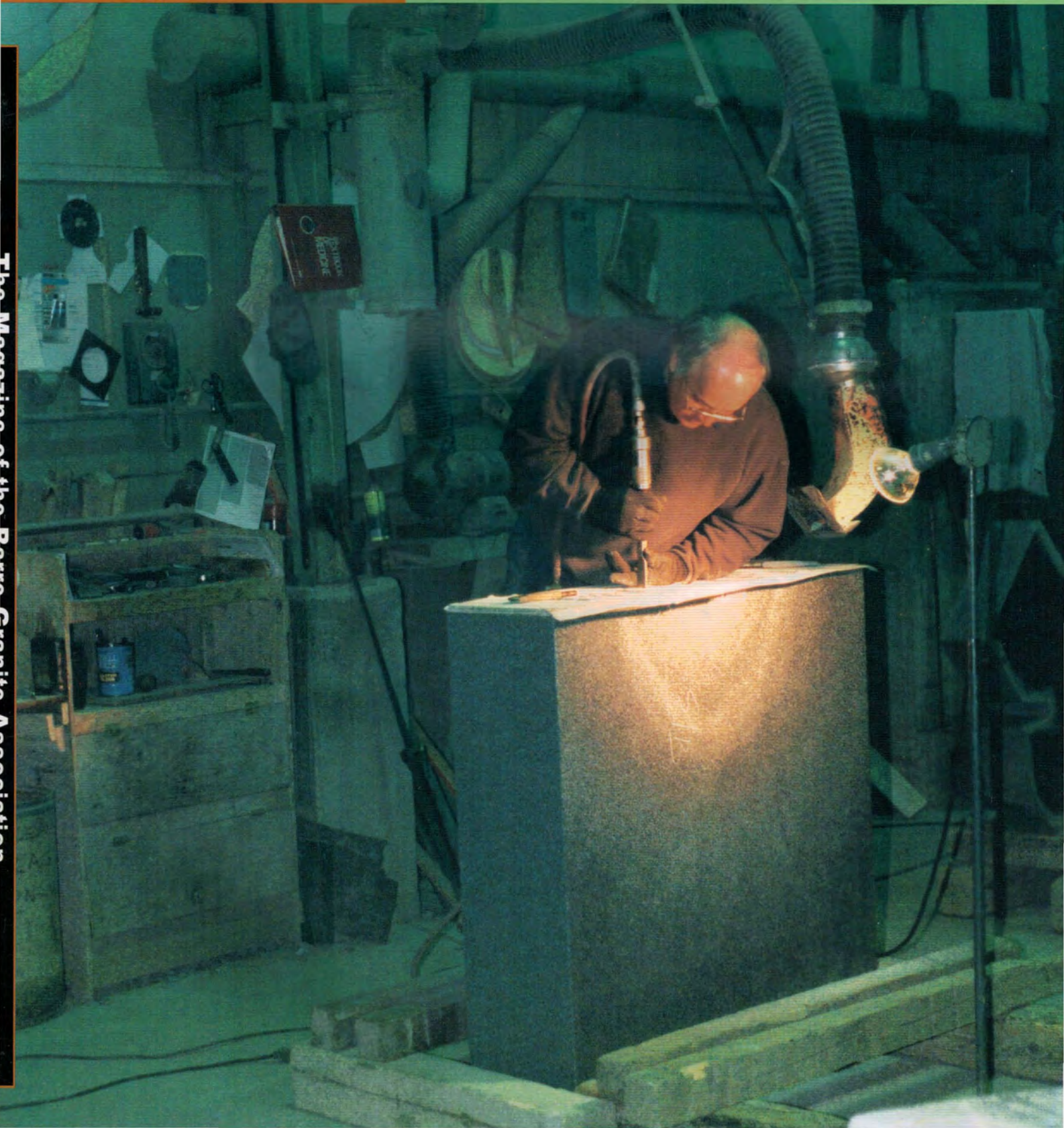


Barre

LIFE

BARRE
GUILD

SPRING 2001 • VOLUME 30 • NUMBER 1



The Magazine of the Barre Guild Association

Hillside Stone Products



MANUFACTURED FOR:

A. Monti Granite Co., Inc. • Quincy, MA

Impala granite columbarium

contents

Spring 2001

- 2 NOTES FROM THE ED
- 3 FAREWELL DEAR FRIENDS
- 4 THE NEW WARRANTY PROGRAM
- 6 BARRE GUILD NEWS
- 11 MEMBER PROFILE: NORTHERN GRANITE
- 21 TIPS AND TRICKS
- 22 FINISHING UP
- 24 BARRE GUILD STORE
- 26 MEMBERSHIP DIRECTORY



page 3



page 22



page 6

Barre LIFE

WINTER 2001

EDITOR

Elizabeth Gadbois

Tel: 802-253-5090 / Fax is same
Email: beth@BethGadboisDesign.com

PHOTOGRAPHER

Jim Eaton

2001 BGA OFFICERS

Judee Chatot

President

Bob Couture

Treasurer

John P. Castaldo

Assistant Treasurer

Charron Barney

Secretary

2001 BGA TRUSTEES

Robert Couture

Family Memorials, Inc.

Judee Chatot

North Barre Granite Company

Bret Mugford

Peerless Granite Company

Robert Plante

Colombo Stoneworks

Forrest Rouelle

Granite Industries of Vermont

2001 BGA STAFF

John P. Castaldo

Executive Director

Charron Barney

Secretary/Office Manager

BARRE LIFE ADVISORY BOARD

Lynda Mureta Aldrich, Chair

Montpelier Granite Works

John Castaldo

Barre Granite Association

Robert Couture

Family Memorials, Inc.

Michael Ornit

North Barre Granite

Mary Tousignant

Granite Importers

EDITORIAL OFFICES

P.O. Box 481 • 51 Church Street

Barre, VT 05641

Phone: 802-476-4131

Fax: 802-476-4765

Email: granitebga@aol.com

Web address: www.barregranite.org

ADVERTISING SALES

Elizabeth Gadbois

802-253-5090

Traveling to the various monument exhibitions and trade shows is always nice because I meet the people who often call us at the BGA office. It also makes the winter go by a little faster, so here we are waiting for the arrival of spring, even though we are still under three feet of snow. The Mid-Atlantic convention in historic Williamsburg was a great show. The weather was cooperative so getting out and about in between exhibit hours, workshops, and meetings was a treat. Our next trip brought us down to Birmingham, Alabama where MBNA held their 92nd annual convention and booth exhibit. There were several educational workshops, luncheons, dinners, and of course, plenty of exhibit time. Finally, we ended with the 66th annual New England Monument Dealers convention in Sturbridge, Massachusetts. Sturbridge is always a big show for the BGA and its members being so close to Vermont.

I believe one of the best parts of industry shows is the ability to meet face to face with so many loyal customers of our members. I had the opportunity to speak to many of you along with several other businesses exhibiting at these shows. Some of you promised to visit us in Barre this year, so we will be looking for you. I enjoyed speaking with all of you who visited the BGA booth and appreciate your thoughts and ideas on how we can better serve you.

This issue introduces changes, which we have made to the BGA Warranty Program and the Barre Guild Seal. The program remains exactly as it always has, however all good things can be made better and we believe that the changes will enhance the program. We have altered the design of the seal, which several of our members have already stated makes it easier to work with. The biggest improvement for the monument retailer is a better tracking system for you and the BGA. You will notice that each certificate has a pre-numbered tear off coupon, which will be completed and returned to the BGA for input into a new database. We will have the ability to track every certificate that is handed to a customer and respond quickly in the unlikely event that a problem arises with a monument. This new program has been a collaborative effort between BGA members and operations. We are pleased with the results and hope you are also. There is a detailed story in this issue, which will explain every aspect of this new certificate. Please do not hesitate to call our office with questions, comments, or ideas. We truly believe that a monument produced by a BGA member is of the highest quality. Our warranty program continues to be a guarantee of that quality.

Finally, some of you may be curious about advertising that appears in this issue of the magazine. Over the years, companies interested in the possibility of advertising in our magazine have approached us. Since we have received so many requests, we thought it would be a great opportunity for our members. We particularly enjoy seeing the response from some of our supporting members, who also carry many fine products. Please take a minute to check the advertisements in this issue. If you are interested in advertising in Barre Life, give our advertising salesperson, Beth Gadbois, a call. Take care, and see you in the summer issue.



Farewell Dear Friends

When the history of Barre granite in the 20th century is written, it will be hard not to find innumerable references to Rouleau Granite. The reason for that is simple. They were one of the largest producers of granite monuments in Barre and one of its key employers. Started in 1942 by Rodolphe Rouleau, Rouleau Granite grew steadily over the years to become one of the nation's top manufacturers before its recent sale to John A. Dernavich, Inc. The plant and name still remain today, although no Rouleaus are employed at the business.

The Barre Granite Association wanted to take a moment and thank Rouleau Granite for all that it has done for our organization and community. Every Rouleau served on the BGA at one time or another, with Lucien serving as President for years. They were members of the BGA for more than 40 years and critical to our success. Over 80 families are employed by Rouleau Granite, making them one of the largest employers in this area. We wish Ray, Bert, and Paul well as they move on to new ventures and pleasures in their lives. We also salute Rodolphe, Lucien, and Marcy, who although are no longer with us, will always remain in our memories and hearts.



Back row: Bert, Marcy, and Ray
Front Row: Paul, Rodolphe, and Lucien



Paul, Bert, and Ray last summer



The Rouleau Granite plant hosting one of its many "picnics" for employees and the community.

New and Improved



The Warranty Program

I spoke about changes to the BGA warranty program in my notes from the E.D. We hope the following information will explain the process that should be followed by both manufacturers and retailers. Again I would like to say that although the changes create some additional paperwork, we believe the new certificates will enhance the BGA warranty program.

The new BGA Seal will be used on all granite products manufactured by BGA members, regardless of color. The seal and pre-numbered certificate is your guarantee of Barre craftsmanship and covers you in the event of a defect in the product. If a BGA seal is sandblasted into a monument, make sure you receive a pre-numbered certificate from the manufacturer. The CM Seal will no longer be used effective April 2, 2001.

You will notice on page 11 that the actual certificate remains the same. Wording in the certificate has been added to address the registration card and how it should be returned to the BGA office. When a certificate is issued the manufacturer will complete the top portion of

the registration card labeled section A, and remove it from the certificate. On the back of section A, labeled section B, the manufacturer will provide information on the monument by completing the sections for Die, Base, Marker, S/B Carved, S/B Lettered, and/or Other. All the information on the back of the actual certificate will be completed as well. From there the information will be sent to the BGA office to be entered into a database, which will reference the information to the serial number on the certificate.

The retail customer will receive the warranty certificate, complete the registration card labeled C, and then send the card back to the BGA office. The return registration card is designed to comply with U.S. Postal regulations for business reply mail and will require no postage from the customer. The BGA office will then complete the information in the database, again referencing the data to the serial number on the certificate.

- continued on page 8 -

Business Owners

With the experience that comes from serving the needs of more than 480,000 business owners, we can help you:



Hans Asoera
322 North Main Street
Suite 4
Barre, VT 05641
802-476-6200

www.edwardjones.com
Member SIPC

- simplify your finances;
- build financial independence for retirement;
- protect your family's financial security;
- plan for the continuation of your business; and
- reduce your tax burden.

Call or stop by today for more information.

Edward Jones

Serving Individual Investors Since 1871

A

Number: 000000

RETURN TO BGA: 00000

MFG NAME: _____

RETAILER: _____

ADDRESS: _____

CITY/STATE: _____

DESCRIPTION: _____

Make a copy for your records DATE: _____

Purchaser: _____

Street: _____

City/State: _____

Date: _____

Retailer: _____

000000

Registration Card
Guarantee effective only
upon receipt of this card
by the Barre Granite Assoc.

BARRE GRANITE ASSOCIATION
CERTIFICATE OF GUARANTEE

The Barre Granite Association, Inc. (the "Association") and the Association member listed below warrant that the granite portion of your "Barre Guild" product has been manufactured to the highest quality standards by a member firm of the Association and is free from defects in material and workmanship such as seams or cracks. The Association will repair or replace, at its option, any granite portion of a "Barre Guild" product that does not conform with the foregoing warranty (any replacement is to be of a color and grade as nearly identical to the original as practical) in the event that the Association member listed below is out of business, insolvent, or otherwise financially incapable of honoring this warranty.

This warranty is valid in perpetuity and may be enforced by the original owner or purchaser of the product and any subsequent owner of the memorial. Claims under this warranty must be submitted in writing to the Association member listed below in the first instance and, if necessary thereafter, to the Barre Granite Association, Inc., P.O. Box 481, Barre, Vermont 05641; no other action should be taken nor should any expense be incurred except as authorized in writing by the Association.

- This warranty is not valid unless the following three conditions are met:
- 1.) The certificate must be properly completed and include the manufacturer name and address, the retail dealer name and address, and the purchaser name and address.
 - 2.) The registration reply card must be properly completed and returned to the Association at the above address.
 - 3.) The "Barre Guild" seal must be permanently etched into each part of the product. If the product is made of three or more pieces, the seal must be etched into a minimum of two pieces.

This is a LIMITED WARRANTY. This warranty does not extend to, and the Association shall not be liable for, any damages resulting from neglect, improper maintenance, accidental or intentional misuse of the product, vandalism, acts of war, unusual environmental or atmospheric conditions or any other cause. Liability for consequential property or commercial damage is expressly excluded under this warranty.

This warranty creates specific legal rights under federal law, and purchasers are advised that they may also have other rights which vary from state to state, or which may exist independently and directly between the purchaser and the seller and/or manufacturer of a "Barre Guild" product.

"Barre Guild" is a Mark of the Barre Granite Assoc. ©1990 Inc. Reg. U.S. Pat. & Tm. Office.

THE UNDERSIGNED HEREBY CERTIFY THAT THE MEMORIAL DESCRIBED IN THIS WARRANTY IS THE SAME MEMORIAL COVERED BY THE MANUFACTURER'S SERIAL NUMBER ON THE REVERSE OF THIS CERTIFICATE.

LOOK FOR THIS SEAL. ONLY MONUMENTS WITH THIS SEAL CLEARLY ETCHED ARE PROTECTED BY THIS WARRANTY.

John P. Castaldo
JOHN P. CASTALDO, EXECUTIVE DIRECTOR, BGA

BGA MANUFACTURER MEMBER _____ DATE _____

C

B

DIE:	S/B CARVED:
BASE:	S/B LETTERED:
MARKER:	OTHER:

NO POSTAGE NECESSARY IF MAILED IN THE UNITED STATES



BUSINESS REPLY MAIL
FIRST-CLASS MAIL PERMIT NO 7 BARRE VT
POSTAGE WILL BE PAID BY ADDRESSEE
BARRE GRANITE ASSOCIATION
PO BOX 481
BARRE VT 05641-9964



Manufacturer's Serial Number _____

Family Name on Monument _____

Purchaser _____

Address _____

City _____ State _____ Zip _____

Monument Retail Company _____

Address _____

City _____ State _____ Zip _____

Cemetery _____

Address _____

City _____ State _____ Zip _____

Cemetery Section _____ Lot Number _____ Grave Number _____

GIV Continues To Grow

Within the past year, Granite Industries of Vermont has added two new pieces of equipment to help with their increase in production.

The Atlas Copco 200 Horse Power Compressor is able to produce 990 CFM of air at 100 PSI. This oil injected rotary screw compressor sets a new standard in compressed air technology with remarkable savings in power costs.

GIV has also acquired a Torit Downflo DFT 3-24 Dust Collector. This unit regularly cleans itself with quick pulses of air and incorporates 24 Ultra Web II filters. The control is a Torit Delta P control which provides digital indication of differential pressure and initiates compressed air cleaning at a preset filter restriction.

Both pieces of equipment were sold to Granite Industries of Vermont by Miles Supply Co. of Barre.



The Torit Downflo DFT 3-24 Dust Collector.

Vermont Granite Museum Holds Raffle

The Vermont Granite Museum of Barre will begin selling raffle tickets to help raise money for its museum project. The first phase of this project involves raising the museum's future home, Barre's historic Jones Brothers granite shed, four feet to allow for renovation of foundation and footings. The raising will take place at 11 a.m. on Monday, April 30. Tickets naming the exact number of hours, minutes, and seconds it will take to raise the building will be sold at \$5 per ticket, or six for \$25.00.

Tickets are available now at the Vermont Granite Museum offices as well as at other area businesses. Only 2500 tickets will be sold. One half of the proceeds raised will go to the museum project, with the remainder going to the holder of the winning ticket.

The Jones Brothers Shed is one of the largest wood-frame buildings ever raised in the United States—283 feet long, 72 feet wide, and weighing an estimated 500 tons. Messier House Moving, Inc. of East Montpelier will execute the raising itself, using thirty strategically located hydraulic jacks, all connected to a central control unit. These jacks will raise the massive structure four feet off the ground, where it will remain for two months, supported by towers of wooden timbers, while new concrete footings are poured. Messier management estimates that it will take from two hours to two days to complete the raising. Application has been made to the Guinness Book of World Records to qualify the event for a Guinness World Record.

Senator Patrick Leahy (D-VT) will deliver remarks before the raising, which will be attended by other Vermont dignitaries and local officials. A master clock will display the elapsed time of the raising to determine the raffle winner.



Meet The Newest Member of the BGA Team

Hello, and welcome to my little corner of the world. My name is Charron Barney, and I am the Office Manager and Bookkeeper, as well as seeing to the secretarial needs for the Association. I am also the friendly voice on the other end of the phone when you call our office. I thoroughly enjoy my new role with the Association and find it a pleasure to come to work every day. The entire membership has made me feel welcome and comfortable on their team. I certainly couldn't ask for a nicer group of people with which to work.



I am a native New Hampshire native that moved to Vermont three years ago and have been associated with the granite industry ever since. I reside in Williamstown, Vermont with my husband Manley, and our German Shepherd, General Jerry Lee. I have two grown children, Katherine and Michael, and two grandchildren, Justin and MaKayla.

In 1989, I received my Associate's degree in Small Business Management and Accounting at the New Hampshire Vocational Technical Institute, graduating with honors and the prestigious President's Award. For more than twenty-five years I have successfully managed Charron's Tax Service for individuals and small businesses in the area.

I am an avid book reader with a variety of interests. I love trying out new recipes as well as collecting cookbooks. I always have a summer garden to share with friends and to process and enjoy during long Vermont winters. One of my favorite summer joys is cruising on my Harley Davidson, enjoying the picturesque Vermont countryside. Just prior to moving to Vermont, I retired, after eleven years of service, from the Ascutney Fire Department.

If you have questions give me a call anytime, I will do my best to answer your questions and help you with whatever your needs might be. Until we meet again, take care and God bless you.

Gingras Celebrates 30 Years with Pepin Granite

Richard Gingras, a lumper for Pepin Granite, celebrated his 30th anniversary working for Pepin this past month. Richard started on March 1, 1970 and has been a steady fixture at Pepin ever since. He is a member of the United Steel Workers of America. Richard also celebrated his 25th wedding anniversary this past January. An avid and successful hunter, Richard has no plans for retirement since he and his wife Linda "already live in paradise." He is pictured below with Scott Pepin, the son of Ray Pepin and the next generation of Pepins to run and operate this Barre granite manufacturing company.



www.findagrave.com

A great website for searching for specific monuments and memorials throughout the United States.

Check it out.

Joyce LaRose Celebrates 15 Years With Adams Granite

Longtime employee Joyce LaRose will mark her 15th anniversary working for Adams Granite this month. Joyce joined Adams in April of 1986 and has steadily risen through the corporate ranks to become a very valued employee and integral part of the Adams team. She began her tenure as assistant to Carole Cecchini, taking on additional responsibilities as the years progressed. She currently enters orders, supervises invoicing, manages Accounts Receivable and for the last few years has taken on an increasing amount of customer service/sales. Congratulations to Joyce and Adams on this important milestone.



Joseph DiMatteo, Stonecutter

Joseph DiMatteo of Portland, Maine died this past December 13, 2000. He was well known by many in the granite industry and one of the true stonecutter veterans. Designing and carving over 12,000 memorials in his lifetime, Mr. DiMatteo started his career at Maine Memorial Company where he eventually became the owner. His son Paul now runs the family business. "He was an artist and he really took a lot of pride in what he did. He was such a hard worker, the work he did by himself, two people do now," said his son Paul. Mr. DiMatteo remained active in the business until his death.



He was a member of the Veterans of Foreign Wars, the New England Monument Dealer Association, the Monument Builders of North America, and a former member of the Italian Heritage Center. Mr. DiMatteo is survived by his wife of 50 years, Mary Nolfo DiMatteo; two sons, Joseph R. Jr and Paul A; two sisters and three grandchildren.

You Cannot Keep A Good Team Apart

After a six month hiatus, Rich Tousignant is returning to Adams Granite Company. Rumor has it that he spent the entire time snow shoeing, however, Rich's time was actually spent developing his own line of granite cremation urns. With business established and running smoothly, Rich has decided the time has come to rejoin Kerry Zorzi and the Adams Granite team.

"Adams Granite Company has always had an outstanding reputation for the highest quality craftsmanship and excellent customer service, and as always, I look forward to continuing our tradition and helping our customers build their business," said Rich.

Monument Builders of Ohio is sponsoring the Great Lakes Region Memorial Expo 2001 from August 2 - 4 at the Dayton Convention Center in Dayton, Ohio. If you have questions about the show, please contact Gary McMasters at 1-800-927-2017.

Warranty Program con't from page 5

We are pleased with the enhancements to our warranty program, which our membership takes great pride in offering. If you have questions, comments, or concerns, please do not hesitate to call the BGA office. Of course, the BGA will continue to honor all certificates that were issued by our members, in the event that the company is no longer operating.

Editor's Note: In the last issue, Sypher's Memorials was incorrectly notes as Cyprus Memorials on the Rouleau page. Please accept our apologies for the error.

Gandin Brothers, Inc.



MANUFACTURED FOR:

White Rose Memorials • Delta, PA

2-2 x 0-4 x 3-6 - Barre gray granite

Remember When . . .

A turn of the century shot of one of the larger granite plants in Barre.



Train load of rough stock entering Barre City from Quarry Hill.

Member Profile:

Northern Granite

The heart of Barre's granite industry is tied closely to family and tradition. Matt

Couture, owner of Northern Granite, is a great example of that heritage. His father owned his own granite manufacturing operation and Matt's grandfather owned a polishing shop. In fact, the present location of Northern Granite is the former site of Adam's Granite (now in Websterville), another company known for its generations of granite workers.

While not a large operation (there are three employees), Northern Granite uses its resources to focus in on one niche, black granite monuments. Matt is the company's stonecutter and prides himself on the quick turnaround time and superior work he produces. "We manufacture high quality pieces of black granite that we can get to our customers very quickly. Sometimes when a dealer orders from overseas, there are things that can hold the order up and cause delays in the

delivery to the customer. Since we do all the work right here, we can ensure a speedy start to

finish process. Also, because we are not an assembly line operation, we do a much higher quality of rock-pitch than our overseas competitors," said Matt.

Northern Granite focuses mainly on creating the dies and bases, and leaves the finish work to others. "Our operation is mostly based upon the initial cutting and polishing of a blank

black monument. But we often work with other craftsmen to get the etching and finishing work done if that is what a client wants," added Matt.

"... we do a much higher quality of rock-pitch than our overseas competitors,"

Rounding out the staff is Steve Rubalcaba who is the steel worker and Barbara Couture a part-time book-keeper. Northern Granite has been in operation for five years and prides itself on great customer satisfaction. "I have been doing this work all my life and really enjoy it. My clients are some of the best people to work with and I am happy to be able to continue working in the granite industry."

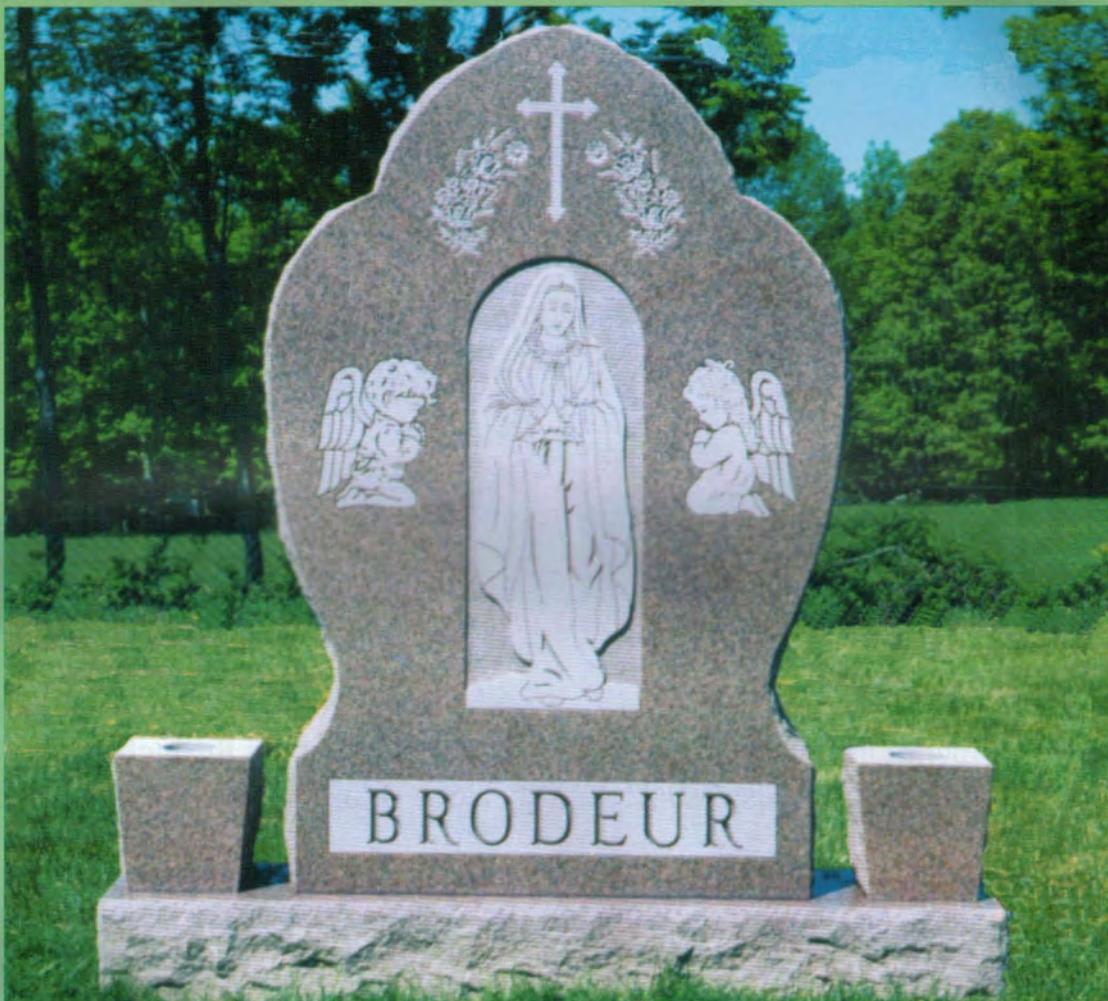


Matt Couture



Steve Rubalcaba

Montpelier Granite Works



MANUFACTURED FOR:

Pepin Granite • Leicester, MA

Die: Canadian Pink, 3-6 x 0-8 x 5-4 - Polished 2 with
Custom Top and Ends BRP

Base: Canadian Pink, 5-6 x 1-2 x 0-8

2 Canadian Pink Vases, 0-10 x 0-8 x 0-10, Pol 2 BRP

— Ron's Custom Sandblasting —



MANUFACTURED FOR:

Mabry Monuments • Kings Ferry, NY

Die: India Black - Double Heart 3-6 x 0-8 x 2-2, Polish 2 BRP

Base: Polish Top - 3" Polish Margin/4 Sides 4-4 x 1-2 x 0-8

Sandblast Lettered 2 Sides

Etched 1 Side

Miles Supply

The Stone Industry's Cutting Edge

Barre, Vermont
toll free (800) 396-8049

Elberton, Georgia
toll free (888) 283-5863

www.milessupply.com

Polishers

Grinders

Tile Cutters

Polishing Products

Edge Shaping Supplies

Polishing Supplies

Sandblast Supplies

Sandblast Equipment

Cemetery Supplies

Miles Supply Cleaners

Safety Equipment

Diamond Products

Wiresaw Supplies

Handling Equipment

Handling Supplies

Shipping Supplies

Drilling Equipment

Carbide Tools



Satisfied Customers

Downflo® Dust Collector by Torit®

Tired of that time consuming and messy job of servicing your old dust collector? Consider the Torit Downflo® Dust Collector. Designed with inclined cartridges and quick removal access covers, easier maintenance and filter changeout is all but guaranteed. Plus, the new ExtraLife™ filter cleaning system lengthens the life you can expect from your filters. The Checker™ board control panel displays user-friendly color-coded operating and diagnostic information.

Don't need to look elsewhere



EXOLON-ESK

Sandblast Media by Exolon-ESK

Exolon-ESK is a world leader in the manufacturing and distribution of abrasives for the stone industry. Discover how you can maximize stock removal as well as minimize media loss with these abrasive grains:

FASTBLAST™ Virgin aluminum oxide designed for maximum hardness, this grain is a proven winner in all of the popular grit sizes.

EXOBLAST™ One of the most economical virgin aluminum oxides, Exoblast™ is available in a broad range of grit sizes.

Now available
StoneTone monument paint

At Miles Supply, we pride ourselves on keeping up with the granite industry's latest trends and innovations. We know that production efficiency is a top concern for retailers and manufacturers. Why not let technology work for you? Take a look at our complete line of automatic sandblasting equipment, accessories and supplies. With valuable benefits ranging from faster production time to less maintenance and easier controls, you'll want to take advantage of today's technology.

For 44 years, Miles Supply has been the intelligent choice for stone craftsmen. We are the industry's premier source for all of your stonecutting and processing tools and equipment. Most importantly, we're there for you. We provide full customer support for our complete product line, and are committed to help you make your business and your finished products something to be proud of. Remember — "If it's meant to last forever, make sure it looks good."

Jumping so high



3M Stencils & Supplies

Miles Supply carries a full line of 3M products including Sandblast Stencils for machine and hand cutting and sandblast fillers to increase the holding power of the stencils.



SuperBlast® Portables by Empire

Designed for simplicity, safety, reliability and performance, the Empire SuperBlast® Portables are perfect for projects big or small. All models include the following:

- Sure-Flo® grit valve — durable and easy to service, the media path through the Sure-Flo® grit valve is straight down, assuring dependable flow. The only part in contact with abrasive media is a gum-rubber pinch tube that is simple and inexpensive to replace.
- E-Z Fill® bag breaker and screen automatically breaks heavy bags on contact and filters grit of debris that can clog other types of blasters.
- Dry-Flo™ moisture and oil separator removes water to prevent freeze-ups and improve grit flow.
- Three year limited warranty.

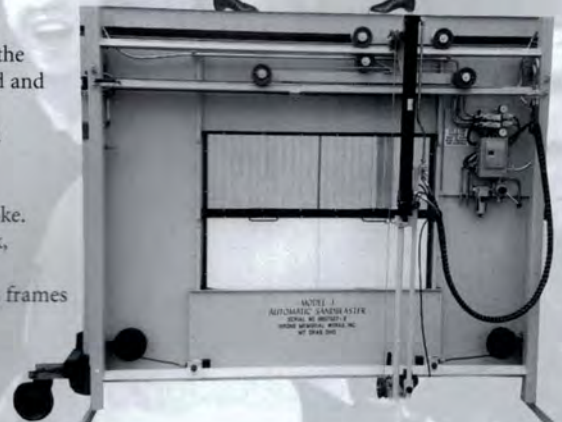
When they have Miles Supply!



Model J Automatic Sandblaster by Hirons

For superior performance, no sandblasting booth should be without the Model J Automatic Sandblast curtain. These units are fully assembled and tested prior to shipment. Look for these features:

- With a full range of speeds for independent horizontal and vertical motion, precise controls can adjust coverage during operation.
- Power failures will not cause the nozzle to stop motion in mid-stroke. Compressed air power continues movement to the end of the track, preventing media damage to the stone.
- Viewing screen offers excellent visibility during blasting and screen frames slide open to allow for easy stencil inspection.
- Sandhose connection is inside the blastroom providing greater operator safety and increasing the life of the hose.
- Optional rubber curtain for front opening allows access for manual workmanship.



Five simple words set us apart from the competition



(Superior)
Quality

(Superior)
Value



(Superior)
Selection

(Superior)
Service



To learn more about what Pepin Granite can do for you, contact us at
P.O. Box 566 • Barre, VT 05641

1-800-654-5420 phone • 1-800-478-4718 fax • pgci@tds.net

Pepin Granite Company



MANUFACTURED FOR:

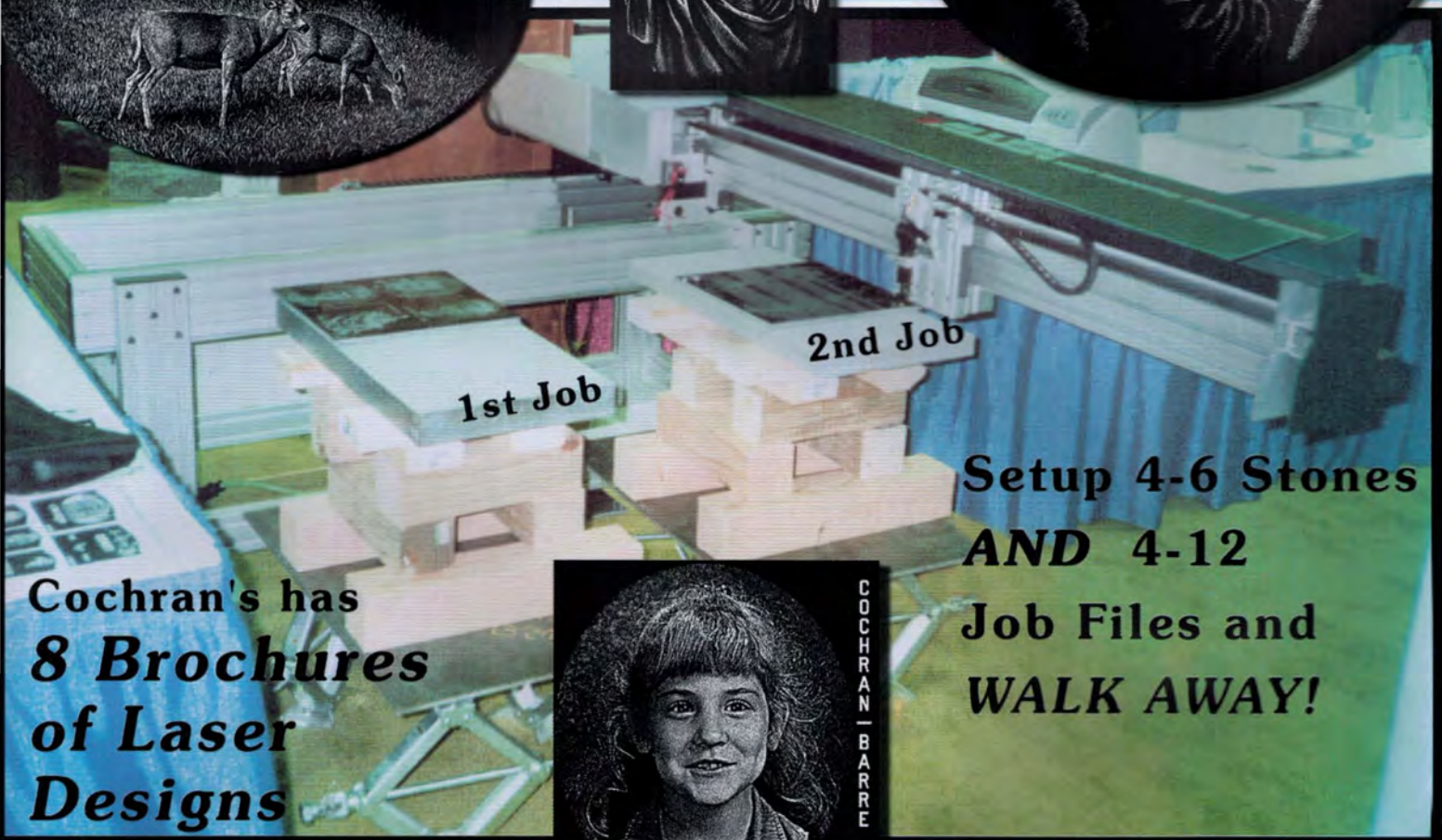
Everhart Memorials • Richmond, OH

Die: Barre Granite 9-0 x 1-2 x 3-1, All Polished with checks.

Base: 13-0 x 2-0 x 0-10, Polished Top, Drop wash and magin.

The FIRST company to create Laser-Etchings for the Monument Industry, now introduces

Cochran's Quick-Laser



Cochran's has
**8 Brochures
of Laser
Designs**

**Setup 4-6 Stones
AND 4-12
Job Files and
WALK AWAY!**



COCHRAN - BARRE VT

to choose
from!

Create Designs, Portraits & Lettering and Laser-Etch!

4' x 4' Quick-Laser under \$47,000!!

(8' and 12' Sizes Available)

Cochran's Inc., Barre, VT 802-479-1035 Fax:802-479-1036

Cochran's, Inc.



This monument was set by *Haines Memorials in Jefferson, Ohio*. The McKee family had the family history encribed on the back of the monument. Their lineage goes back to three different families that came to the United States on the Mayflower.

Die: Dark Barre, 5-0 x 0-10 x 4-0, Polished 3, Oval Top with Rounded Corners, BRP

Base: Medium Barre, 6-0 x 1-4 x 0-10, Polished Flat Top, BRP

Northern Granite



Zimbabwe Black
Sandblast work by *Culture Craft*

Spring Cleaning

What better Tip and Trick to feature in the Spring issue of Barre Life than cleaning of markers, memorials, and monuments? Many thanks to Miles Supply for assistance with this feature and some of the before and after pictures. The proper cleaning and care of monuments can be a fairly broad topic so in this issue we will focus on removing and treating organic contaminants such as animal excrement, sap, grass, moss and other “natural” bi-products.

For this exercise we are using a product called “Clean Stone.”

Note: Clean Stone will harm glass. It will also harm polished stone UNLESS stone is thoroughly wet before use. Always test in an inconspicuous area before use.

Remember:

1. Any cleaning process used on granite is time-consuming. It is not one that can be rushed or one in which there will be quick results.
2. In using cleaning products, understand what you are working with. These products could damage the finish of the granite if improperly used.



A stone soiled by organic compounds.

1. Thoroughly wet entire stone. This is critical for the product to work the most effectively.

2. Spray, brush, or pour Clean Stone on the surface to be cleaned. Let stand 5 minutes.



3. Scrubbing may be necessary for tough stains or hard to reach areas.

4. Rinse thoroughly with water.

5. A beautifully restored monument.

Finishing Up

A Profile of One of Granite's Great Trades

Family Memorials really is just that, a family business. Three brothers, Robert, Roger, and Armand are the owners and operators of the company their father started back in 1947. Each has a distinctive role in the company with Roger being the finisher of all the monuments that are created by Family.

The granite industry is no different from any other field in that technology changes the landscape and faces of the trade. Machinery does a lot of work that was once only done by man. And while that technology may have speeded things up and cut costs, often a skill or unique quality is lost when the human element is removed from the equation. Finishers are just such individuals. Modern techniques have made many of their tasks easier or outright eliminated certain steps. But in so doing, the flow of highly skilled craftsmen slows to a trickle.

Roger Couture has been in the granite industry all his life, over 39 years. He started his apprenticeship at Rock

of Ages and began working for his father four years later. He remembers when finishers did everything and learned their trade by trial and error. "You started out with hand cutting the joints on the dies and then moved on to doing small finish work like checks on dies. Everything was done by hand so that you learned how to do it the right way. Today it is not like that, machines do more of that work. So consequently you don't always get the high quality finish work you once saw. The skill is slowly being lost because plants don't make finishers learn every aspect of the trade. Since machines can do so much, people don't know how to do the basics of the job and the work can suffer."

If you are new to the granite trade, you might not realize the degree to which a finisher is involved in your monument. To illustrate, imagine a large piece of granite cut to a rectangle. A pattern is laid out and the rough is cut. Now let's suppose that die has columns curving in on both sides and square raised lettering for the inscription. A finisher has to smooth and angle the curves and then "dig" out the granite to the depth you want the letters. He then cuts the letters and gives them their smooth rounded finish. The skill of the finisher determines the quality of your monument. Factors such as which way the grain runs, type of granite, temperature, etc. all play a part in a finisher's success, so experience plays big role in how a final product will look.

To look at Roger Couture's work is to see an artist's hand in motion. "Each stone has its own energy and will give you different results so you have to know how to "read" the rock and work with it for best results. It takes years of practice, and a few mistakes, to understand how to get the most out of a stone and what techniques are going to work best."

He works slowly with simple hand tools, taking his time to create exact lines and perfect right angles. There



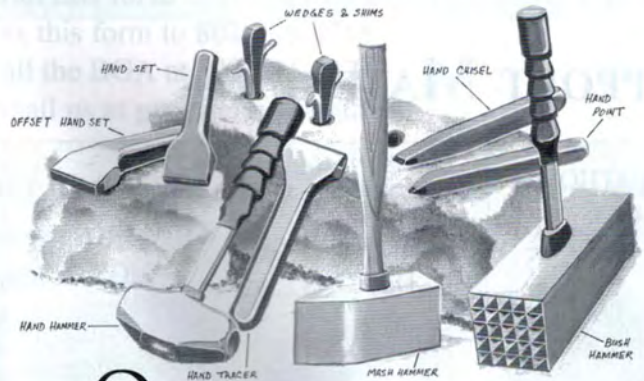


are no jagged edges or uneven curves when Roger finishes a job. He is truly a seasoned finisher and takes a great amount of pride in the quality of work he creates.

There is no apprentice at the Family Memorial shop learning the craft that Roger so masterfully uses to shape each monument. As is the case with many granite opera-



TROW & HOLDEN TOOLS



Over the past 110 years, Trow & Holden Company has developed a full range of hand tools, hammers and pneumatic tools in a wide variety of sizes to meet all your stone-working needs. Choose Trow & Holden stoneworking tools for the very best in quality, materials and design.

MADE TO LAST IN BARRE, VERMONT



TROW & HOLDEN COMPANY

FINE STONWORKING TOOLS

45 South Main Street • Barre Vermont 05641
Toll-Free 1-800-451-4349 • In Vermont call 476-7221

Call for a free catalog.

tions, this is not an easy or highly profitable industry. The work is hard and the money, while fair, is not close to what many of the more modern professions are paying. So consequently, another year passes with fewer highly skilled craftsmen available to pass their life's work on to another. Barre, fortunately, is one of the few places that can still claim to have such talented and skilled people still working in the shops and plants throughout the community.

The next time you see a monument of particular grace and beauty take a closer look. Notice how finely a corner is squared, how smooth the curve on the letters is, how well

rounded and balanced a column turns, this is the work of a finisher. The masters of this profession make the difficult and impossible seem effortless. They do it with a humble pride for their work and desire to make each piece better than the last. It is their mark in history and gift to us all.

The Barre Guild Store

SUPPORT MATERIALS

BACK BY POPULAR DEMAND!

Both are 8 1/2" x 11"



#1 = .45



#2 = .45



#3 = .45



#4 = .45



#9 = .45



#10 = .45

Choose from our extensive collection of design and informational brochures. Brochures 1-5 are in full color, and 6 - 10 are in two color.

ALSO AVAILABLE:

- #11 - "The Story of Granite" - \$ 0.45
- #12 - "Barre Granite Heritage" \$4.95
- #13 - "What Every Cemeterian Needs to Know About Barre Gray Granite Memorials" \$4.95
- #14 - "How To Customize Barre Memorials (poster) \$1

VIDEOTAPES: (\$10 each, 5 for \$40)

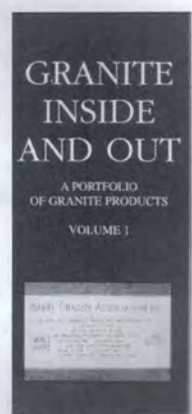
- #15 - New Technology in Barre
- #16 - Artistry in Granite
- #17 - Quarrying and Manufacturing
- #18 - The Story of the Barre Granite Industry
- #19 - The Stone Whistle: Tour and explanation of the Barre Granite industry with John Forsythe



#5 = .35



#6 = .25



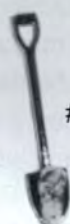
#7 = .25



#8 = .25



#20



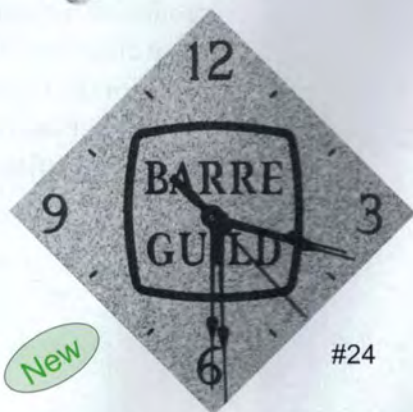
#21



#22



#23



#24

New

BARRE GUILD MERCHANDISE

- #20 - Set of 4 Barre Guild Pilsner glasses \$20
- #21 - Shovel with granite - tie clip \$5
- #22 - Leaf mount granite earring set with either surgical steel french hooks or posts (specify on order form) \$12
- #23 - Bolo tie with granite medallion and leather-look cord \$15
- #24 - 8" x 8" Barre Gray granite clock \$40

OTHER:

- #25 - Pick and shovel granite tie pin \$5
- #26 - Steel and granite letter opener \$15

manufacturing*

Adams Granite Co.

Kerry Zorzi
P.O. Box 126
Barre, VT 05641
800-342-1070/802-476-5281
Fax: 802-476-3027
adamsgrco@aol.com

Brookside Memorials, Inc.

Bernie LaJeunesse
P.O. Box 704
Barre, VT 05641
800-639-4024/802-479-1942
Fax: 802-476-5146

Colombo Stoneworks, Inc.

Bob Plante
P.O. Box 585
Barre, VT 05641
800-446-1049/802-476-5555
Fax: 802-476-0200

Consolidated Memorials, Inc.

Robert Morton
P.O. Box 394
Barre, VT 05641
802-476-7542

Family Memorials, Inc.

Robert Couture
P.O. Box 383
Barre, VT 05641
800-533-3031/802-476-7831
Fax: 802-476-3511
fammemls@aol.com

Gandin Brothers, Inc.

Gaylord "Butch" Gandin
P.O. Box 155
S. Ryegate, VT 05069
800-433-0617/802-584-3521
Fax: 802-584-4053

Granite Importers, Inc.

Jake Colgan
P.O. Box 712
Barre, VT 05641
802-476-5812
Fax: 802-476-7349
granimp@sover.net

Granite Industries of Vermont

Jeff Martell
P.O. Box 537
Barre, VT 05641
800-451-3236/802-479-2202
Fax: 802-479-7917
graniteind@aol.com
WWW.GRANITEVERMONT.COM

Hillside Stone Products, Inc.

Randall Carbonneau
P.O. Box 134
Barre, VT 05641
802-479-2508
Fax: 802-479-5438
staff@hillsidestone.com
WWW.HILLSIDESTONE.COM

Joe's Custom Polishing and Manufacturing

Gerard "Jerry" Perreault
395 Farwell St.
Barre, VT 05641
800-787-4004/802-479-9266
Fax: 802-447-9268
gperreault@wizzard.net
[WWW.WIZZARD.NET/
PERREAULT.HTML](http://WWW.WIZZARD.NET/PERREAULT.HTML)

Kinfolk Memorials, Inc.

Norm Fournier
P.O. Box 236
E. Barre, VT 05649
800-659-1423/802-479-1423
Fax: 802-476-3394

Lacroix Custom Cutting, Inc.

Robert Lacroix
816 Stone Road
Williamstown, VT 05679
802-476-7311
Fax: 802-476-7311

LaCross Memorials, Inc.

Gary LaCroix
P.O. Box 458
Barre, VT 05641
800-451-3234/802-479-2526
Fax: 802-479-2211

Montpelier Granite Works

Lynda Mureta Aldrich
65 Granite Shed Lane
Montpelier, VT 05602
800-451-4513/802-223-2581
Fax: 802-223-0525
mgw@weblizard.net

North Barre Granite Co.

Charles Chatot
P.O. Box 548
Barre, VT 05641
800-227-1045/802-476-6624
Fax: 802-479-9148
granite@together.net
WWW.NORTHBARREGRAVITE.COM

Northern Granite

Matthew R. Couture
P.O. Box 585
S. Barre, VT 05670
802-479-2247
Fax: 802-479-5057

Peerless Granite Co.

Bret Mugford
P.O. Box 313
Barre, VT 05641
800-654-6069/802-476-3061
Fax: 802-476-3014
pgci@aol.com

Pepin Granite Co., Inc.

Raymond Pepin
P.O. Box 566
Barre, VT 05641
800-654-5420/802-476-5830
Fax: 802-476-5470
pgci@tds.net

Rivard Granite Co.

Robert Rivard
P.O. Box 86
Barre, VT 05641
800-231-8045/802-476-3542
Fax: 802-476-8408

Riverton Memorials, Inc.

Ernest Lavigne, Jr.
P.O. Box 284
Northfield Falls, VT 05664
800-643-8082/802-485-3371
Fax: 800-643-8082/
802-485-6535
rivertonmem@drbs.com

Swenson Granite Company, Inc.

Bob Pope
P.O. Box 626
Barre, VT 05641
802-476-7021
Fax: 802-476-2251
dhill@swensongranite.com
WWW.SWENSONGRANITE.COM

associate plus*

Cochran's, Inc.

Sherman Cochran
P.O. Box 272
Barre, VT 05641
802-479-1035
Fax: 802-479-1036
seochran15@aol.com
[WWW2.COCHRANS-
MONUMENTS.COM](http://WWW2.COCHRANS-MONUMENTS.COM)

Culture Craft Sandblast Co.

Adelard Benoit
P.O. Box 645
Barre, VT 05641
802-476-7351
Fax: 802-476-6557
ccraftsb@aol.com

Granite Corporation of Barre

Joseph B. Calcagni
P.O. Box 633
Barre, VT 05641
802-476-6177
Fax: 802-476-0570
graniteinc@aol.com

Tosi Custom Sandblast Co.

Todd Tosi
RD2, Box 2025
Northfield, VT 05663
802-476-3851
Fax: 802-476-3851

artisans*

George Kurjanowicz Sculpture Studio

George Kurjanowicz
P.O. Box 61
Barre, VT 05641
802-476-4717
Fax: 802-476-5284
kurjanowicz@aol.com

custom shops*

B&B Monumental Engravers

Steven Bigras
25 Gable Place
Barre, VT 05641
877-479-0907/802-479-0909
Fax: 802-476-3822
golfbcc@aol.com

Frank's Memorials, Inc.

Lee Chaloux
P.O. Box 565
Barre, VT 05641
802-479-2776
Fax: 802-479-5249

M & W Polishing Co.

Waldo Mugford
P.O. Box 521
Barre, VT 05641
802-476-8340
Fax: 802-476-7567

Memorial Sandblast Co.

Mike Pelkey
P.O. Box 582
Barre, VT 05641
802-476-7086
Fax: 802-476-7567

Ron's Custom Sandblasting, Inc.

Mark & Barry Duquette
P.O. Box 275
Barre, VT 05641
802-476-4748
Fax: 802-476-4748
batmanvt@aol.com

Saporiti Sandblast Co.

Roger Trepanier
P.O. Box 187
E. Barre, VT 05649
802-476-4063

Twin City Custom Sandblast

Paul Trottier/James Tait
32 Granite Street
Barre, VT 05641
800-672-9900/802-476-8718
Fax: 802-476-6962

accounting

Salvador & Babic PC

Tom Babic
240 S. Main Street
Barre, VT 05641
802-476-8673
Fax: 802-479-5165

artisans

Stanislaw Lutostanski Sculpture Studio

Stanislaw Lutostanski
P.O. Box 265
E. Barre, VT 05649
802-479-2531
Fax: 802-479-2531
stlut@aol.com

banking

Chittenden Bank

Skip Poczobut
P.O. Box 708
Barre, VT 05641
802-476-0030
Fax: 802-476-0039

Howard Bank

William McMeekin
P.O. Box 846
Barre, VT 05641
802-479-3313
Fax: 802-476-1220
jfrancke@banknorth.com
WWW.BANKNORTH.COM

Key Bank of Vermont

Cynthia Stuart
315 N. Main Street
Barre, VT 05641
802-476-4135
Fax: 802-476-3316
WWW.KEY.COM

computer services

Applied Micro Technologies, Inc.

Tom and Julie Stark
3 Silver Circle
Barre, VT 05641
802-476-7016
Fax: 802-476-7139

Breen Systems Management, Inc.

James Breen
18 Blair Park Road
Williston, VT 05495
802-879-4212
Fax: 802-878-1717
matt@breensys.com
WWW.BREENSYS.COM

insurance

Berg, Carmolli & Kent, Inc.

Dick Huskes
P.O. Box 628
Barre, VT 05641
802-479-1046
Fax: 802-479-2761

Denis, Ricker & Brown Inc.

Matt Lumsden
P.O. Box 565
Montpelier, VT 05601
802-229-0563
Fax: 802-229-9327

Pomerleau Agency

Charles Lord
P.O. Box 485
Burlington, VT 05402-0485
802-863-2841
Fax: 802-863-8209

investing

A.G. Edwards

David Johns
109 N. Main Street
Barre, VT 05641
802-476-3776
Fax: 802-476-5805

Edward D. Jones

Hans Asoera
322 North Main Street
Suite 4
Barre, VT 05641
802-476-6200
Fax: 802-476-6200

legal services

Zalinger, Cameron & Lambek, PC

J. Scott Cameron
140 Main Street
P.O. Box 310
Montpelier, VT 05602
802-223-1000
Fax: 802-223-5271
jscameron@pwlawpc.com

printing

L. Brown & Sons Printing

Larry Brown
14 - 20 Jefferson St.
Barre, VT 05641
800-486-1947
Fax: 802-476-3166
printlbdb@aol.com

Hull Printing, Inc.

Gary & Marie Hull
682 N. Main St.
Barre, VT 05641
802-479-9445
Fax: 802-479-0445
jon@hullprinting.net

reclamation

Fulton & Co.

Bill Fulton
P.O. Box 141
Websterville, VT 05678
802-479-3339
Fax: 802-476-5933

restaurants

Hilltop Restaurant

John Reilly
P.O. Box 169/Quarry Hill Road
Websterville, VT 05678
802-479-2129
Fax: 802-479-1764

restoration

Polonia Service Co., Inc.

Gerardo Sanchez
331 W. 57th St. (168)
New York, NY 10019
212-501-7501
polonia777@aol.com

suppliers

Derusha Supply USA, Inc.

Garry Derusha
P.O. Box 228
Beebe Plain, VT 05823
800-567-2778
Fax: 802-876-5973

Dessureau Machines, Inc.

Art Dessureau
P.O. Box 402
Barre, VT 05641
802-476-7041
Fax: 802-476-5292
sales@dessureau.com

trucking

Ducharme's Machine Shop

Pierre Ducharme
Box 213A, McCleod Road
Graniteville, VT 05654
802-476-6575
Fax: 802-476-6575

Granite City Tool Company

Donald Allen
P.O. Box 411 / 11 Blackwell St.
Barre, VT 05641
800-451-4570 / 802-476-3137
Fax: 802-476-8403
markwinter@aol.com
WWW.GRANITECITYTOOLVT.COM

Gran-Quartz L.P.

Peter deKok
P.O. Box 33569
Decatur, GA 33033
800-458-6222
Fax: 770-621-9771
WWW.GRANQUARTZ.COM

IMEX Diamond Tools and Segments, Inc.

Robert E. Browning, Jr.
P.O. Box 55 / 50 Railroad St.
Barre, VT 05641
802-479-7995
Fax: 802-479-3429

Miles Supply Co., Inc.

Charlie Martin
P.O. Box 237
Barre, VT 05641
802-476-3963
Fax: 802-476-3954
info@milessupply.com
WWW.MILESSUPPLY.COM

N-E-D Corporation

Yvan LaBlanc
423 East Montpelier Road
Barre, VT 05641
802-476-6520
Fax: 802-476-7460

Ordway Electric Machines

Carroll Ordway
RR #1, Box 39
Washington, VT 05675
802-476-8011
Fax: 802-476-8011

Pike Industries

Randolph K. Pike
3 Eastgate Park Road
Belmont, NH 03220
800-283-7453 / 603-527-5100
Fax: 603-527-5101
WWW.PIKEINDUSTRIES.COM

Pyramid Supply, Inc.

Randy Reynolds
P.O. Box 368 / 87 Boynton St.
Barre, VT 05641
802-479-5332
Fax: 802-476-6909
worldsedgegetools@aol.com

Reynolds & Son, Inc.

Bruce Seel
P.O. Box 380
S. Barre, VT 05670
802-479-0101
Fax: 802-479-0135
bseel@reynoldsandson.com
WWW.REYNOLDSANDSON.COM

Stone Tech, Inc. Diamond Tools

Wolfgang Noetzold
P.O. Box 661
Barre, VT 05641
802-476-3122
Fax: 802-479-4140

Trow & Holden

Norm Akley
P.O. Box 475
Barre, VT 05641
802-476-7221
Fax: 802-476-7025

Vermont Quarries Corp.

Luca Mannolini
88 Church St.
Rutland, VT 05701
802-775-1065
Fax: 802-775-1369
vtquarries@aol.com

A. Bellavance & Sons, Inc.

Roland Bellavance
P.O. Box 398
Barre, VT 05641
800-257-2828 / 802-479-9311
Fax: 802-479-9777
bellavancetrucking@bellavancetrucking.com
bellavancetrucking.com

Granite Importers Trucking

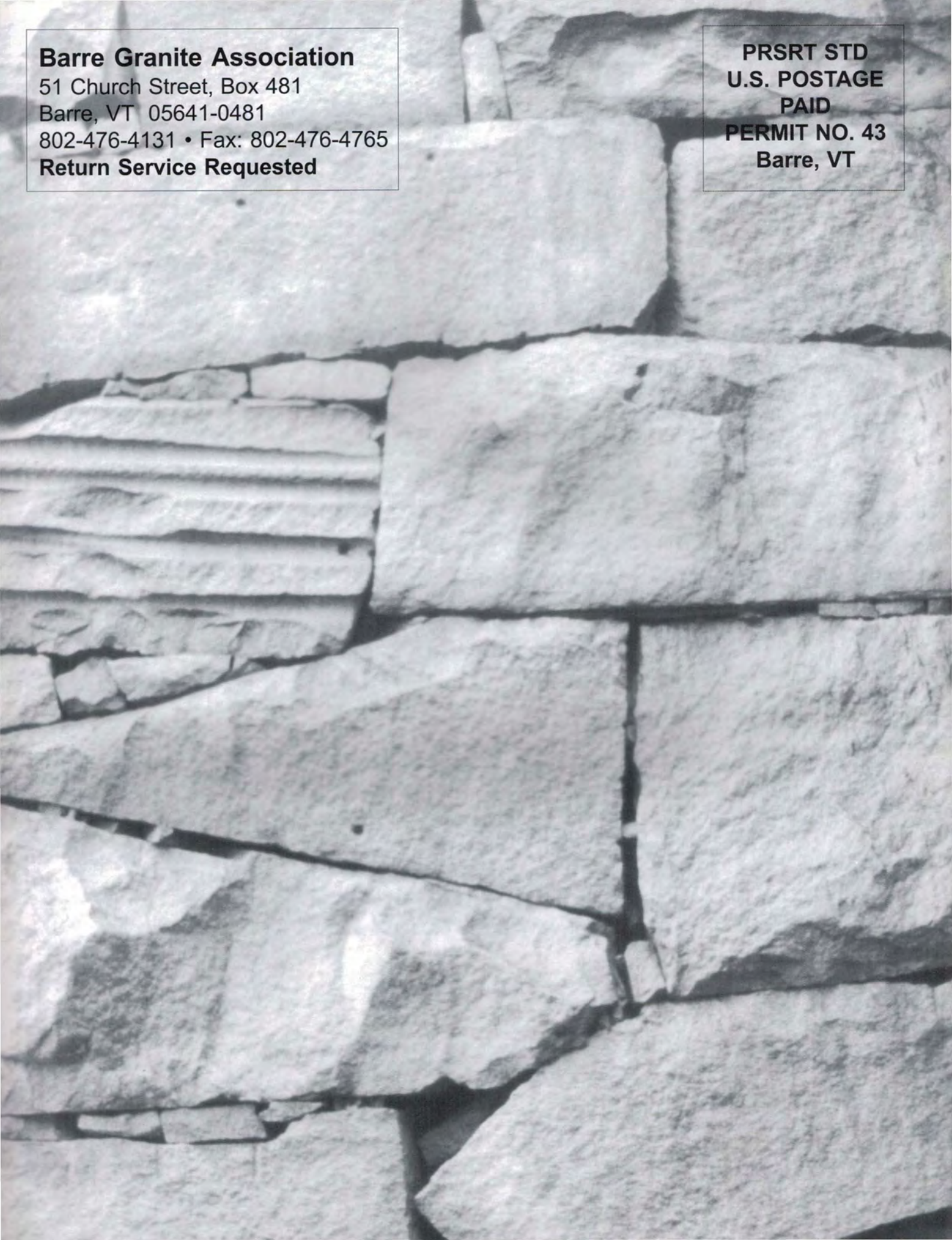
Ray Pouliot
P.O. Box 712
Barre, VT 05641
802-476-5812
Fax: 802-476-7349

***indicates voting
member status**

Parting Shot



Where it all starts



Barre Granite Association

51 Church Street, Box 481

Barre, VT 05641-0481

802-476-4131 • Fax: 802-476-4765

Return Service Requested

**PRSRT STD
U.S. POSTAGE
PAID
PERMIT NO. 43
Barre, VT**