Darlene Chatot at her computer. She

started working at her father's company when she was in her early teens, stencil cutting and sandblasting.

To get to the studio of Neysha Rossi at S.L. Garand & Company, visitors pass a small gallery of scenic and religious etchings which Neysha has completed over the years. One fateful Christmas



Rock of Ages sawyers Joan Gendron and Brenda LaPan peek between two diamond saws.

Sixteen years of drafting, says Pam LaVanway of North Barre Granite Company, proves that women can do "men's work."



20 years ago, Neysha painted an angel on the front window of the grocery store she owned. It caught the eye of a local granite manufacturer who encouraged her to go to drafting school. Neysha was snatched out of school by Garand and has been there ever since, producing unique designs for the Montpelier manufacturer.

*Barre Life* found Becky Lafond inside the shaping room at Maurice Memorials, Inc., happily shaping a monument. She turned off her equipment, took off her helmet and opened the door. "In the morning I get my two-year-old daughter ready for the day, then come down here. Maybe some people would rather see me at home, but



At North Barre, Anna Setien and Brenda Eggleston prepare to sand-blast names into stone.



Darlene Chatot tracks each job through the North Barre plant.

I've been here for nine years, and I really enjoy what I'm doing."

In the Rock of Ages Corporation manufacturing center are sawyers Joan Gendron and Brenda LaPan, mother of Barre Granite Association secretary Tina LaPan (Page 22).

"The day goes by fast because I'm busy," says Brenda. "When I go home at night, I know I've done a day's work."

Joan leaned across the large slab she was cutting. "When I started almost three years ago, I had no idea of the many things that can be done with granite. I've learned a lot."

Eileene Christie, a Rock of Ages polisher, breaks into a wide grin. "Before I came here, I thought granite came out of the quarry shiny. I didn't know we had to put the shine on it!"

Eileene knows plenty now, in part due to her kind teacher, experienced polisher George Gerish, who trained her on the polishing wheel. "George mother-henned me a lot," Eileene said, with an appreciative glance toward George. In time, she got the chance to "mother-hen" George on the automatic polisher. The two became a team, and help produce the granite monuments for which Barre has become famous.

AT THE  
NORTH BARRE  
GRANITE CO.—

# The Chatot Family Builds on a Heritage

**GO BACK FIVE GENERATIONS** to great-great-grandfather Chatot and you'll understand something about the continuing dedication to quality that is the hallmark of the North Barre Granite Company.

Great-great-grandfather, back in France, dedicated his life to stone, cutting rock for houses and railroad abutments. In time, a son-in-law followed his example, helping to cut a mountain path for the fabled Orient Express railroad. The Chatot family name made its way to Barre in the early 1900s with the arrival of great-grandfather Auguste Chatot and his brother.

It was 41 years ago that Auguste's son Jules and his partner, John LePannen, pooled their money to buy a granite manufacturing company that, to say the least, didn't look especially promising. They started at the North Barre Granite Company with one employee, an old shell of a building, a broken-down crane and a compressor that didn't work. But the two owners worked—hard.

Today, North Barre enjoys a widespread reputation in the granite industry under the ownership of Jules' nephew Charles, who is president, and Jules' daughter Judee Chatot-Travis, vice president.

The company's success has been due, in part, to the Chatots' willingness to experiment with innovative approaches to business. North Barre Granite Company was, for example, one of the first manufacturers to acquire letter punchers and to use belts with its cranes. And the company now applies computers to monument designing. (See\* the cover of this issue.)

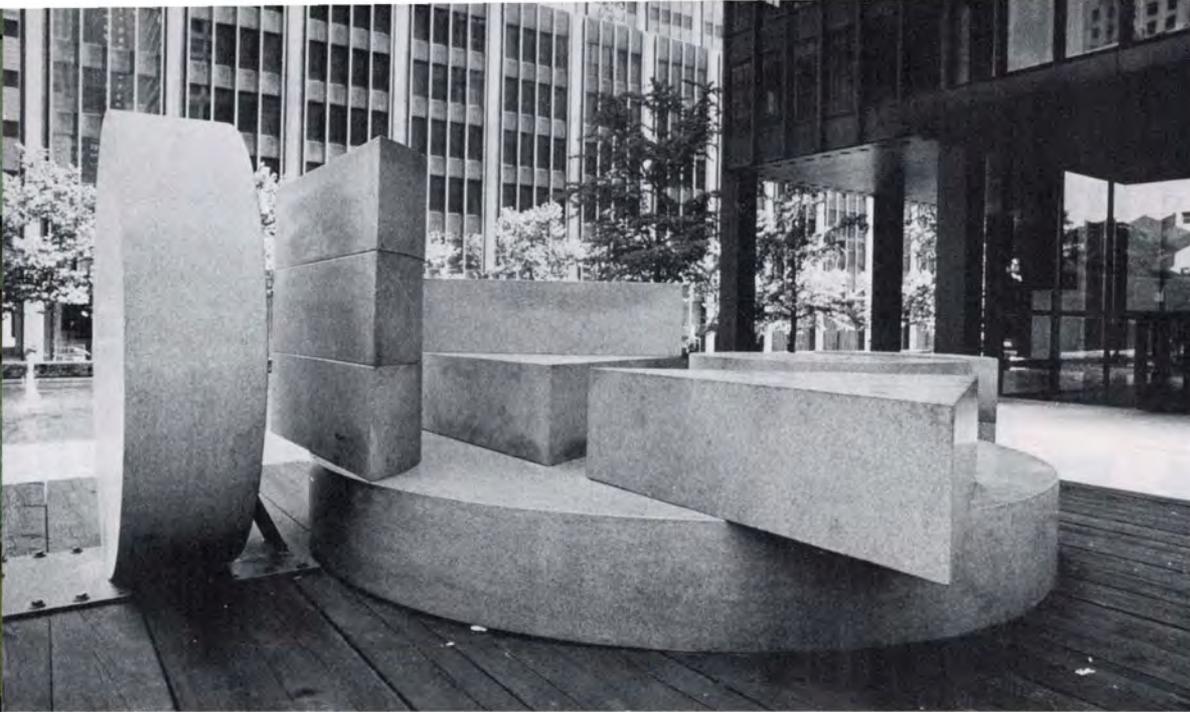


Like a factory out of the unpaved Wild West, the North Barre Granite Company was a far humbler place when the Chatots stepped in.



Ever-aware of production efficiency, North Barre president Charles Chatot (center, in dark sweater) checks work flow with expeditor Michael Ornitz.

Putting those modern procedures into practice is a loyal and highly skilled crew that includes a fifth generation of Chatots. The quality of work produced by the crew has gained North Barre far-reaching accounts, especially in the metropolitan New York City Jewish market.



On temporary display in New York is North Barre's disc sculpture for the Massachusetts Institute of Technology.

Many unique jobs also have come out of North Barre's plant. There's the sculpture of large granite discs and segments—one disc 13 feet in diameter—welcoming visitors to the Massachusetts Institute of Technology. There's the granite doghouse commissioned by an original-thinking, canine-loving artist. And there's the large water sculpture that

splashes at the entrance to IBM offices in New York City.

"We have a lot of pride at North Barre Granite," says Judee Chatot-Travis. "It's based on the fact that this is a family business, and we have people here who care."

## Judee Chatot-Travis Makes History!



North Barre Vice President Judee Chatot-Travis is the first woman in Vermont and one of the first women in the United States to become a Rotarian.

Her historic induction into the Barre Rotary Club came in May, two days after the U.S. Supreme Court ruled that Rotary International could not revoke the charters of local chapters for admitting women.

Chapter President Norman Akely said Judee likely would have been admitted earlier if not for the charter revocation threat. Since 1980 when her father, Jules Chatot, was Rotary district governor, Judee has done behind-the-scenes work for the Barre club. "I was very impressed," she said, "with the community and worldwide service they provide." For the past five years, Judee also has been director of the Rotary-sponsored Barre Home Show.

Downplaying the honor of achieving another first for women, she said, "For me, the honor is more in being recognized as a successful businessperson who meets Rotary's qualifications for membership."

# Masters of Stone Magic

## Sculptors of the Barre Granite Association

Like magic, rough stone enters a studio. Mysteriously, it emerges... transformed. The magicians are the sculptors...the masters who have given Barre a worldwide reputation for artistry in stone. Three of Barre's best-known sculptors are associate members of the Barre Granite Association.

**Frank Gaylord** was a beginning sculptor when he went to a Philadelphia monument dealer looking for work. He was told flat-out, "Sculpting isn't done here. It's done in Barre, Vermont."

So the graduate of Temple University's Tyler School of Art headed north, and 30 years ago he founded F.C. Gaylord Sculpture Studios of Barre. "The availability and choice of granite in Barre," said the West Virginia native, "has made it an ideal work location."

Frank Gaylord's sculpture—seen coast to coast—includes a Shakespeare composition for the lobby of the Old Globe Theater in San Diego, a relief portrait of Pope John Paul II on the Boston Common, and a statue of William Penn that stands in Philadelphia's Treaty Park.



An idea—a station of the cross—takes form in clay, created by sculptor Frank Gaylord.



Immortalized by Gaylord in granite is the father of the University of Texas, frontier doctor Ashbell Smith.

**Eric Oberg** captured the feeling of fighting in Vietnam with a statue of a black Marine carved for the Pennsylvania state VFW headquarters. He has conveyed love with a deep-relief portrait of a niece who was tragically killed a year and a half ago. And he has added quiet beauty to the grounds of a church with a statue of St. Francis.

"I love the challenge of creating figures," he said. "I try to exceed people's expectations."

Eric Oberg is a fine arts graduate of the State University of New York at Oswego. He began carving as an apprentice to Frank Gaylord, eventually becoming a self-employed sculptural subcontractor to granite manufacturers. He hopes to expand his business into architectural work, including entryways, cornices and special sculptural pieces.



Concentration on detail makes the difference.



From an illustration, Eric Oberg carved St. Francis. Nearly finished, Oberg checks his work against the original.

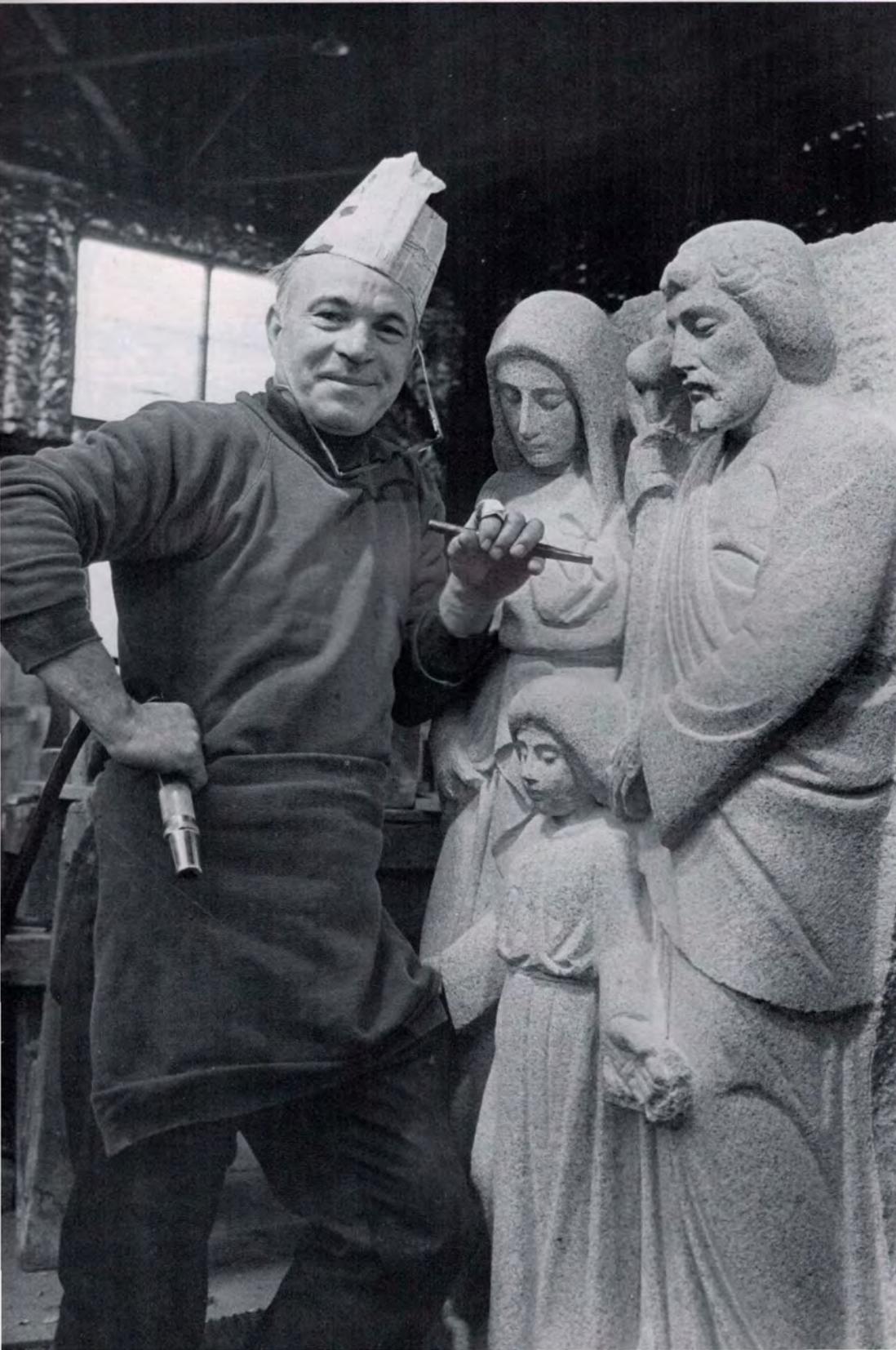
**Alcide Fantoni** says that when carving stone, “there’s only one choice—right or wrong.” After more than 30 years of carving, he makes the right choices.

“You are born to be a sculptor. You do this because there’s something in you that makes you do it,” says the native of Carrara, Italy, whose lifelong career in stone began in carving school at the side of masters.

In 1966, he left Italy. The lure of Barre, Vermont, was

strong. “I don’t own a quarry,” he said, “and I don’t have to advertise Barre granite. But it’s the best granite for carving.”

Over the years, Alcide Fantoni has gained acclaim for carving Barre granite into religious figures and other works. He also is well known for developing an etching procedure for hand-engraving designs and pictures onto polished granite surfaces.



After final proportioning, Alcide Fantoni’s Holy Family will be done.

# news from the Cemetery Field

By  
Thomas Leary



## FREEDOM OF CHOICE

The spiralling rate of cremation is startling, and the impact of this dramatic swing away from traditional burials will be enormous on the entire death care industry.

It is projected that by the year 2000, some 633,000 persons will be cremated annually. That will represent 28 percent of the projected death rate of 2,260,000 and means an increase of over 100 percent in the current rate of cremation. And those are conservative numbers!

The response to this skyrocketing rate of cremation will spell success or failure in many areas of the death care industry, including the cemetery field.

Currently, we are facing a cremation rate in excess of 13 percent. With this rate doubling by the turn of the century, it would seem that the memorialization of cremains must become an integral part of current and future cemetery planning.

One critical aspect of the cremation phenomenon we must explore is why so few choose to dispose of cremains with in-ground inurnments—currently only 11 percent, according to the best available estimates.

Undoubtedly, there are a variety of reasons for this. One significant reason may be that, as yet, society does not relate cremation to cemetery burial. Instead, people keep the cremains themselves, place the cremains in a columbarium, or have the ashes scattered.

Another major reason may be that the use of a normal grave space for cremains may not be the type of facility that this part of the cemetery market represented by cremation is seeking.

To this end, cemeteries should be giving consideration to providing special facilities in the form of cremation gardens to satisfy the wants of this segment of their market. Moreover, cremation gardens should be designed to provide "freedom of choice" in memorialization.

Specifically, space should be provided for upright markers as well as flat markers.



Some people in the cemetery field are anticipating the swing toward cremation and are beginning to plan for it.

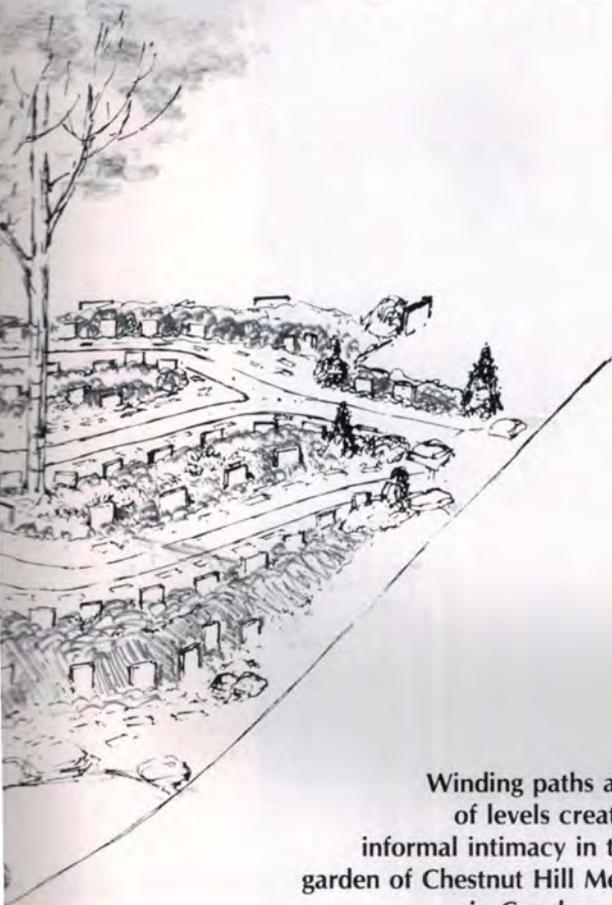
Robert Garrison of Toledo Memorial Park and Mausoleum in Sylvania, Ohio, has projected that over the next five years, ground interment at his cemetery will drop significantly. He anticipates, however, that this loss will be more than offset by the increase in cremations handled by the facility.

Providing space for the disposition of cremains provides benefits other than merely catering to the needs of a particular

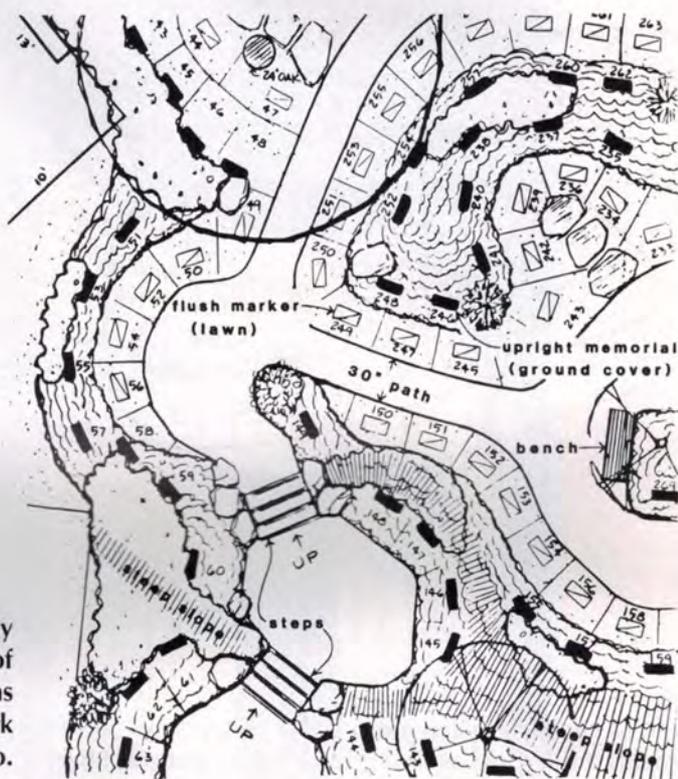
segment of the market. One immediate advantage is that a cemetery does not have to have a large area to have a profitable cremation garden. A space as small as 50' x 50' can provide for about 125 double inurnment plots. Even poor land is usable. Many rocky or steep sections that are unsuitable for ordinary burials can be easily turned into attractive cremation gardens.

Obviously, the chief asset of any cemetery is its land. By taking advantage of less usable land and maximizing cemetery space, a larger financial gain will be realized for the cemetery.

# An Integral Part of a Cemetery's Future Success



Winding paths and a variety of levels create a sense of informal intimacy in the cremains garden of Chestnut Hill Memorial Park in Cuyahoga Falls, Ohio.



The dollar return per square foot is actually greater in cremation gardens than in ordinary lots.

For example, a single grave site that encompasses 35 square feet may sell for \$300. That same 35 square feet can provide three cremation plots at \$250 each. The \$450 difference between one single grave site and three cremation plots is further enhanced if the land in question was unusable as a grave site to begin with.

Adding to the financial attractiveness of cremation gardens are the additional services that may be provided. Many

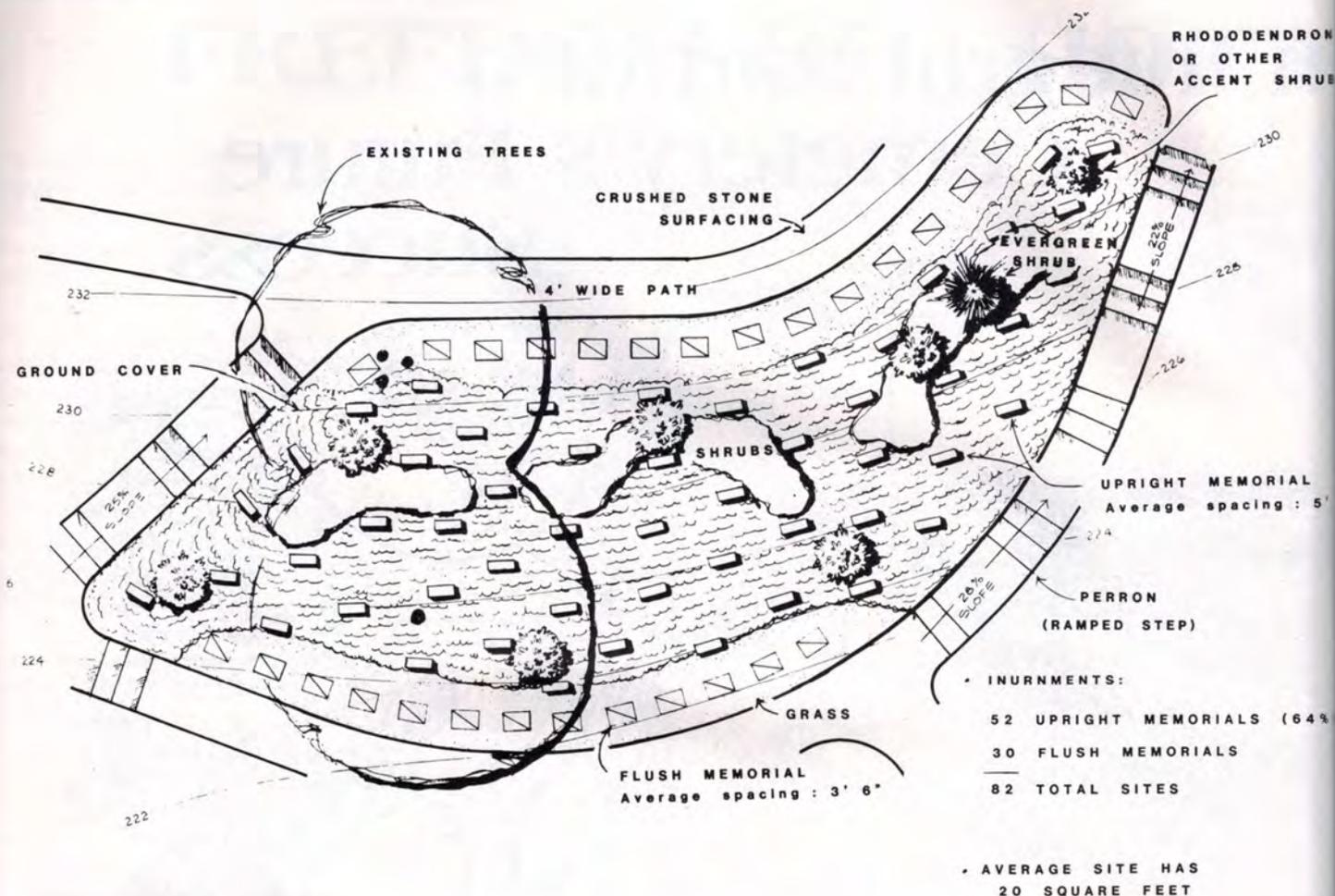
cemeteries currently charge for the inurnment itself and other fees for such services as opening and closing and perpetual care. Vault sales, of course, also add to financial benefits.

While cremation gardens do not require a major space commitment, it is necessary that they be attractive to the consumer. Innovative cemetery design concepts have been developed, the most noteworthy among them being the work of Grever and Ward, Inc., which has been working with the Barre Granite Association for the past several years.

The concepts developed by this landscape architecture firm give the customer "freedom of choice" in memorialization. The new cremation gardens provide beautiful, natural settings for upright memorials, flush markers and columbaria.

Cemeterians will notice a clear difference in a cemetery that has been designed with modern concepts in mind. The new designs are specially proportioned for cremation inurnments. And they are designed for easy maintenance and care.

With proper planning and develop-



Freedom of choice also can mean easier maintenance. At the Cedar Hill Cremains Garden of Hartford, Connecticut, upright monuments are backed against ground cover and shrubbery. Flat markers are set conveniently next to walkways.

ment, a cremation garden can become a beautiful—and profitable—part of your cemetery.

But the real unanswered question is: How many in the death care industry will respond to the challenges and opportunities presented by the increase in the cremation rate?

Dennis C. Poulsen, president of Rose Hills Memorial Park in Whittier, California, has raised the warning flag about apathy regarding cremation.

Poulsen, who is a member of the

American Cemetery Association Board of Directors, notes: "Over the years, many of us have been reluctant to put together a cremation package low in cost, yet providing a lasting tribute to the deceased. We feared the loss of traditional interments to cremation. My opinion is that by ignoring this need, we will not preserve traditional interments but will continue to lose market share."

Poulsen says it is the duty of the cemetery industry to be flexible in meeting the needs of the consumer.

"We should not ask families of different beliefs and customs to conform only to customs provided for in the present development of our parks. It becomes our responsibility to change as our market changes."

By incorporating modern design concepts of cremation gardens in cemeteries that give the consumer a "freedom of choice," cemeterians will have taken a large step forward in meeting that responsibility.

# MONUMENT DESIGNS

From Members of the  
Barre Granite Association



*BECK & BECK, INC. fabricated this all-steel Barre granite mausoleum for H.K. Peacock Memorials of Valhalla, N.Y. This 10-crypt mausoleum was placed in Mt. Hebron Cemetery in Flushing, N.Y.*

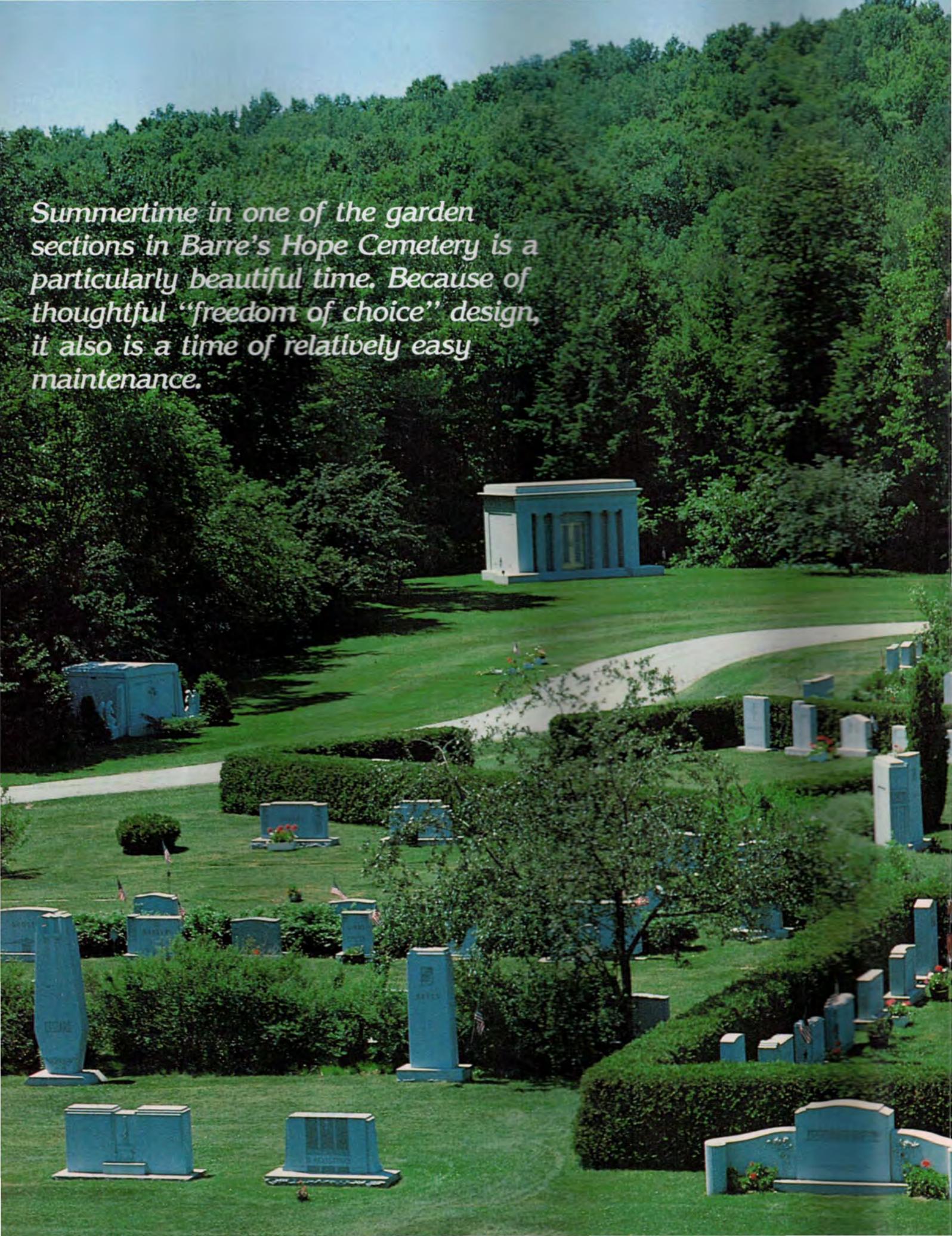


*The RIVARD GRANITE CO. produced this unusual all-rock-pitched Barre granite 6½-foot cross for the East Springfield Monument Co. of East Springfield, Pa. Polished oval panels accent the front and back.*



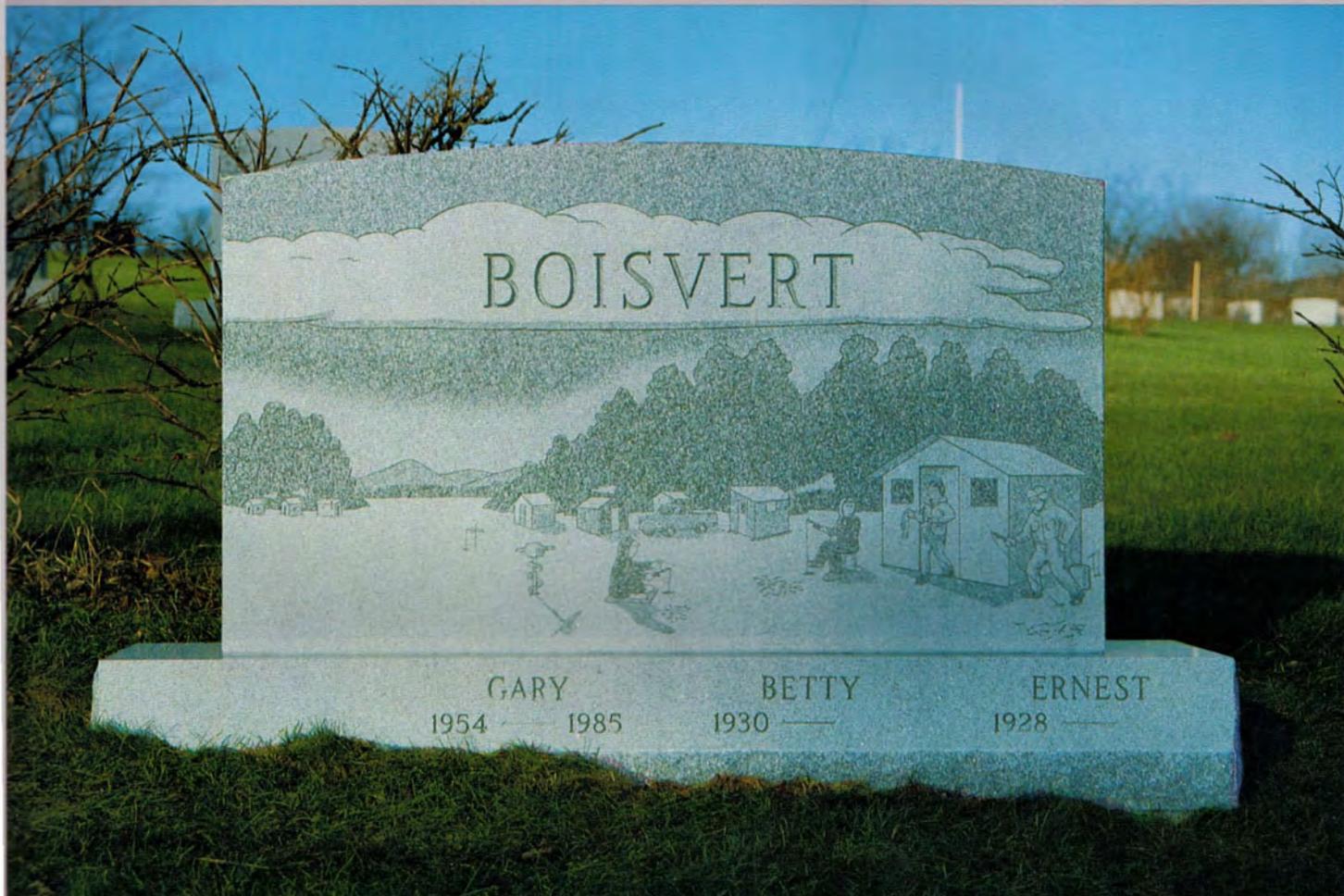
*Original lettering and hand-sculpted 2½-inch roses individualize this 2-6 x 0-10 x 5-4 all-steeled Barre granite monument. It was produced by the ADAMS GRANITE CO. and set in Barre's Hope Cemetery on a 3-6 x 1-4 x 0-8 base.*

*Summertime in one of the garden sections in Barre's Hope Cemetery is a particularly beautiful time. Because of thoughtful "freedom of choice" design, it also is a time of relatively easy maintenance.*

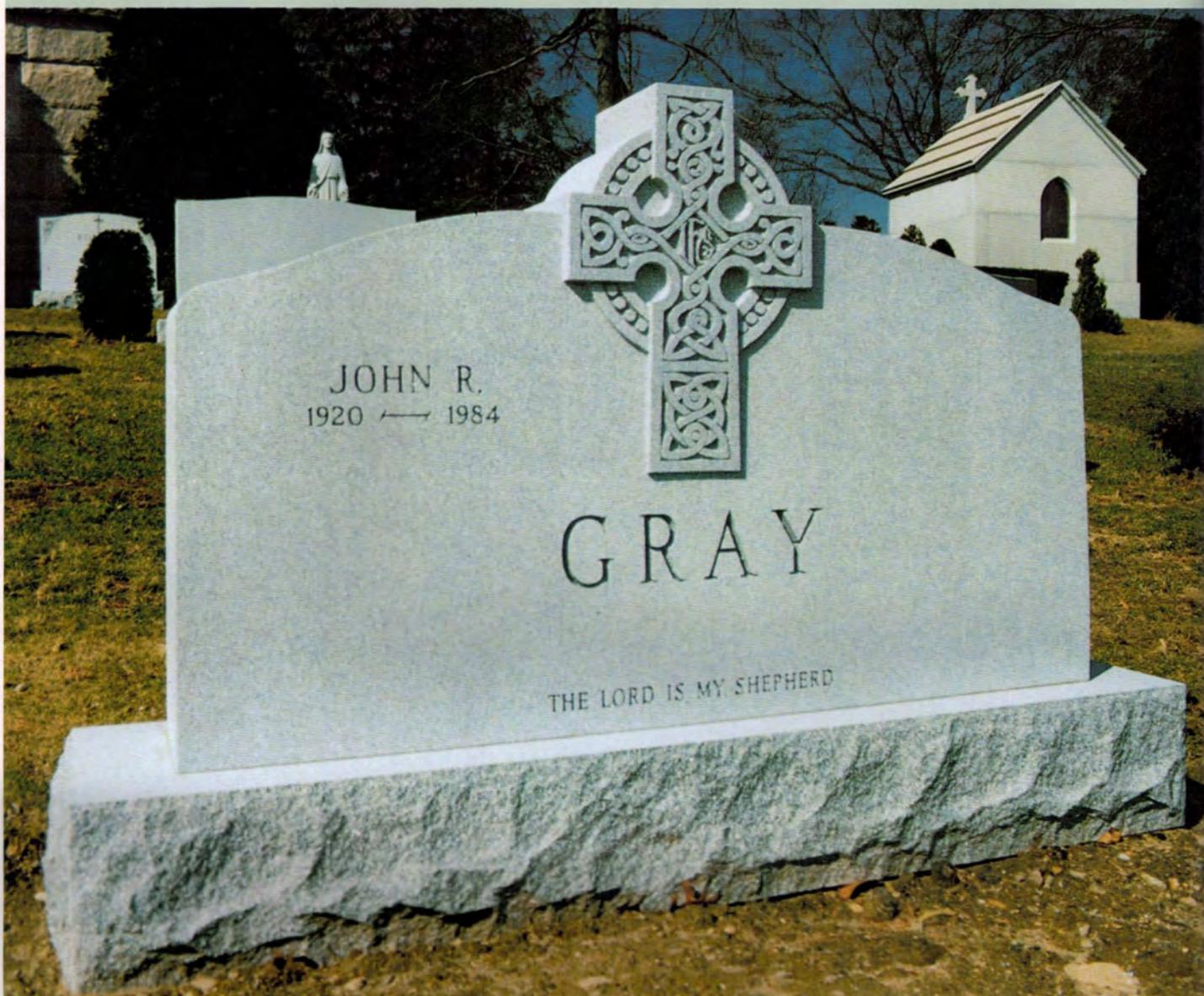




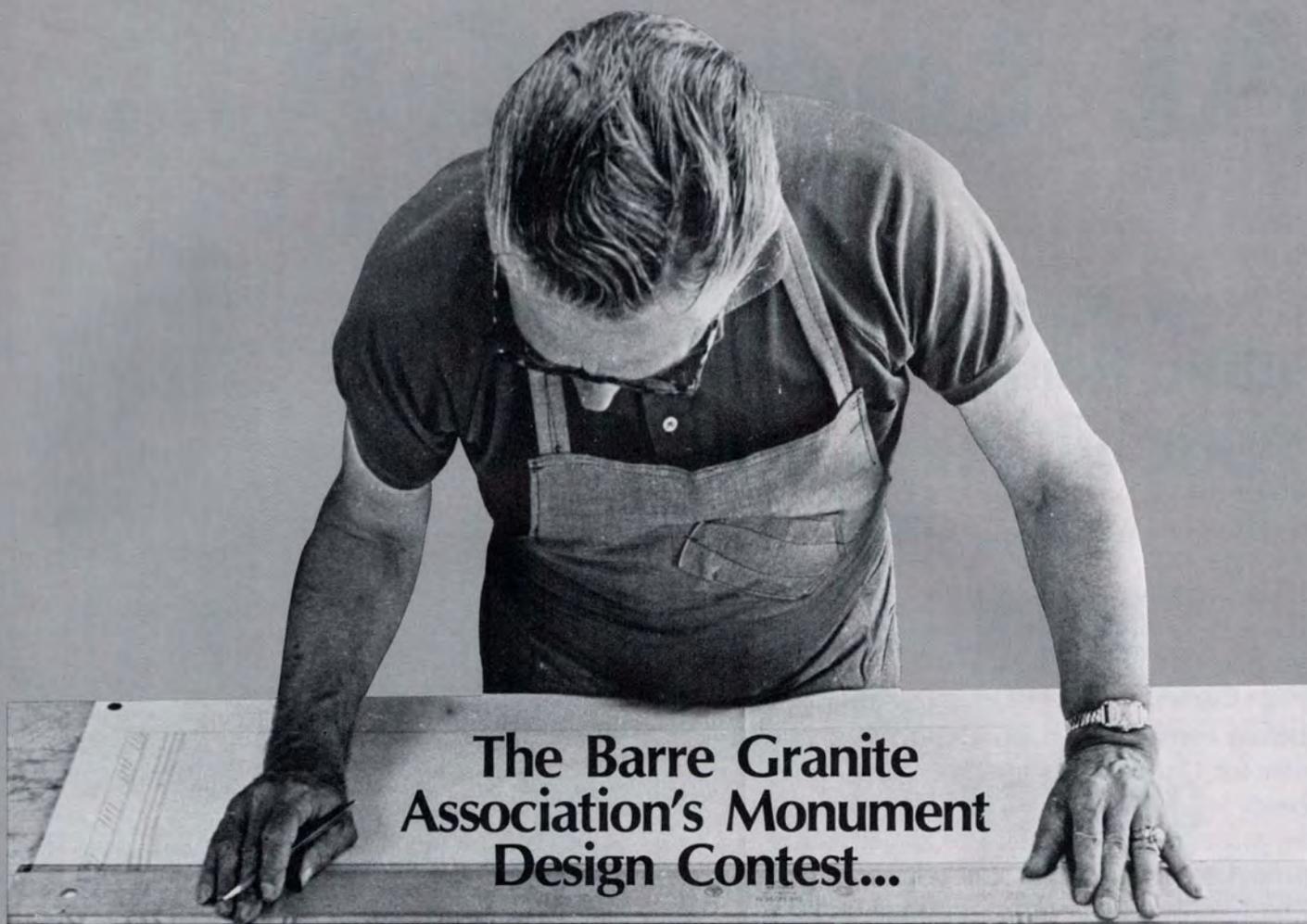




*For a family that loved fishing, designer Peter Quinlan of ROULEAU GRANITE CO. created this 4-0 x 0-8 x 2-4 Barre granite monument, set in Hope Cemetery in Barre. Shading of the flat-sandblast carving relies on the natural contrasting tones of the granite.*



*A hand-cut Celtic cross in one-inch full relief distinguishes this Barre granite monument by LAWSON GRANITE CO. The 5-0 x 0-10 x 3-2 memorial was produced for Joseph Polchinski Co., Inc. of Hawthorne, N.Y. The steeled flat-top base measures 5-11 x 1-4 x 0-10.*



## The Barre Granite Association's Monument Design Contest...

# DO YOU HAVE 'Designs' ON BIG DOLLARS?

**IT'S TIME** to put down on paper those beautiful monuments you've been designing in your daydreams. Then submit those drawings to the Barre Granite Association without delay. You could win as much as \$5,000 for your efforts.

The deadline for the BGA's nationwide Monument Design Contest is approaching fast. All entries are due in Barre on August 1.

One thousand dollars will be awarded to the winner in each of five categories of design competition:

1. **ESTATE MONUMENTS** (tablets four feet or more in any dimension)
2. **UPRIGHT MONUMENTS** (tablets less than four feet in any dimension)

3. **SLANT/BEVEL MONUMENTS**
4. **FLAT MARKERS**
5. **CREMATION MONUMENTS**

There's no limit on the number of entries you may submit, and it's possible for you to capture first place in each of the five categories.

Contest winners will be announced in the Winter 1988 issue of *Barre Life* magazine, and the BGA plans to present prizes at the Monument Builders of North America convention in Nashville, Tennessee, in February 1988.

For rules of the contest, refer to the Spring issue of *Barre Life* or the flier you received in the mail.

# At the BGA...

## A New Manager of Public Relations

Now heading the BGA's public relations program is Bruce Talbot, succeeding Steve Patterson who has accepted a position in Vermont state government.

Bruce is the new editor of *Barre Life* magazine and has responsibility for wide-ranging public relations projects, including the BGA Monument Design Contest and the BGA Sales Seminar '87.

Before coming to the BGA, Bruce was a staff writer for United Press International and most recently was a magazine editor and public relations associate for National Life of Vermont. He also has been a high school and college instructor.

The Madison, Wisconsin, native holds journalism degrees from the University of Wisconsin-Madison and Northwestern University.

Bruce says he's pleased to put his background to use for the BGA. "This is an important industry, and it's a critical time to be playing a role in it."



## New at the Front Desk

When you telephone the BGA, you'll most likely talk first with Tina LaPan, the association's new secretary/receptionist. Tina also will be the person to handle your orders for BGA sales aids... brochures, videotapes and other materials.

Tina comes to the BGA with close ties to Barre granite. She's lived most of her life in the Barre area, where one of her grandfathers and both of her parents have worked in the granite industry. (Her mother, one of Barre's "Women in Granite," is pictured on Page 3 of this issue.)

Before she joined the BGA, Tina said, she was familiar with the industry. "But I've learned a lot since coming to the BGA. I didn't realize all that was involved with the industry...how big it is and how much business it does."

Tina is a graduate of the legal secretary program at Champlain College in Burlington, Vermont.





## Freight Consolidation Service Is Under New Ownership

Anderson Trucking Service, a sustaining member of the Barre Granite Association, is the new owner of the Barre Guild Freight Consolidation Service. The sale became official in late May.

"From the retailer's standpoint, the only changes are changes of name and ownership," said BGA Executive Vice President Norman James. "The new name is ATS Barre Terminal, and we know they will continue their fine service to the customers of BGA members."

Anderson Trucking Service, of St. Cloud, Minnesota, is a well-known granite hauler throughout the 48 contiguous states and has been the Barre Guild's primary long-distance hauler.

Arthur Budde, Anderson's vice president of traf-

fic, said expedited service on all types of shipments will continue to be his company's goal. "We look forward to continuing our service to the many Barre shippers that we have served for so many years. We feel fortunate to be a part of their transportation needs."

He said Anderson intends to maintain and operate the Consolidation Service's Barre terminal as in the past. Gardner Walker will continue as terminal manager.

The Consolidation Service began in the 1960s to help Barre Granite Association members ship monuments west of Ohio and south of Virginia at a considerable savings to dealers.



# ACA Centennial 'Time Capsule' Monument Becomes a Reality

At the Rock of Ages Corporation this spring, artisans were hard at work on the "time capsule" monument for the American Cemetery Association's 100th anniversary.

More accurately, the artisans were hard at work on *part* of the ACA monument. Production of the centennial tribute represents an unprecedented cooperative effort between the Barre and Elberton, Georgia, granite associations which contributed granite for the monument.

The parts of the monument are coming together this summer on the grounds of the Spring Grove Cemetery in Cincinnati, Ohio, the birthplace of the American Cemetery Association. Official dedication ceremonies are planned for the ACA's annual convention in November.

Enthusiastic about seeing the project become a reality, the Barre Granite Association entered into an agreement with member-firm Rock of Ages to quarry Sealmark Blue Gray granite and fabricate three towering, all-polished pylons. Bordering two sides of the pylon arrangement will be a 16-piece, all-steel memorial wall, contributed by the Elberton Granite Association.

All of the granite pylons and wall pieces have slanting top surfaces, providing area on the wall for plaques displaying historical information. Time capsules will be beneath the monument floor.

Architect/designer for the project was Max Cannon, president of the Client Operations Division of Stewart Enterprises, Inc. in New Orleans.

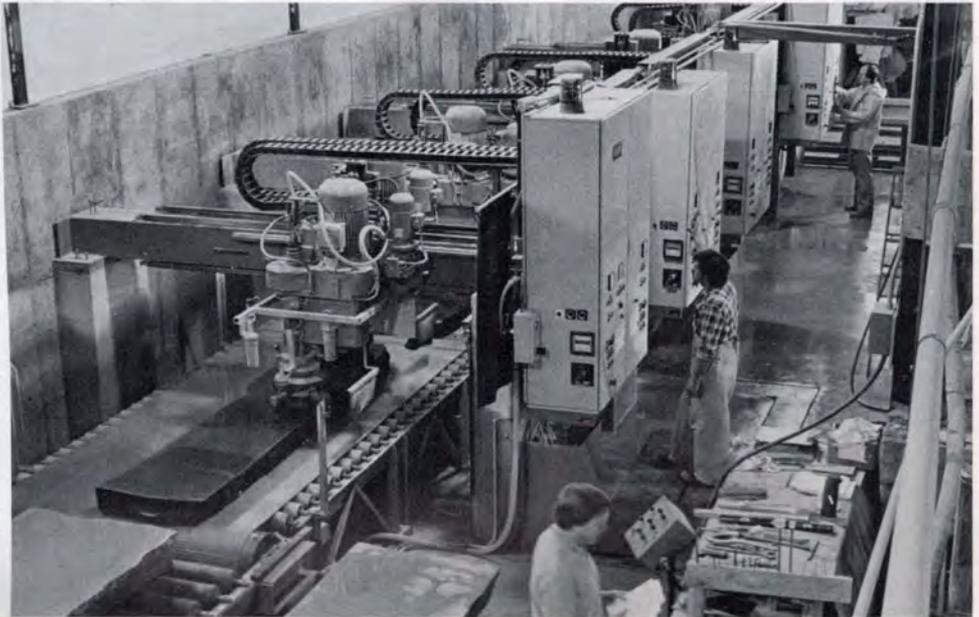
# News *about* BGA *members*

New at the Anderson-Friberg Company is a Fickert automatic polishing line. It's the first in Barre and the only line in the United States flexible enough also to polish slant marker strips.

The system can polish slabs up to 5 feet 10 inches wide and 20 inches thick. Slabs are transferred from the main plant area to the polisher on a rail car assembly and powered roller system, which was custom-built for Anderson-Friberg by Dixie Machine Company of Barre.

Shown overseeing operations are (front to back): Peter Friberg, vice president of sales; polisher Russell Austin; and Bob Pope, vice president of administration.

## ANDERSON-FRIBERG INSTALLS AUTOMATIC POLISHING LINE



## ANDERSON-FRIBERG MEMORIAL HONORS COURAGEOUS WORLD WAR II CHAPLAINS

When a Nazi torpedo hit the S.S. Dorchester off the coast of Greenland, there weren't enough life jackets to go around. Four chaplains of different faiths gave up their life jackets so that four young soldiers could live.

Veterans of all faiths in Western Pennsylvania are saluting the heroism of the chaplains with a Select Dark Barre granite monument, manufac-

tured by the Anderson-Friberg Company for Strock Memorial Works of Ambridge, Pennsylvania.

The tribute was placed in a Leetsdale, Pennsylvania, park and measures 2-8 x 0-8 x 5-8, all polished with a sandblasted shape-carved laurel wreath and two-inch sculptured praying hands.



## ROCK OF AGES HELPS HONOR HOMERUN KING

Baseball great Roger Maris has been honored with a unique granite monument manufactured by Rock of Ages Corporation. The tribute to the homerun king was set in the Catholic Holy Cross Cemetery in Fargo, North Dakota, the city where Maris grew up and played American Legion baseball. The sandblast carving commemorates Maris' homerun output of 61 homers in 1961, breaking Babe Ruth's single-season record. The designer was Jeff Muhle of the Dakota Granite Company, which executed the monument.

The all-polished diamond-shaped die measures 3-6 x 0-8 x 3-7. The axed bottom is mounted on a 4-0 x 1-2 x 0-8 polished flat-top base with a 2½-inch polished margin.



## A QUARTER CENTURY AT ROCK OF AGES



Rock of Ages President Kurt Swenson (front row) gathers with new members of the company's Quarter Century Club. Employees recently completing 25 years of continuous service are (front row, left to right): Marcelle Moran, visitor center manager; Eleanor Perreault, main office manager; and Jeannette Marceau, administrative assistant - distribution. In the back row are (left to right): Paul Martel, retired quarry service yard driller; Alan Rogers, draftsman; Lee Tucker, wire sawyer; and John Gilbert, crane operator. Not pictured is Donald Gauthier, maintenance.

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## ANOTHER CLASSIC... FROM C.R. DAVIDSON

A garland of laurel leaves in bas-relief and round raised lettering make this stately monument a classic.

C.R. Davidson Company, Inc. of South Ryegate fabricated the monument for Harrisville Memorial Company of Harrisville, Pennsylvania. It was set in the Butler, Pennsylvania, Cemetery.

The all-steeled die measures 5-0 x 1-2 x 3-3 and the base, 5-8 x 1-10 x 1-0.

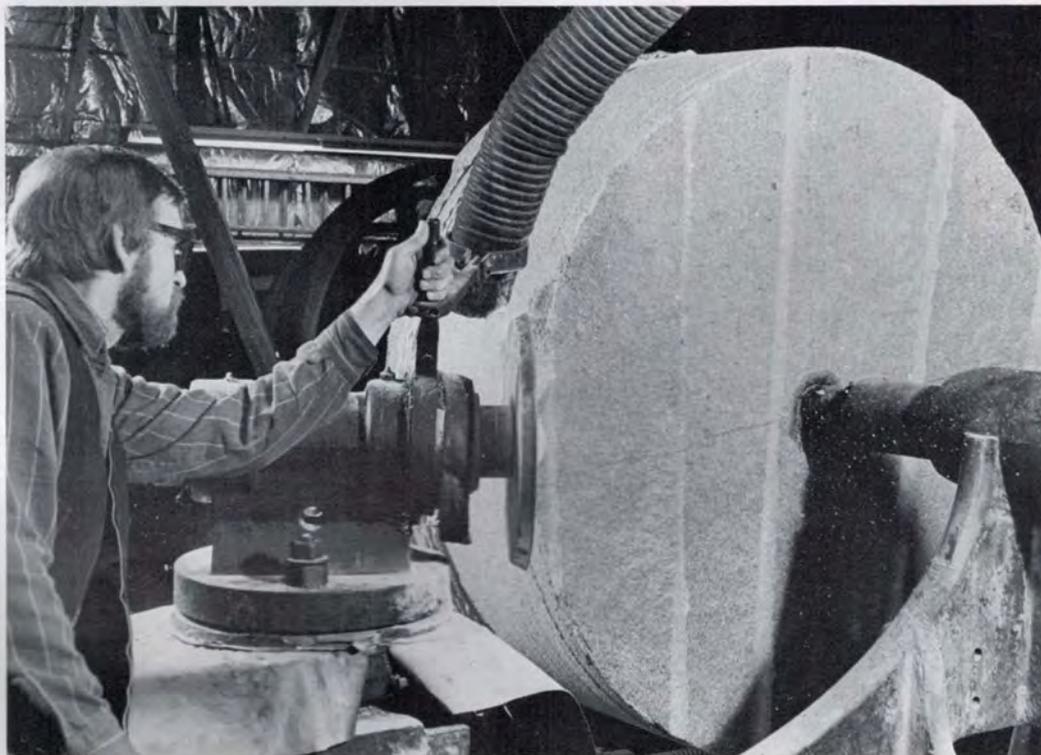


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## CHURCH FOUNTAIN 'TAKES A TURN' AT GREARSON & LANE

The bottom basin of a large, four-piece granite church fountain turns on a lathe and takes shape under the expert eye of Norman Grearson, vice president of Grearson & Lane Company. After several weeks of "roughing," each fountain element will be shaped and finished.

Grearson & Lane is the largest circular monumental works in the United States. In addition to producing fountains, the manufacturer makes Roman and Grecian columns, urns, vases, bird baths, sundials and other turned granite products.

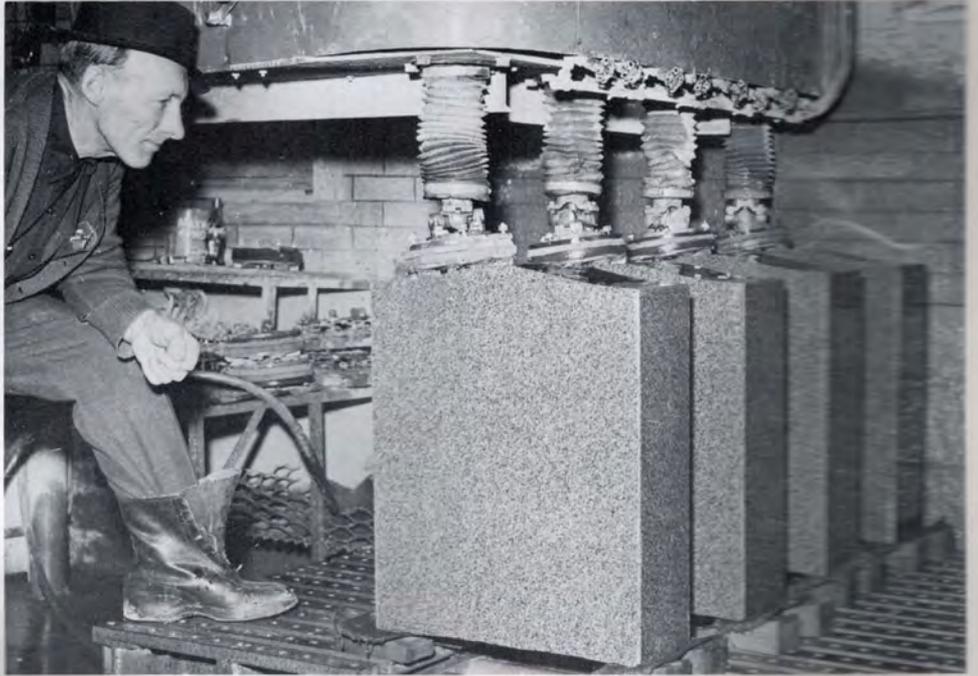


## 'DAD' ROULEAU'S POLISHER: OLD MACHINERY...OR THE LATEST TECHNOLOGY?

In the 1960s, the ingenious founder of the Rouleau Granite Company came up with a revolutionary idea. Rodolphe "Dad" Rouleau's invention was a four-headed machine that could polish one, two, three or four monument tops at a time.

"After more than 20 years, this machine is still the state-of-the-art polisher," notes Rodolphe's son Raymond, who is Rouleau Granite Company general plant manager. "Competition and production output for dealer service has kept this machine busy year after year."

The only operating change for the four-header has been the conversion from loose abrasive to today's new polishing bricks.



1966:  
Inventor 'Dad' Rouleau



1987:  
22-year operator  
'Moe' LaPerle

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## NEW AND BEAUTIFUL...FROM BUTTURA

Ready for shipment at Buttura & Sons, Inc. is this elegant Barre granite monument, manufactured for William J. Cartledge and Sons of Upper Darby, Pennsylvania. It measures 4-4 x 0-10 x 3-2 and is polished on two sides, the balance steeled. The base is 5-0 x 1-3 x 0-10. Giuliano Cecchinelli did the handcut sculpting.



## Barre Granite Industry Labor Contract Approved

Barre area granite manufacturers and labor unions have ratified a new three-year labor contract. The agreement went into effect May 2.

The contract was ratified by the more than 1,000 members of the Granite Cutters Association and the United Steelworkers of America, as well as by the management of more than 45 granite manufacturing plants in the "Barre Belt," encompassing Barre, Barre Town, Montpelier, Northfield and South Ryegate.

The contract includes wage increases of 75 cents an hour over

the next three years, substantial increases in pension benefits, and the continuation of the existing health care insurance plan. Other benefit improvements approved at the collective bargaining table include an increase in life insurance for workers to \$15,000 and an increase in accident and sickness insurance. Benefits for qualified retirees also were increased.

Spokespersons from both sides of the collective bargaining effort described the new pact as "fair and equitable for everyone."

# AT THE 'CUTTING STONEWORKING

Barre granite manufacturers have seen the future of stoneworking. They got that view of tomorrow at StonExpo '87, the first North American technology exposition for the stone industry.

The Barre Granite Association co-sponsored the huge trade show, aware of its importance for manufacturers and others in the granite industry. The exhibition in early March filled the gigantic Georgia International Convention and Trade Center in Atlanta.

StonExpo attracted companies that use and rely on state-of-the-art stoneworking technology in the



quarrying, manufacturing, fabricating, finishing and installing of stone for monument and non-monument uses. Exhibitors included companies that provide stoneworking equipment, machinery, supplies and services

to the North American stone industry.

Attendees were enthusiastic and optimistic about developments in stoneworking, and StonExpo won praise for drawing together all segments of the industry.

"The importance of technology and improved methods in our industry cannot be overstated," said

Helping to open the exhibition is Nick Cetrangolo, who is president of the American Monument Association.

Comparing notes are Rock of Ages representatives Dennis Merchant, manufacturing production manager, and Jon Gregory, vice president - granite products.



# EDGE' OF TECHNOLOGY



Nick Cetrangolo, president of Cetrangolo Finishing Works in Northfield.

"If we are to meet the needs of our customers, recognize the world market and prepare for tomorrow, we must lower our costs, improve our quality and provide better service. The parallels in basic American industrial history are clear: automobiles...steel...textiles...electronics..."

StonExpo organizers hoped to attract 100 booths and 300 attendees to the three-day event, said exhibition manager Pennie Sabel. "We thought that if 500 people came, we would be doing really well. The actual number of booths increased nearly 50 percent, and we more than tripled the number of attendees."

Registrations, including exhibitor personnel, totaled almost 1,200. Space at seminars was literally "standing room only" for attendees wanting to learn new techniques and methods, to discover new ideas for business growth and profit, and to find out how others have solved stoneworking problems.

StonExpo is filled wall-to-wall with modern wonders of stoneworking technology.

## The Next StonExpo

Following on the overwhelming success of StonExpo '87, a second exhibition is being planned for March of next year. The show will display stone industry machinery and will be held in Orlando, Florida. Keep your eyes on **Barre Life** for specific dates and details.

# BECK & BECK MONUMENT COMMEMORATES ASTRONAUTS



They gave their lives for the American space program, and a stately monument manufactured by Beck & Beck, Inc. of Barre honors them.

Ten brave astronauts are commemorated by a nine-foot high memorial made by Beck & Beck of Keystone Black and Light Barre granites. The all-polished Keystone Black tablet measures 4-0 x 0-10 x 7-0 and is etched and lettered. The steeled and lettered top base, of Light Barre granite, is 5-6 x 1-4 x 0-10. The Keystone Black bottom base measures 7-0 x 1-6 x 0-8, with a polished top and a 1½-inch margin.

The monument was dedicated January 28 in Albany, Georgia, exactly one year after seven astronauts lost their lives in the space shuttle Challenger explosion. Etched on the tablet are portraits of the Challenger crew and the three Apollo I astronauts who died in the launch pad fire at Cape Canaveral in 1967.

Beck & Beck manufactured the memorial for The Monument Shop in Thomasville, Georgia. It was donated by patriot Albert Hirshensohn, a retired Hallandale, Florida, businessman and native of South Georgia.



# BUSINESS HELP...



## From the Barre Granite Association

The BGA is extending a helping hand to retail monument dealers by offering a low-cost series of current, colorful, fully illustrated brochures.

Memorialists will find the three pamphlets perfect for literature shelves, conference room reading tables and sales staff portfolios. They fit into standard size envelopes and also can be ideal for direct mail campaigns.

Place an order *today* for...

**May We Do You the Favor of a Lifetime?** Seven good reasons for planning a family memorial in advance. An excellent aid for a pre-need selling program.

**How to Choose Symbols for Your Family Memorial** A guide to choosing the right symbols to give meaning to memorialization and add personalization. A great aid in boosting symbol sales.

**Choosing Your Family Memorial** What to look for when purchasing a family monument, from the quality of the granite to the artistry of the design. Perfect for pre-need or at-need use.

# TO ORDER...

## NON-IMPRINTED BROCHURES:

(Price is 20 cents each or \$20 per 100.)

**May We Do You the Favor of a Lifetime?**

Quantity (@ .20) \_\_\_\_\_ Price \_\_\_\_\_

**How to Choose Symbols for Your Family Memorial**

Quantity (@ .20) \_\_\_\_\_ Price \_\_\_\_\_

**Choosing Your Family Memorial**

Quantity (@ .20) \_\_\_\_\_ Price \_\_\_\_\_

## IMPRINTED BROCHURES:

(Price is 25 cents each or \$25 per 100. *Minimum order for imprinted brochures: 100 copies.*)

Imprinting your company name and address on the back of the brochures can increase their effectiveness. *Maximum space: four lines.* Clearly print material to be imprinted below:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**May We Do You the Favor of a Lifetime?**

Quantity (@ .25) \_\_\_\_\_ Price \_\_\_\_\_

**How to Choose Symbols for Your Family Memorial**

Quantity (@ .25) \_\_\_\_\_ Price \_\_\_\_\_

**Choosing Your Family Memorial**

Quantity (@ .25) \_\_\_\_\_ Price \_\_\_\_\_

**Total cost of non-imprinted brochures @ .20** \_\_\_\_\_

**Total cost of imprinted brochures @ .25** \_\_\_\_\_

**TOTAL AMOUNT DUE** \_\_\_\_\_

Brochures should be sent to:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

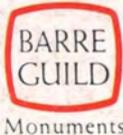
City, State, Zip: \_\_\_\_\_

Clip this order form and send it to:

The Barre Granite Association  
P.O. Box 481  
Barre, VT 05641

**Be sure to enclose your check.**

**Orders will be filled upon receipt of payment for amount due.**



**Barre Granite Association**  
 51 Church Street Box 481  
 Barre, Vermont 05641  
 Tel. 802 476-4131

**BULK RATE**  
**U.S. POSTAGE**  
**PAID**  
 Barre, Vermont  
 Permit No. 139

**ADDRESS CORRECTION REQUESTED**

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 Barre, Vt. 05641  
 Kerry Zorzi  
 800-342-1070

**Anderson-Friberg Co.**

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

**Beck & Beck, Inc.**

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

**Buttura & Sons, Inc.**

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

**Celenti & Bianchi**

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 Irio Bianchi  
 802-476-4463

**Cetrangolo Finishing Works**

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 Northfield, Vt. 05663  
 Nick Cetrangolo  
 800-451-4517

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 Barre, Vt. 05641  
 John Mattson  
 800-451-3230

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155 Boynton St.  
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 Bob Colombo  
 802-476-7061

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 802-223-2111

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 Robert Couture  
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 800-451-5177

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 800-451-4513

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 800-227-1045

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 Robert Rivard  
 802-476-3542

**Rock of Ages Corp.**

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

**Rouleau Granite Co.**

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