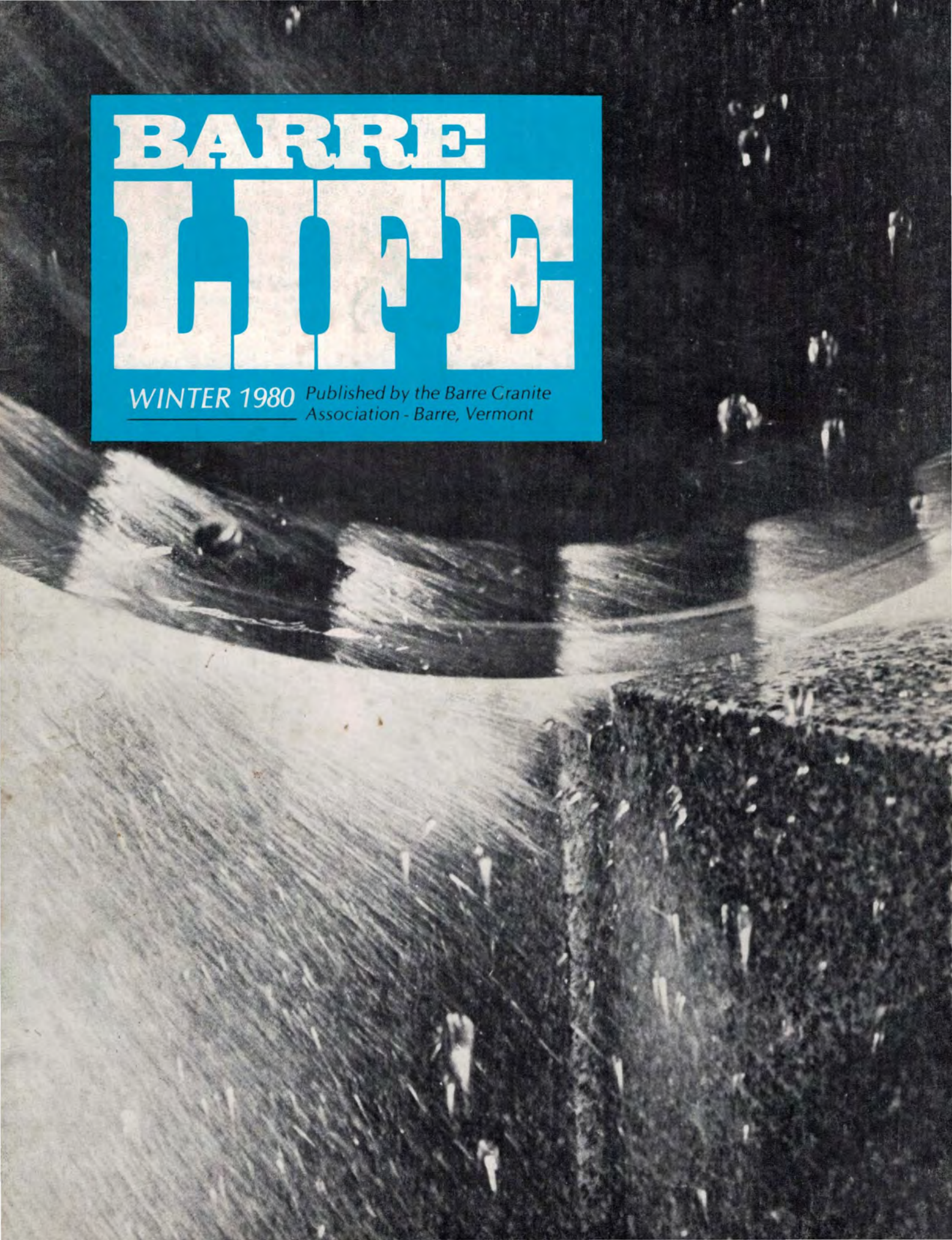


BARRE LIFE

WINTER 1980 Published by the Barre Granite
Association - Barre, Vermont



About the Cover Picture

The cover photo close-up suggests the power and precision of the vertical diamond saw, an instrument that has made a significant impact on the fabrication of Barre granite memorials.



BARRE LIFE

WINTER 1980

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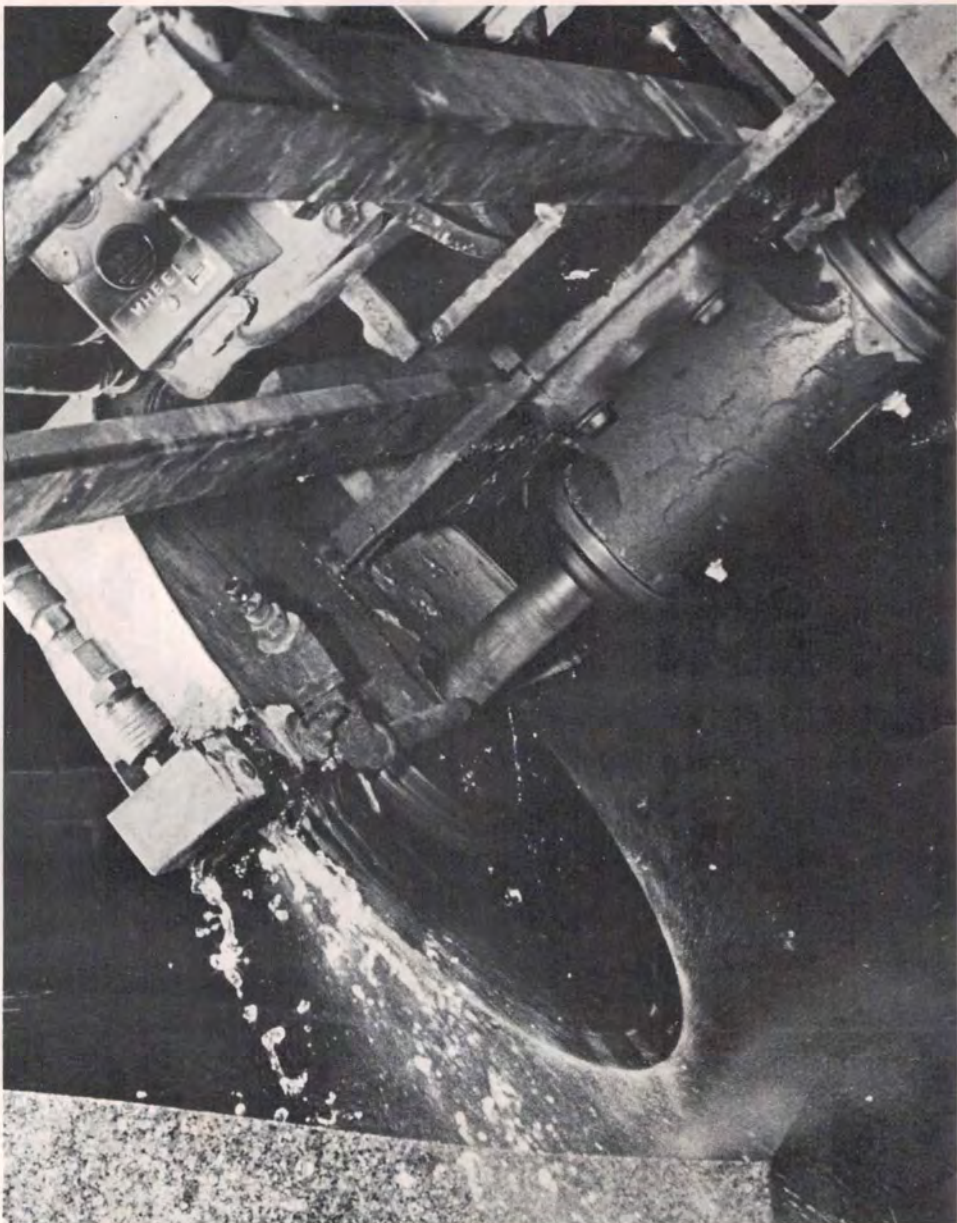
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The Ct

Lasers and Diamonds Mark Barre's Technical Advances In Manufacturing



A radial arm diamond saw creates new shapes in the fabrication of Barre granite memorials. This machine was recently installed at Buttura & Sons by Paul Savard of Thurber Granite. Savard has applied for a patent for the saw, which cuts slant patterns more efficiently.

Putting Edge

Combining the best in Barre manufacturing efficiency with the tool technology of Europe, the circular diamond saw is cutting out a conspicuous new role in the crafting of quality granite memorials.

While the use of diamonds over more conventional wire sawing is not new to the granite industry, a recent and significant breakthrough has been made in Barre. Improvements in the manufacture of diamond saw blades now makes it possible to furnish monument forms and designs previously too impractical to produce for popular retail prices.

Diamond saws are now utilized in many plants for the jointing and dimensioning of Barre granite dies. It is an evolution that began just three years ago when refinements in the fabrication of diamond blades made them suitable for cutting

the tougher stone of the Barre, Vermont region.

The process has been instrumental in helping to stabilize the cost of Barre granite products through reductions in time and effort both in the cutting and the finishing of our memorial stone.

Laser Beams...

Diamond saws, their paths precisely aligned by remote control laser beams, cut clean, unridged edges and do so far faster than the traditional wire saws. No abrasives are necessary, they are more energy efficient and they diminish the quantity of waste generated in the production of memorials.

Diamond saws had been used extensively in Europe for several years because the conventional industrial diamonds available then could readily slice through the softer granites.



Diamond's are a girl's best friend when the girl is a diamond saw operator. Claire Savard, who operated this saw for Thurber Granite Co. last summer is believed to be the first woman to have undertaken such an assignment in the history of Barre's granite industry.



Several years ago however a circular diamond saw blade was developed in Austria which effectively wedged diamond segments with a steel core to permit the efficient cutting of the more resistant Barre granite.

Faster than the Wire Saw

Shortly thereafter a slightly redesigned diamond saw was introduced in Barre which dramatically improved area manufacturers' capacity to cut joints and slabs into small pieces in a faster, more efficient fashion than single wire sawing permitted.

Industry reaction has been uniformly favorable and, though some Barre manufacturers readily concede the diamond saw won't render some other sawing processes obsolete, the technique is a significant improvement over single wire sawing.

"It's really a Godsend," declared Hank Vanetti of Valz Granite whose 36 inch blade is one of the larger used hereabouts. "It has made a big difference in our operations," according to Ray Rouleau, production manager at Rouleau Granite. Jules Chatot, president of North Barre Granite, calls it "phenomenal" while to Mel Friberg of Anderson-Friberg it's "a major innovation."

Steve Schaub, a consultant to several B.G.A. member firms says the first diamond saw was installed about three years ago at Maurice Memorials. The Rouleau Granite Co. was the first to experiment with the use of a laser beam for

A smoother surface is another attribute of the diamond sawing technique. Granite in the background has been sawed with a diamond blade while the contrasting piece in the foreground was cut with a conventional wire saw.

aligning the saw incisions and this, says Schaub, markedly improved the efficiency of the saw.

Cost savings, documented by Schaub, suggest efficiencies of 20 to 25 percent, depending upon the placement of the saws at optimally strategic production sites and the use of complementary feeder equipment.

The Payback is Quicker

"Old and used machines can readily be adapted to accommodate diamond sawing," says Schaub, "and the diamond saws are paying for themselves in a relatively short period of time."

Diamond sawed stone emerges from the process not only free of chattermarks but bearing an almost glistening finish that minimizes polishing operations.

Over time, it is anticipated that the increased use of diamond saws and their laser components will give retailers of Barre granite products the same competitive cutting edge that manufacturers believe they are beginning to enjoy in the fabrication of memorials.

And while estimates vary within the industry concerning the adaptability of diamonds for other aspects of granite manufacturing, it seems certain that whatever new innovation is next developed in the basic process of cutting stone will have to be very radical indeed.

Dealer's Choice

by O.J. "Bud" Cain
Retired Sales Manager
Rouleau Granite Co.



Having been in sales work for so long, I think it would be appropriate for me to recall for you the story that in my judgement best illustrates many of the techniques of good monument merchandising. Here we see traits of initiative, imagination, industry, observation and preparation that one resourceful dealer used in making a good sale. In fact it could be said that COMMEMORATION was sold instead of merely IDENTIFICATION.

Here our dealer first made his call armed only with a rough sketch of a grass marker. His options were limited by cemetery regulations. Following the introduction to the prospect - the adult daughter of the deceased who was handling the purchase - he was firmly advised that she had already arranged for the purchase of a marker. Persisting however, our salesman learned that the father had taught music in the local schools for 40 years. Was this significant fact, the salesman wanted to know, to be noted on the memorial? No, the lady conceded, it wasn't. Just what did the dealer have in mind? Would he like to come in?

Armed only with his sketch and his imagination the dealer presented this layout:

JOHN A. JOHNSON
1906-1979

He gave a generation of children
a sense of music appreciation

But our man clinched the sale when he asked if perhaps the prospect's father had a favorite hymn or song that might be inserted above the title line at the top of the marker? Indeed he did and it was added in the following form:



Miss Johnson was so pleased with the suggested layout that she readily agreed to purchase this commemorative memorial for more than twice the price of the other marker she had agreed to, a marker containing only identification.

This was a good sale because it benefited both parties. The purchaser was delighted while the seller had the satisfaction of knowing he had done a good job for his client.

(Dealer's Choice will be a regular feature of Barre Life beginning with this issue. Each column will be written on a "guest" basis by a well-known personality whose experience and insight in the marketing of Barre Guild memorials should be of interest to all our readers)

News about BGA members

NEW FACES

JEFF MARTELL (right) is the newest member of the sales staff of Cook, Watkins and Patch. Jeff is responsible for dealer relations in Western Pennsylvania, Eastern Ohio and New Hampshire. He is a graduate of the University of Vermont and lives in Barre with his wife, Mary Anne.

Expediter JIM HARTSON (below) is the newest employee of the Colombo Granite Co. This BGA member firm has completed a new addition to its office. Increased sales by Colombo have necessitated an expansion of both personnel and office area.





The Barre granite wall in front of the Rouleau Granite Co. was replaced last fall in a major reconstruction project. The reflections in the river adjoining the plant attests to significant water quality improvements in the stream bordering this large manufacturing firm.



The recently remodeled drafting room at COOK, WATKINS & PATCH, INC. was completed as part of a major plant renovation which is still in process. Draftsman Mike Fornier, foreground, is the firm's newest employee. Other draftsmen are Rusty Perojo, Walter Effler and William Turner.



Head boxer JOHN BOOTH OF VALZ GRANITE CO. measures this Sacred Heart statue preparatory to shipment. The five foot, six inch high work of art was carved of Barre granite by Hervey Gauvin of Valz for Supreme Memorials, Brooklyn, N.Y.



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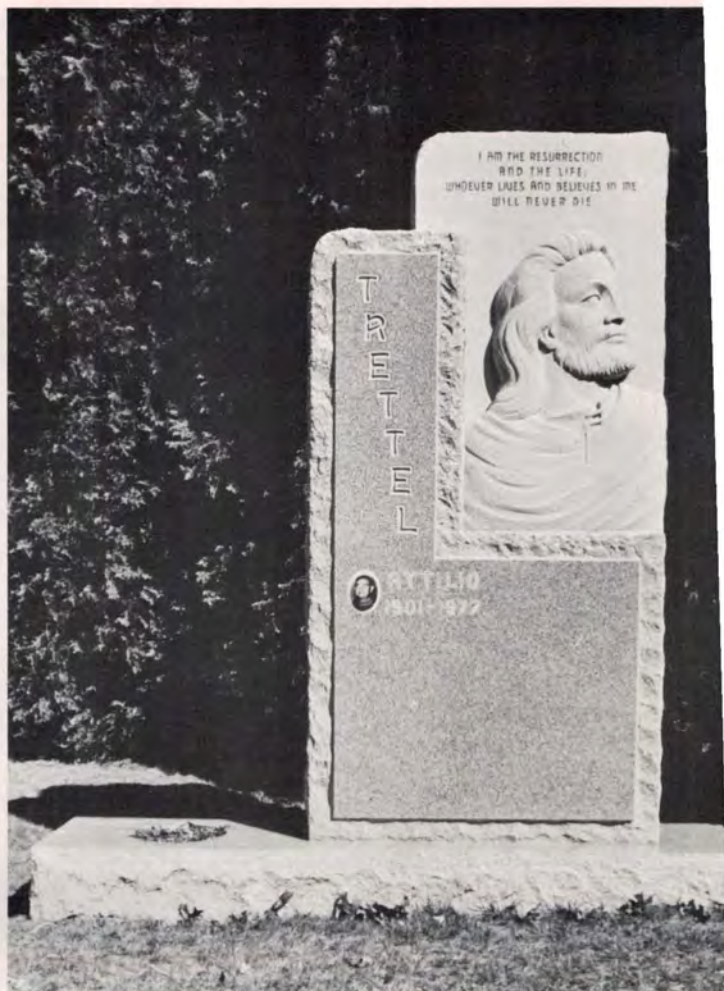


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News about BGA members [cont.]

CETRANGOLO FINISHING WORKS of Northfield fabricated this upright memorial for the Ackerman Monument Co. of Holliston, Mass. Carved by Gary Sassi of Barre the work includes a profile of Christ with a photograph of the deceased and uses rough finish base and border to highlight both. The monument is in Sacred Heart Cemetery, Milford, Mass.

S.L. GARAND AND COMPANY has created the Simone memorial for E. Kenneth Lee of South Glens Falls, New York. The pyramid shaped monument features a hand carved bas relief circular panel.



BUD CAIN'S MEMORIAL has been produced by the Rouleau Granite Company in select Barre Granite. Shown here from left are Lucien Rouleau and Bud Cain who is a retired Sales Manager of Rouleau and a former Manager of Retailer Services for the Barre Granite Association. This outstanding memorial was designed by Pete Quinlan, the Chief Designer of the Rouleau Granite Company.

Barre Granite Base for Amherst College Sculpture

Sculptor Russell Jacques, right, a Barre native teamed with his boyhood chum Bob Colombo of Colombo Granite when this piece of interpretive sculpture was installed at the Merrill Science Center, Amherst College.

Colombo Granite fabricated a six by four foot Barre granite base and Bob supervised the anchoring of the 13 foot high stainless steel art work. The piece was commissioned for the college by Mrs. Winifred Arms an art patron from Blanford, Mass. and the project was awarded to Jacques following a national competition.

Amherst graduate J. Henry Doscher Jr., a law professor at McMurry College Abilene, Tex., saw the work in the Amherst Alumni Magazine and arranged for the commissioning of a similar sculpture for McMurry's Campus Center. The second piece is another Jacques-Colombo collaboration and is scheduled to be dedicated in March, 1980.



Interring Cremains In A Traditional Monument

Tom Bonvino, President of Bonvino & Son Monumental Works in Middletown, Connecticut, recently had a request from the Chambers family for a traditional monument which would contain four cremation urns. Working with John Buttura of Buttura & Sons in Barre, his firm had produced a Barre granite die and base in which the interment of these urns could be accomplished.

John Buttura (right), states that some families want a traditional memorial even when there is a cremation. By placing the urn within the base, this satisfies some families who do not wish in-ground burial.

Grearson & Lane Company of Barre drilled four cores in the base, each of which is capped by a one-inch thick Barre granite cover. Each urn will be placed in its own receptacle and the cover will be cemented with epoxy, to be permanently sealed.



The all steeled Barre granite memorial for the Chambers family contains the four cremation urns directly under the die.

Using Barre Pak, a special granite epoxy developed by the Barre Granite Association, John Buttura (right) cements the granite covers over each cremation urn.





ROULEAU DEVELOPS UNITIZED MAUSOLEUMS

More than 800 lbs worth of ROULEAU GRANITE CO. personnel pose atop the firm's new single unit epoxied family mausoleum. In the usual order are Bud Cain, sales manager (emeritus), Designer Pete Quinlin, Foreman Jim Massie and Production Manager Ray Rouleau. The company's latest product line includes this two crypt model as well as 1, 3, 4 and 6 crypt versions. The mausoleum pictured weighs 11,250 pounds.

More About the MBNA Educational Seminar

Since the Monument Builders of North America held its Educational Seminar at the Lake Morey Inn, Fairlee, Vermont, your Barre friends have received a number of letters and comments praising the program itself and thanking Barre manufacturers and the Barre Granite Association for hosting Barre Day.

Here are some additional photographs showing visitors to Barre's Stone Trades School as well as visits to some of the manufacturing plants by retailers.

As chairman, Monument Industry Educational Foundation, I wish to express to you and to the members of The Barre Granite Association, our sincere appreciation for all of the work you did in making the recent Sales/Management Seminar at Lake Morey Inn, Fairlee, Vermont, an outstanding success.

Tuesday, Barre Day, was exceptional! The plant and quarry tours were well run and all attending had an educational and enjoyable day. With a total registration of 163, this makes it the largest Sales/Management Seminar ever held. With a very high percentage of young retailers attending their first Sales/Management Seminar, I am sure you and your members take great pride in the outstanding job to make this happen.

K.H. Reeson,
Chairman,
Monument Industry Educational Foundation.

"Everyone who had something to do with the recent seminar at Lake Morey Inn will agree that it was a huge success! Thank you very much for your excellent cooperation during the seminar and all the assistance you gave prior to the session in planning, coordinating, etc. There were many people involved and this combined effort paid off in a very fine session. We are in the midst of cleaning up the various details connected with the seminar. We hope to have a tabulation of the evaluation forms within the next several weeks. When this is completed, we'll send you a summary. Again, thank you very much for your help and the important part you played in making this one of the largest seminars in the Foundation's history. My very best wishes."

John E. Dianis, CAE
Executive Vice President
Monument Builders of North America

"The facilities and food were just great; the sessions were EXCELLENT with interesting, knowledgeable speakers, and the cooperation among everyone was evident. We know you worked long and hard to achieve this result, and want to thank you for it. Barre Day was just great, and we'd also like to thank all the manufacturers who gave us such a memorable day. Our congratulations to everyone who helped make it such a success."
Russ and
Eloise Gingrich

"We had such a nice time at the Seminar and appreciate all your work."
Katy & Henry Martin

"A short note to express my appreciation to you and your organization for the informative, well conducted seminar held at Lake Morey. This was my first encounter with an educational seminar and also my first visit to Barre, and I have returned home with many new thoughts and ideas that will be instituted at our Memorial Works. Thanks again for your hospitality."

Bob Bracken
The Bracken Funeral Home
Spartansburg, PA

"Being one of the guests at the Seminar held recently, I would like very much to thank you for a wonderful meeting. This is one of the most beautiful areas of the U.S.A., if not the best. I am sure the rest of our branch managers feel the same."
Harold Davis,
NELSON MONUMENTS LIMITED
Saint John, N.B., Canada



MBNA Seminar (continued)



Letters

from our Readers

Dear Sirs:

Please send us the Barre Use-As-Is Retailer Newspaper Advertising Kit as described in Barre Life. Thanking you for this service and interest in helping us better our business, I am

Sincerely yours,

Walter A. Wisniewski
Wisniewski Memorials
N. Versailles, PA

Dear Mr. Lyndes:

Thank you for the donation of a granite bracelet to be used as a gift at the International Year of the Youth Conference sponsored by Sun Company, Philadelphia, PA.

We were asked to bring a Vermont gift with us to exchange with other students representing each state in the United States and every country in the world. As I live in the Granite Center of the World and my father is employed by the Granite Industry, I am happy to have a gift that truly represents Vermont and my home area.

Thank you.

Sincerely,

Kathryn S. George
East Montpelier, Vermont

"The Stone Whistle" An excellent film.

Thank you.

Marla & Ed Guettler
Guettler Memorials
McHenry, Illinois

Dear Ed Comolli:

I wish to express my sincere thanks for the kindness and hospitality you extended to us on our visit to Barre on June 5 & 6.

I really enjoyed our stay, and I feel that I have learned a great deal about your industry in those 2 full packed days.

I have been contacted by a monument dealer about a repair to an existing monument, and among the items needed, I insisted on the epoxy you showed us. I feel that without this epoxy, this repair is not possible. This might be the start of something good.

I checked, what I consider the most beautiful monument in our cemetery, and find that Mr. Fantoni has inscribed his art. Truly, if I could do work as he does, I also would put my name on it. Enclosed is a picture; I sent him one also.

Ed: May I compliment you on your work, and thank you once again for all the help you have given me through these last several years. I appreciate your help and friendship.

Very truly yours,

Karl A. Ziemann, Supt.
Linden Hill Methodist Cemetery
Brooklyn, NY

Dear Mr. Sulham:

I appreciated your remarks at the Northwest Monument Builders Convention at Okoboji this past Monday.

All of our members from Northwest Monument Builders wish to thank you and everyone at the Barre Granite Association for sponsoring Charlie Hermann who did such a delightful and educational job in addressing our group that morning. We had nothing but beautiful comments about his presentation.

Our thanks to you.

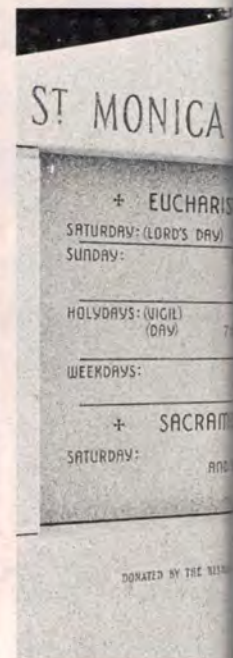
Sincerely,

Howard J. Garry, Sec.-Treasurer
Northwest Monument Builders

If you think your church, civic or fraternal org



Ranging in age from five weeks to 50 years, here are a representative selection of signs in the City of Barre which are made of our famous product. In general appearance, clarity of lettering, weather resistance and attractiveness it is impossible to distinguish the older from the newer signs. That's Barre granite!



BARRE GRANITE ASSOCIATION

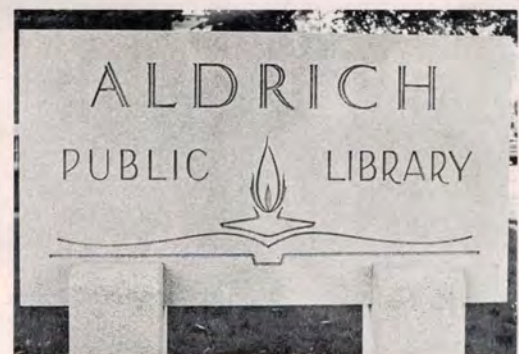
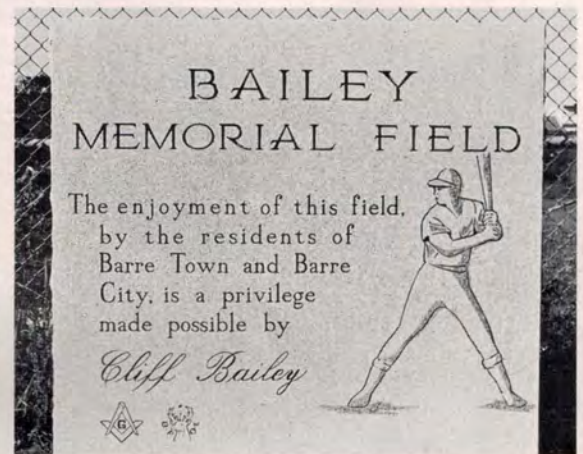
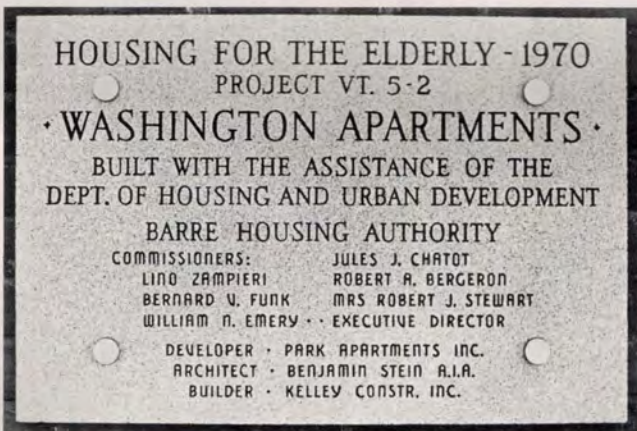
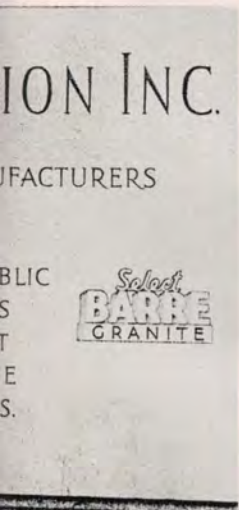
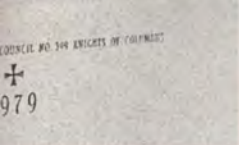
A TRADE ASSOCIATION OF QUARRIERS AND M
FOUNDED IN 1889
AND DEDICATED TO SERVING
THE INDUSTRY, THE COMMUNITY AND THE
BY INTERPRETING IN MODERN TECHNIC
THE FINE TRADITIONS OF THE BARRE DIST
WHERE ARTISTRY, SKILL AND MATERIAL COM
TO FORM PERMANENT, EXPRESSIVE MEMO

BARRE GUILD

THEY SHALL NOT GROW OLD
WE THAT ARE LEFT GROW O
AGE SHALL NOT WEARY TH
NOR THE YEARS CONDEM
AT THE GOING DOWN OF
SUN AND IN MORNING
WILL RISE FOR THEM

TO THE BARRE
AREA VETERANS
OF ALL WARS

anization is going to be around for a while....



...consider saying so with a sign made of handsome, enduring Barre granite. It will be around for a while, too.

Letters

(continued
from page 15)

Gentlemen:

I am a little late in sending this note of thank you, but I would be remiss if I did not take time to let you know.

I personally really appreciated the tour you were so gracious to extend. I was very much enlightened by what I saw and heard. A monument is no longer a piece of stone, it is an end product of many artisans laboring industriously to produce a work of art.

I believe all Cemeterians should experience this tour because all too often we become distantly removed from what is a necessary and essential part of the business.

I wish to thank all those of your Association that took part in this special tour and my special thanks to Ed Comolli who is not only a gracious host but generally an all round good guy to know. He was responsible for making the tour a success.

Sincerely yours,
Robert T. Ilasi, Vice President
The Evergreens Cemetery
Brooklyn, N.Y.

Dear Mr. Lyndes:

Thank you very much for having provided me with a specimen of granite from the Barre quarries. Both it and the brochures will be most useful during the time I teach the segment on dimension stone in my "Industrial Rocks and Minerals course."

The poster has already been mounted on my office wall.

Sincerely yours,
William J. Wayne
Professor of Geology
The University of Nebraska-Lincoln

Just wanted to thank you for sponsoring our speaker at the Lake Akibaji Convention. It was very enjoyable.

We appreciate your support at these events.

Thanks again,
Jeff & Renee Anderson
Austin Memorials

Barre Granite Assoc.
Barre, VT

I should like to express our thanks for your fine trade magazine "Barre Life" that you people have so graciously sent to our Cemetery Assoc. It is well done, interesting, informative and a real "tool" for our use.

In the last issue (summer 79) I was especially interested in the article (p22) "Using Barre-Pak To reset an old Monument." The pictures were very informative and the whole article leaves me with only one question. How do I order this Barre-Pak from you people? Could you send me a brochure on this that we could determine quantity, price, etc.?

We have been using another epoxy product (furnished thru a monument sales office) that is not as convenient to use.

Thanks again for your welcome help thru "Barre Life."

Sincerely Yours,
Grover Stone
Riverside Cemetery
Apalachin, N.Y.

Dear Ed:

We are very grateful for the financial support that The Barre Granite Association gave us in designing Section B for us. Also I would like to thank you very much for your guidance in getting off the ground. The Barre Granite Association is real fortunate in having a Landscape Architect as competent and reliable as Donald Ward. I hope that more cemeteries would make this service available to them.

Sincerely Yours,
Frederick R. Laffond, Supt.
St. Joseph Cemetery
Keene, New Hampshire

Thanks to your support our recent convention hosted by Monument Builders of Iowa was a real success. We had many favorable comments about the many nice door prizes of which your firm contributed.

Yours truly,
Dick Morris
Secretary-Treasurer
Monument Builders of Iowa

News from the Cemetery Field



Edward Comolli,
*BGA Manager
Cemetery Services*

USING EPOXY AS A DETERRENT TO CEMETERY VANDALISM

Permanently bonding the monument die to its base appears to be the simplest and least expensive answer to the problem of vandals tipping over monuments in cemeteries.

Barre-Pak, the special epoxy developed by the Barre Granite Association, is used with increasing frequency to bond the monument to its base or to repair broken memorials.

Your Barre friends believe that cemetery vandalism is a problem whose solution may lie with several different groups - the monument manufacturer, the monument retailer and the cemetery. Not only do these groups have a direct responsibility in reducing vandalism, but they all can work together in looking for solutions to the problem.

As a service to the industry, the Barre Granite Association has taken a direct hand in trying to learn as much as possible about the various types of adhesives. Barre-Pak has been on the market for several years and was developed specifically and especially for the bonding of natural stone. The research was sponsored by the BGA for that particular purpose.

Barre Pak is not expensive.

When compared to the inconvenience and substantial expense of resetting a monument that has been tipped over, an application of Barre-Pak epoxy for less than \$4 at the time the monument is set is a modest price indeed to pay for a permanently bonded monument.

Barre Pak is made available in two sizes. The small pak is \$3.50 and is plenty large enough to bond almost any traditional monument to its base.

Small bulk containers of Barre-Pak for \$14 each will bond up to six monuments. However, the epoxy must be used all at one time within a period of one hour. This means that all monu-

ments must be prepared for setting at the same time.

Barre Pak is easy and simple to use.

Anyone can use Barre Pak and be assured of a good bond by following the very simple instructions. The guesswork has been eliminated because Barre-Pak is pre-measured and only has to be mixed in its own container and then applied. Your mixing is done before you open the package. Clean and neat. No mess. If the joint area is reasonably dry and free of dirt, oil or wax, a permanent bond will take place.

An epoxy bond is permanent.

Epoxy is used very widely for many different applications in the construction industry, engineering and in a host of consumer products. Epoxy has been thoroughly tested and proved to be an exceptional material over extended periods of time. These qualities are ideal for use in a cemetery where the materials are out in the weather year after year.

An ounce of prevention is worth a pound of cure.

By permanently bonding a monument to its base using a stone epoxy such as Barre-Pak, the cemetery can be assured that the monument will remain upright and will withstand severe side pressure exerted in an attempt to tip it over.

Some retail monument dealers are setting all of their work with epoxy. This makes good sense to the cemetery, the retailer and his customer. The extra cost is indeed minimal. It gives all parties the peace of mind they need and deserve over the years.

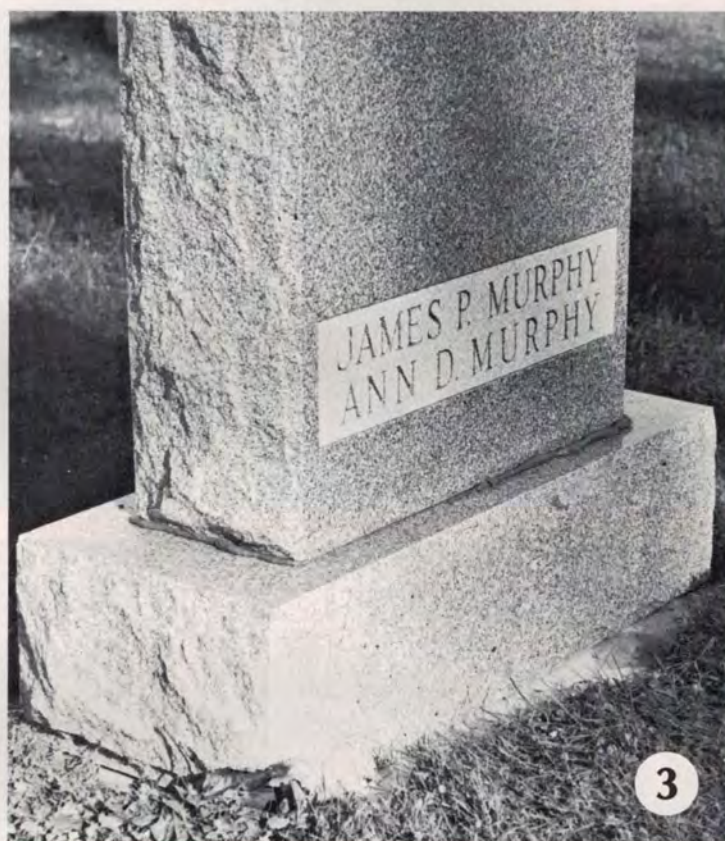
Why not try it?



USING BARRE-PAK TO SET A MONUMENT

1. Place thin spacers (furnished in packet) in corners. Place setting compound in position. Squeeze out epoxy in a bead parallel to long face of die. Setting compound acts as a dam. Do the same on the back.

2. Set the die down on epoxy and setting compound. (lower left)



3. Rock the die slightly to be sure it sets onto epoxy and setting compound.

Using Barre Pak Epoxy *(continued)*

REPAIRING AND SETTING A BROKEN URN

1. Be sure both surfaces of break are clean.
2. Squeeze epoxy onto the break and set two pieces together. Leave for 24 hours.
3. Squeeze epoxy onto the joint. A rusted dowel has been removed.
4. Set repaired urn back into place.



REPAIRING A BROKEN TABLET

1. Clean dust and dirt from break.
2. Squeeze epoxy onto break.
3. Set broken piece into place.
4. Use wedges front and back against 2 X 4's that have been driven into ground to hold piece in place.
5. Squeeze epoxy onto break and set second broken piece in place.
6. Again use wedges to hold pieces into place.
7. Allow minimum of 24 hours for epoxy to set up. A longer time is necessary in cool weather.







UNITIZED MAUSOLEUMS FROM BECK & BECK

Paul Beck (left) and Dick McBride of Beck & Beck, Inc. stand beside a Guardian pre-assembled mausoleum, one of several shipped to Guardian dealers this fall. The Johnson mausoleum is made in steeled Barre granite with the name stone fabricated from Jet Black granite. Beck & Beck produces both conventional and pre-assembled single and multi-crypt mausoleums.

*Memorials manufactured in Barre, Vermont
have that special quality that is easily
recognized in any cemetery.*

*These photographs of Barre memorials are
presented as a service to retail monument
dealers and their customers.*

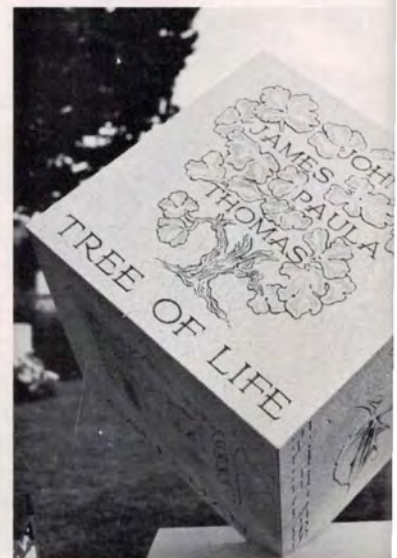
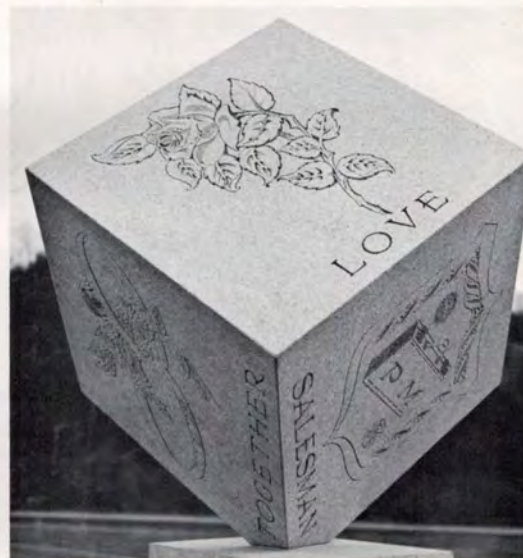
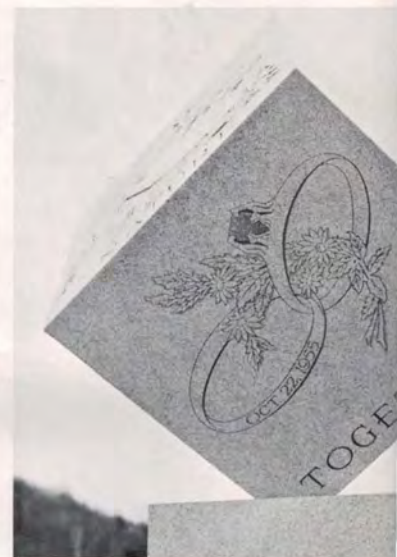


MEMORIAL DESIGNS

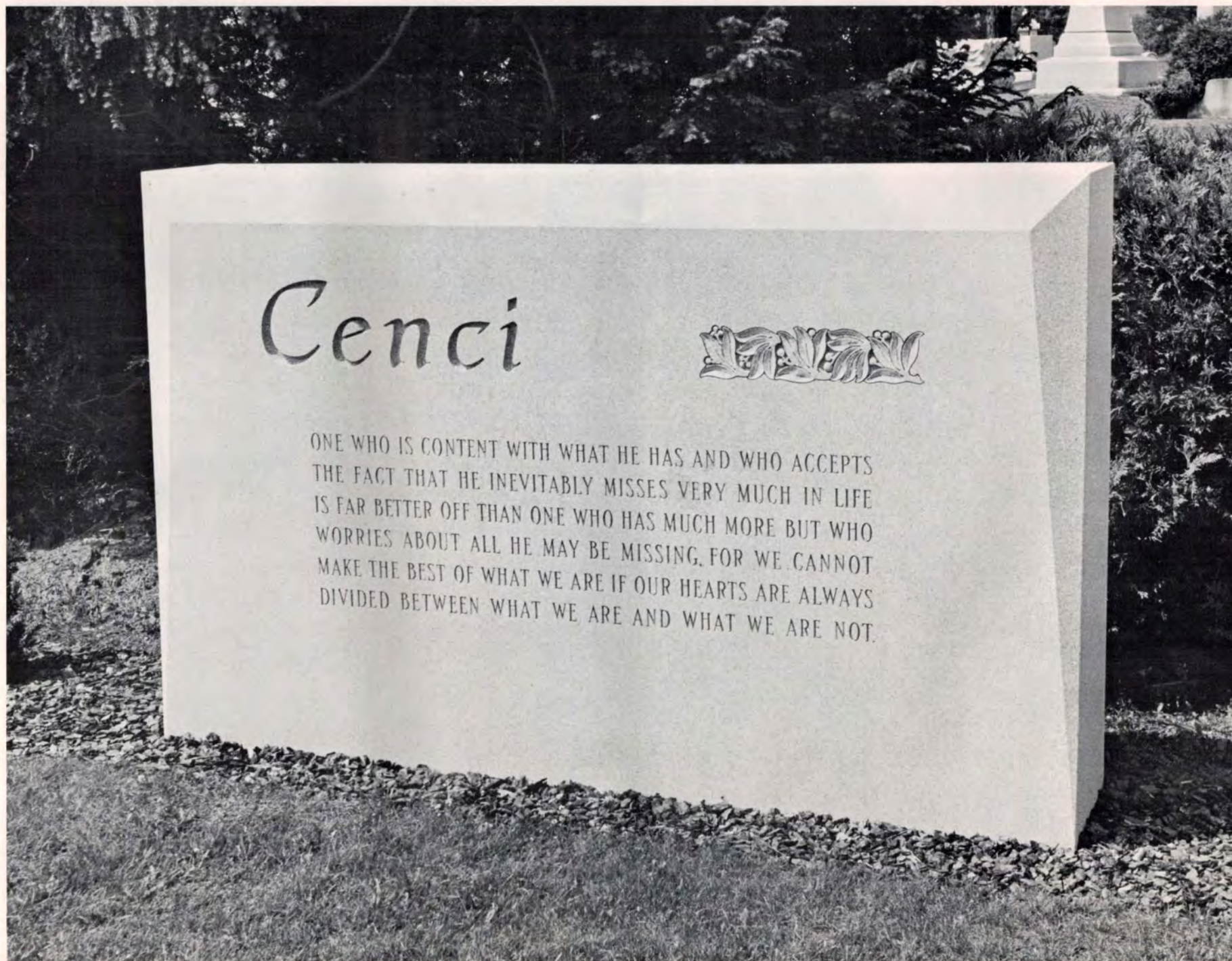
*From the Memorial Art Center
of the World*

PERSONALIZING THE FAMILY LIFE

This outstanding Barre Granite memorial, produced by Buttura & Sons of Barre, depicts those values cherished by the Martel family. It was erected after the death of Paul Martel, an insurance executive in Barre.

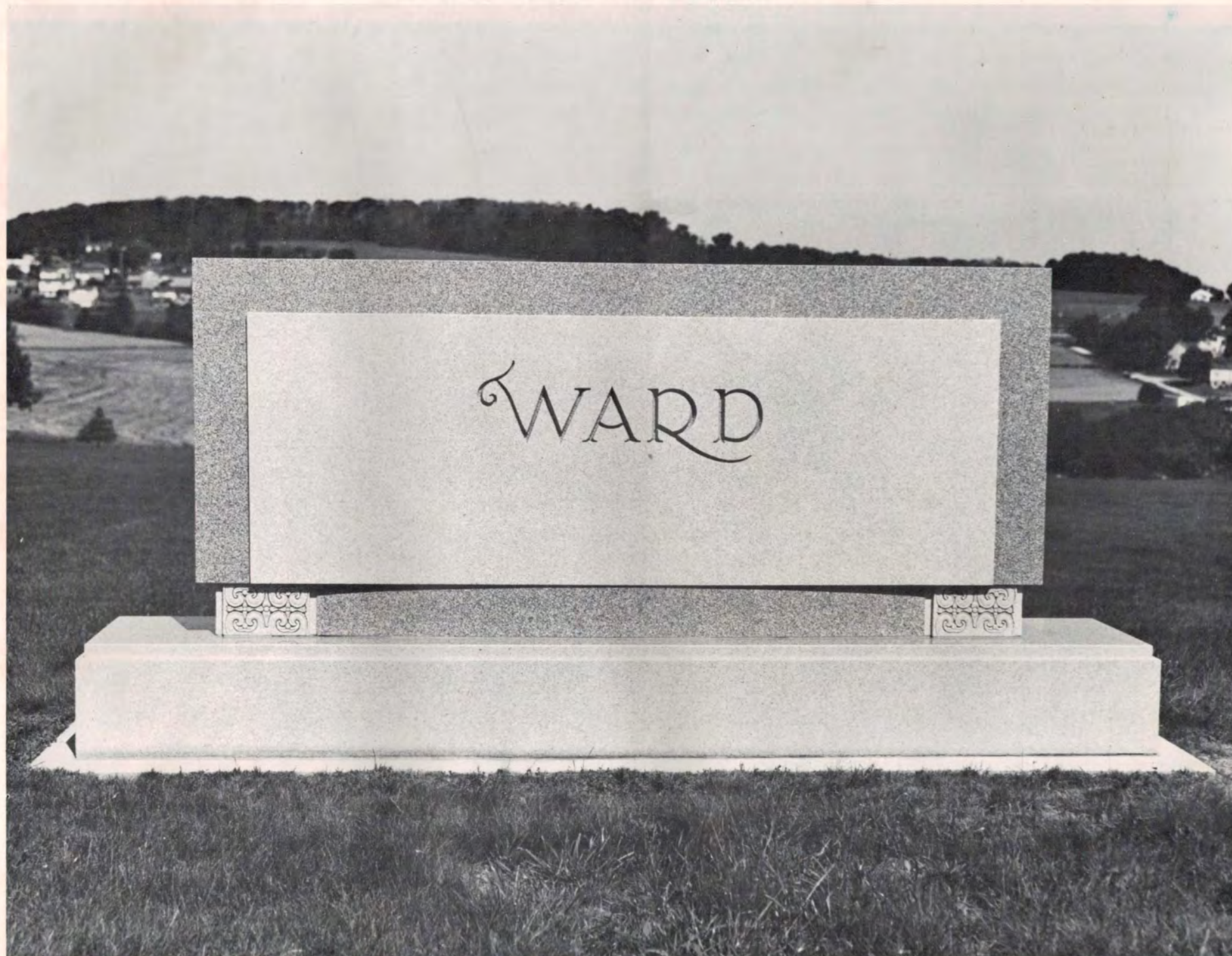






Manufactured by ANDERSON-FRIBERG COMPANY, Barre, Vermont





Manufactured by ADAMS GRANITE COMPANY, Barre, Vermont for
Philip S. Golden Memorials, Red Lion, Pennsylvania.



Milton V. Lyndes,
Executive Vice President,
BGA

The Editor Speaks Out

What A Monument Convention Can Do For You.

Those of us who attend a lot of monument retailer conventions each year always find it an exciting experience to meet and talk with retailers from different parts of the country. If you are a retailer, new to the business, I recommend that you plan to attend not only your state convention but also the national convention of the Monument Builders of North America at Orlando, Florida in February.

Why is it that we often see the very

successful retailers at conventions? I think it is because they want to support their industry, and they can always learn something new.

As with all industry meetings, there may be some parts that will not be of interest to you. But if you are anxious to improve your business you will always find new ideas that will help you. Many of these ideas will come from personal conversations with retailers from out of your area.

Financing Your Business During Inflation.

During these times of high inflation, the cost of borrowing money is almost prohibitive. When you purchase finished monuments from your supplier, keep in mind that extended terms increase your manufacturer's cost of doing business.

This can only be reflected in that manufacturer's prices to you. If we all pay our bills on time we are helping to keep the cost of the product as low as possible. If you are able to take your discounts and pay your bills within 15 or 30 days you are going a long way toward helping your supplier in avoiding price increases during the coming months.

Comparing Your Costs With Those Of Other Retailers.

One of the most valuable services provided by the MBNA is to compare your costs of operating your retail business with other firms throughout the country. If you are an MBNA member, why not

write to John Dianis, Executive Vice President of MBNA for details on participating (on a confidential basis) in his program to compare your operating costs with others? This will give you a bench mark to know how you are doing.

**Barre Granite Association**

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

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ANDERSON-FRIBERG CO.			
Willey St. (Melvin Friberg)	802-476-7021		
BECK & BECK, INC.			
Center St. (Norman Beck)	802-476-3179		
BUTTURA & SONS, INC.			
Boynton St. (John Buttura)	802-476-6646		
CELENTE & BIANCHI			
Willey St. (Elda Bianchi)	802-476-4463		
CETRANGOLO FINISHING WORKS			
Northfield (Nick Cetrangolo)	802-485-5711		
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S. Front St. (John Mattson)	802-476-3661		
COLOMBO GRANITE CO.			
Boynton St. (Bob Colombo)	802-476-7061		
COOK, WATKINS & PATCH CO.			
Blackwell St. (David Reid)	802-476-4175		
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(Clyde Davidson)	802-548-3591		
DESILETS GRANITE CO.			
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FAMILY MEMORIALS, INC.			
Burnham's Meadow (Robert Couture)	802-476-7831		
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Pioneer (Richard Garand)	802-223-2301		
GREARSON & LANE CO.			
Burnham's Meadow (Lloyd Grearson)	802-476-7102		
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Granite St. (Joe Mureta)	802-223-2581		
NATIVI & SON, INC.			
Center St. (Silvio Nativi)	802-476-7101		
NORTH BARRE GRANITE CO.			
Railroad St. (Jules Chatot)	802-476-6624		
PEERLESS GRANITE CO.			
Willey St. (Donald Fontana)	802-476-3061		
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