

Barre

LIFE



FALL 2001 • VOLUME 30 • NUMBER 3

The Magazine of the Barre Granite Association



WILLIAM A. STERN
JULY 15, 1892
FEB. 5, 1955

SUSAN A. STERN
AUG. 17, 1895
MAY 29, 1967

—Joe's Custom Polishing and Manuf.—

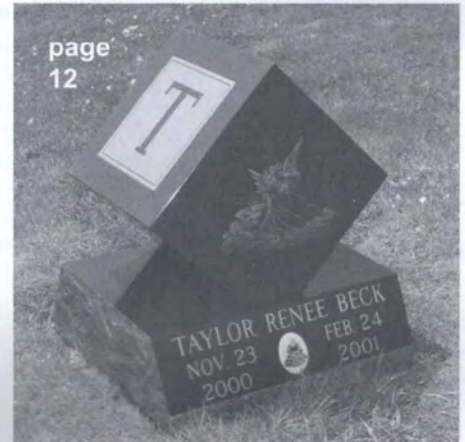


MANUFACTURED FOR:
Hamden Monuments

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Fall 2001

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Cover Memorial By:

Brookside Memorials

MANUFACTURED FOR:

Fox-McLellan Monument Co. - Ogdensburg, NY

Sandblast by Culture Craft Sandblast

Barre LIFE

FALL 2001

EDITOR

Elizabeth Gadbois
Tel: 802-253-5090

Email: beth@bethgadboisdesign.com

PHOTOGRAPHER

Jim Eaton

2001 BGA OFFICERS

Forrest Rouelle

President

Judee Chatot

Treasurer

John P. Castaldo

Assistant Treasurer

Charron Barney

Secretary

2001 BGA TRUSTEES

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James Tait

Twin City Custom Sandblast

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Executive Director

Charron Barney

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Michael Ornitz

North Barre Granite

Gwen Plante

Colombo Stoneworks

Mary Tousignant

Granite Importers

Rich Tousignant

Adams Granite

EDITORIAL OFFICES

P.O. Box 481 • 51 Church Street

Barre, VT 05641

Phone: 802-476-4131

Fax: 802-476-4765

Email: BGA@barregranite.org

Web address: www.barregranite.org

ADVERTISING SALES

Elizabeth Gadbois

802-253-5090

As we move into the fall season in Vermont, our thoughts are still on the events of September 11th. The Barre Granite Association and its member firms wish to extend our deepest sympathy to those who suffered injury and loss because of this terrible event. We are saddened by such a cowardly act, and although our country has been forced to walk this ugly road of war, we will emerge strong and united as we always have. Our staff is slowly getting back to normal, despite the daily news headlines that leave us all anxious and concerned for all Americans, especially those who have suffered.



We began our fall season with plans for a new video, which will be exhibited at the BGA booth during the MBNA show at Myrtle Beach. The video will document many monuments that display the superior craftsmanship of BGA member firms. Many fine pieces of work have been submitted so far and I have been reviewing the various clips as taping proceeds. One of the great things about Vermont is the foliage season, and we are taking advantage of the fall to display BGA monuments in various cemeteries such as Hope and Elmwood in Barre. We are also traveling to other cemeteries in Vermont where our BGA members have set beautiful works of art. I hope you will stop by our booth in Myrtle Beach for a visit and a chance to catch up on what's been going on in the BGA.

Some of the other changes we are working on are the ability for you to place orders at our web site. Several of you have mentioned this to us, and we are currently working with our bank and webmaster to make it happen. For those of you who enjoy the web experience, you will be able to visit us at www.barregranite.org and place an order for brochures, tapes, and jewelry. We have brought back the brochures "Honored in the Sacred Catholic Tradition" and "Remembered For All Time." These brochures continue to be quite popular and in high demand. You will also notice that we have added granite necklaces on the order form.

I will be heading to Fort Lauderdale for the 2001 StonExpo show from November 15-17th. The show will be held at the Broward County Convention Center and promises to be an outstanding display of stone products and equipment by hundreds of companies. On January 17-19 we will be in Baltimore for the Mid-Atlantic Monument Builders show, followed by the MBNA Convention in Myrtle Beach.

And as always, I hope you enjoy viewing the beautiful and artistic talents of our members, as well the articles we have put together in this issue. BGA members are grateful for your support and are here to assist you in any way they can.

Notes From The ED



THE GRANITE GUY

Education and training is the bedrock of any growing industry.

Be it computers, medicine, or even granite, the more skilled the labor force, the more successful the industry.

In the world of granite we are surrounded by skilled and experienced tradespeople. Carvers, sandblasters, etchers, draftspeople, innumerable men and women who turn an inert chunk of rock into a timeless work of art. But where once a child would follow in the professional footsteps of his father, the challenges we face in the 21st century are infusing our industry with new talent, skills, and yet another generation.

In Barre we are fortunate to have an educational resource to address these challenges. Gary Goodwin is the Granite Guy and has spent the past three years operating his own technical training center. He has been teaching sandblasting, stone cutting, finish work, free-form sculpture, stone polishing, and other techniques for over 20 years and in the granite business nearly all his life. In his words he has “an incurable disease called granite passion,” and loves what he does. He feels that to help the industry thrive we need more education and a better understanding of how rock becomes its intended form. “A number of young workers don’t know the basics of how to do carving or sandblasting, and try to rush through the process. You don’t achieve a quality product if you don’t learn from the ground up, and that takes time and lots of practice.” A sentiment echoed by many seasoned tradespeople.

The Granite Guy’s classes are small and intensive,

usually only two or three students. Classes run eight hours a day for five days for an introductory class and the same for the advanced session. Prior experience is not necessary, and by the conclusion of the advanced session participants will be ready to begin working in a plant having a strong hands-on knowledge of what is involved in sandblasting, stone cutting, and polishing. “I have had all kinds of people come here for training, from folks who want to pursue carving as a hobby, industry professionals, to one guy who had a particularly stressful job and wanted a vacation away from it all to work with his hands. While being in the trade is helpful, it is in no way a requirement to take any one of our introductory courses,” noted Gary.

Businesses looking to train employees, people in the industry, to the man off the street, all have a place at the Granite Guy Technical Training Center. For more information, to be put on the mailing list, or for a calendar of upcoming classes, contact Gary at 800-396-8049.





William B. Cumming, Donald Allen's (Granite City Tool) grandfather, began working in the quarries of Aberdeen, Scotland in the 1870s. By 1896 he was a skilled stone carver and co-owner of Cumming & Petrie, Granite Manufacturers of Aberdeen. In 1897 he had come to Barre, VT where he engaged in granite fabrication under the name of Smith & Cumming on Granite Street. By 1926 he had turned to monument retailing in Brooklyn, NY under the firm name of Cumming & Morgan (pictured).



One of the many granite manufacturing operations in the early 1900s. Photo courtesy of Robert Couture, Family Memorials.

Jet Stik – New Technology From Granite City Tool

Granite City Tool is pleased to introduce the *Jet Stik*, a small scale, hand held flame tool with a wide range of applications on granite, sandstone, bluestone, dolomitic limestone, and quartzite. It may be used by sculptors and monument retailers wishing to diversify by edging countertops, building panels, restoring non-slip surfaces on old steps, and even graffiti removal. Fueled by propane, the *Jet Stik* removes material rapidly without over heating, fracturing, or fusing the stone. The *Jet Stik* gives you the control, speed, and versatility needed for sculpting and texturing stone.



It was demonstrated at the American Monument Association's Open House at Granite City Tool in September of 2000.

Granite Festival A Success

This past September, the Barre Granite Museum hosted the "Barre Granite Festival," a celebration of the Barre granite industry and community. Several BGA manufacturers were in attendance giving demonstrations on etching, carvings, sandblast work, and other granite manufacturing processes. The event was held at the old Jones Brothers plant and future home of the Barre Granite Museum.



Factory tours, face painting, and bag pipes - all a part of the Barre Festival.



Joseph Bellavance
1928 – 2001

It is with heartfelt sorrow and sympathy that we at the BGA and throughout the granite industry note the passing of Joseph Bellavance. Joe died at home on July 26, 2001 after a brief illness with cancer. He was surrounded by his loving family and friends. Joe was president of **Aime Bellavance and Sons Trucking Company** in Barre, and a devoted husband, father, grandfather, and friend.

It is hard not to think of the granite industry and not think of Bellavance Trucking. As one of the largest hauling operations on the East coast, Bellavance Trucking has delivered more granite from Barre than any other operation. *Barre Life* magazine featured Joe and his operation in our Fall 2000 issue where he also graced our cover. He will be sincerely missed by all of us. Contributions in his memory may be made to Central VT Home Health and Hospice, 600 Granger Road, Barre, VT 05641.

BGA Quick Notes

1) We have new email addresses. For general emails please use BGA@barregranite.org. To contact Charron Barney (office manager) please use barneyc@barregranite.org. To contact John Castaldo (executive director) please use castaldoj@barregranite.org. After November 1, our AOL account will be closed and unusable.

2) New items in our store. Please take a moment to review the Barre Guild Store insert as we are featuring new items for your consideration. We have added a necklace to compliment the two styles of earrings we currently offer. Prices and ordering information can be found on the insert.

We have also brought back three brochures by popular demand. *Remembered For All Time, Honored in the Sacred Catholic Tradition*, and *To Be Remembered* are now back in our inventory of promotional items.

3) See you at the conventions. Please plan on stopping by the Barre Granite Association booth at one of the upcoming trade shows. We will be on hand to give you information about the Association and our members and hope you will take a moment to give us input on how we can better serve retailer's needs. Tell us what you think of our magazine's new look and updated content, and what you think of our website. We look forward to meeting you and hearing what you have to say.

StonExpo

– November 15-17, 2001 • Ft. Lauderdale

Mid Atlantic Monument Builders

– January 17-19, 2002 • Baltimore

Monument Builders of North America

– January 27-30, 2002 • Myrtle Beach

4) Our next issue will focus on signs. If you have any examples of signs from BGA members that you would like to share for publication, please submit them no later than December 1. Please include as much information as possible to assist with the story. Thanks in advance for your support and help.

Miles Supply Introduces “White Rubbing Paper” & Stone Pro Setting System

Miles Supply is proud to announce the availability of their all-new White Rubbing Paper. Available in 25 ½" X 100' rolls features include:

- **Tape-ability** – allows you to tape directly to the stone for a nice clear rubbing since the paper is constantly in a fixed position.
- **Fade-Resistant** – resists fading in direct heat and sunlight. When subjected to the “Dash Board Test,” Miles Supply White Rubbing Paper did not fade after three continuous days of sunlight on the dash of a pickup truck.
- **Scan-ability** – Unlike its blue paper counterpart, Miles Supply White Rubbing paper creates a black on white image that can be photocopied, faxed, and scanned.

In addition, Miles Supply has been named the exclusive North American distributor for the Stone Pro Setting System. The Stone Pro Setting System is easy and fast to use and boasts a number of features which would make it a great tool for your setting needs, including:

- Non-slip
- Non-chipping
- Non-marking
- Will not drag out setting compound
- Can be used to easily pick up resets
- Comes apart for easy storage and transport
- Lighter than other setting devices
- Self-adjusting, no tools or bolts needed
- No experience required for the perfect set



The Vermont Granite Museum was recently awarded \$675,000 by the Vermont Department of Commerce and Community Development through their Community Block Grant program. This grant will be used to fund the development of the new Stone Arts School located at the museum. The Stone Arts School is scheduled to open in late August 2002. Day and evening classes will be offered, as well as summer intensives. The need for this training is crucial at this time as many workers within the industry are retiring. They plan to provide classes to meet the needs of the industry particularly manufacturers, other related businesses, educators, and students.

Polonia Completes Major Historical Restoration

Polonia Development & Preservation Services Co., under the guidance of Gerardo Sanchez, recently completed a major historic restoration in Newburgh, New York. This district covers a one square mile area along the Hudson River. It is the largest historic district in the state of New York, containing more than 2400 architecturally significant buildings. Many of these structures, like Captain Henry “Bully” Robinson’s Mausoleum in the Old Town Cemetery (1713), are being restored to the splendor and beauty of their glorious past.

The Robinson mausoleum was designed in 1853 by Andrew Jackson Davis (the father of American Architecture and the founder of the American Institute of Architects), and it is the only Egyptian Revival monument in the world that consists of a pyramid erected atop a mastaba.

Captain Robinson died on March 9, 1866, aged 83

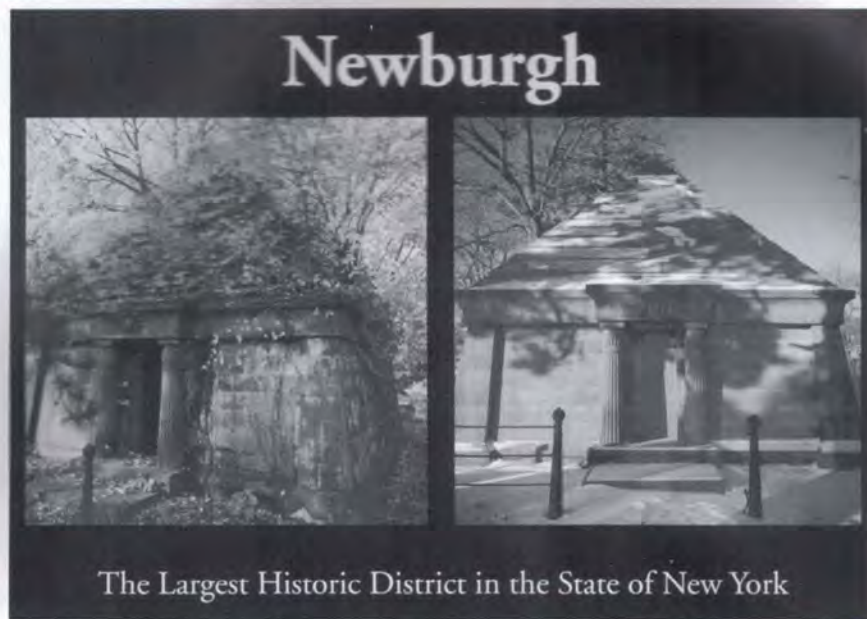
years and 10 months. Legend has it that “Bully” was always promising his wife a mansion facing the Hudson River, which turned out to be the famous mausoleum. There were no surviving children, and it is believed that the family became extinct with the passing of other distant relatives.

The \$50,000 restoration of the mausoleum came after

years of neglect and disrepair. Sanchez had to remove trees growing through the roof, repair cracking stones, clean the entire interior and exterior stones, and re-entomb the remains of the four family members buried inside the sanctuary.

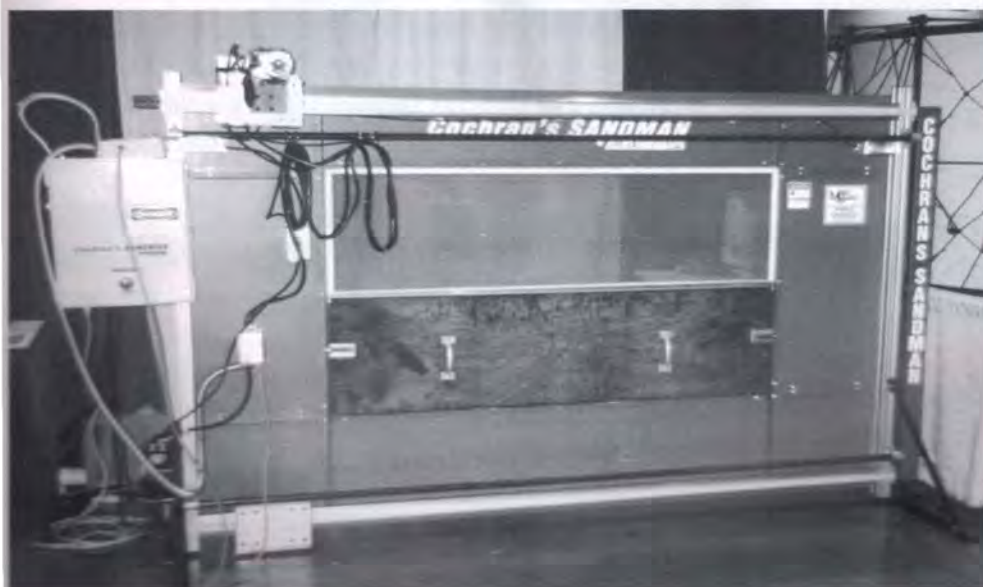
Thanks to the efforts of Polonia, Sanchez, and numerous community volunteers, the Old Town Cemetery and Robinson mausoleum have been brought

back to their original glory and splendor.



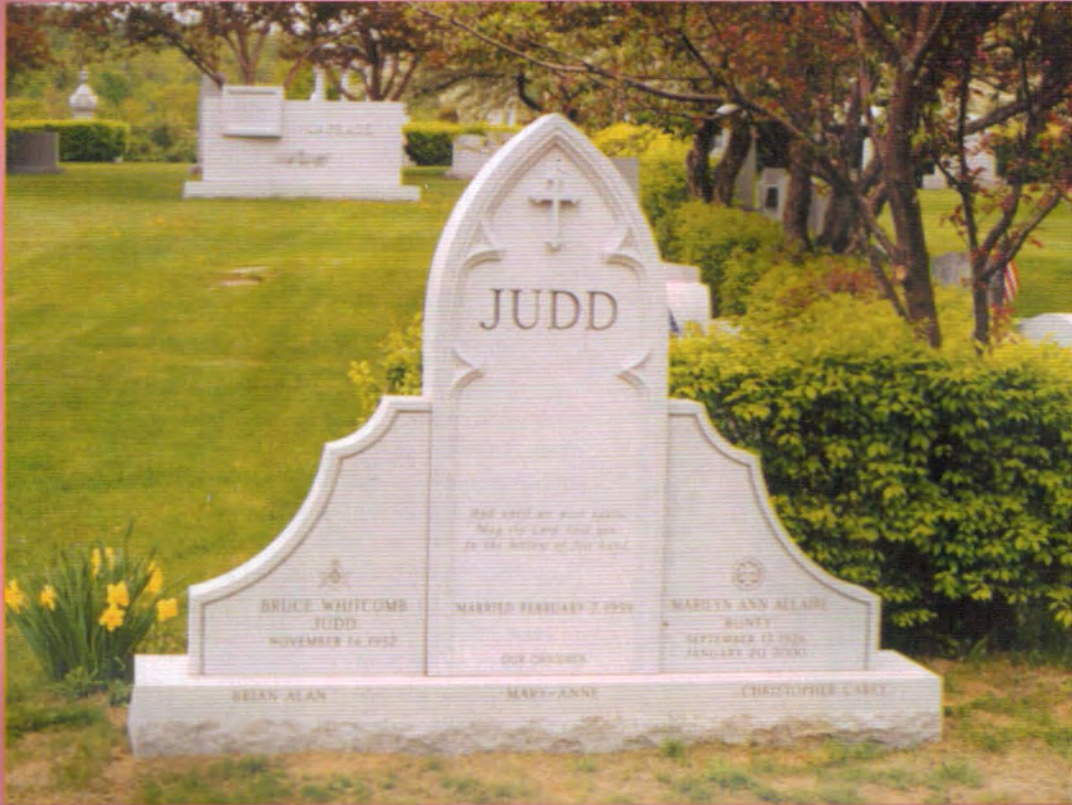
A postcard depicting the before and after of the Robinson Mausoleum.

Cochran's Introduces “The Sandman”



Cochran's announces a new, computerized Sandblast Curtain – custom made for the sandblast room. Cochran's Sandman is powered with an energy conserving 110-amp power demand at a maximum draw of 20 amps. A standard computer, along with custom software to receive the sandblast carving and lettering from your CAD software, will direct the Sandman to sandblast only areas with carving and lettering, not the entire stone. This new process will produce clean sandblast work in a fraction of the time taken by traditional sandblast curtains. See the Summer 2001 issue of *Barre Life* for more details.

North Barre Granite



Top

Gray granite, designed by Joseph Calcagni

MANUFACTURED FOR BRUCE JUDD

Die: 2-0 x 0-8 x 4-10

Base: 7-0 x 1-3 x 0-8

2 wings: 2-0 x 0-6 x 2-4

Bottom

Gray granite

MANUFACTURED FOR ANDRE LAPRADE

Die: 10-0 x 1-4 x 5-0

Base: 12-0 x 2-6 x 1-0

Rivard Granite



MANUFACTURED FOR:

Louois V. Sciolto Memorials, Cranston, RI

Die 2-6 x 0-8 x 3-2 All steeled with Raised rose carving

Base: 3-0 x 1-4 x 0-10 Steeleed 3 with cored hole for planting

GRANITE CITY TOOL CO.

IF YOUR BUSINESS IS SANDBLASTING MONUMENTS, THEN WE ARE THE ONLY SUPPLIER THAT HAS "EVERYTHING" YOU NEED



STENCIL AND FILLER
We stock every type of sandblast stencil for: Stone, Wood and Glass. We carry both the Anchor Continental and 3M brands and have over 40 types in stock for all your sandblasting needs.



GERBER SCIENTIFIC COMPUTER SYSTEM
STENCIL DESIGN AND CUTTING: We are the *only* stone trade supplier that offers both portable and automated stencil roller presses as well as the state-of-art computer cutting systems. As a matter of fact, we have every supply needed if your cutting stencil by hand, roller press, or computer. If we install a computer system for your business you will be trained by someone who knows computers and the monument business, a claim most of our competitors can't offer.



HIRONS AUTO-BLAST CURTAIN
SANDBLAST ROOMS AND CURTAINS. We have everything needed for sandblasting indoors and our trained sales reps can help recommend the size room and equipment needed for your operation. We have products from: Ruemelin, Hirons, ABC and more!!



NORTON STONEBLAST AND DYNABLAST
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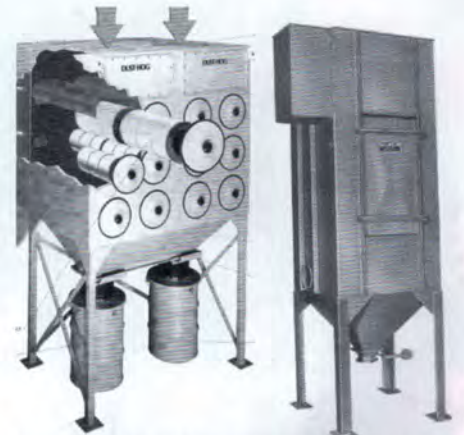
LINDSAY QUANTUM 80 COMPRESSOR
PORTABLE AND STATIONARY COMPRESSORS. We carry a complete line of compressors for both indoor and outdoor uses with fm ranges for small to very large air requirements. Our sales people can recommend the perfect brand and type of compressor based on your air requirements and needs. We also provide: Aftercoolers, Air Dryers, Airline Filters, Oil Lubricators and more, to maximize your air systems efficiency.



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SAFETY EQUIPMENT. We have all the equipment needed to sandblast safely and meet government standards. Helmets, Free-Air equipment and monitors, Respirators, Safety Glasses, Ear plugs and much more.



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For The Children

A Barre Life reader and monument dealer recently called us looking for any information we might have on unique examples of children's monuments. He said that while there were plenty of markers out there, the selection of unique monuments for children was extremely limited. The sensitive nature of this topic makes it all the more important to assist a grieving family in a timely manner, and if we could publish a grouping it would be of great help. Thanks to all the manufacturers and dealers who assisted with this article. If after seeing this collection, you have other pieces you would like to add, we would be happy to publish them in upcoming issues.





1. Ron's Custom Sandblast for Mount Pleasant Memorials - Gloucester, MA

2. Granite Industries of Vermont for Coeur D'Alene Monuments - Coeur D'Alene, ID

3. Colombo Stoneworks for R.T. Crouch Memorials - North East, MD

4. Montpelier Granite Works for N.F. Benedict & Sons - Middleton, NY

5. Courtesy of Gerry Granite Works

6. Twin City Custom Sandblasting

The second Sunday of December has been designated as **National Children's Memorial Day** and the last Friday in April has been designated as **Children's Memorial Flag Day**.

Compassionate Friends is a national non-profit self-help organization that assists families and individuals in need of support and comfort while grieving through the loss of a child of any age, from any cause. Over 15,000 people attend monthly meetings. The national headquarters are in Oakbrook, IL (877-969-0010) and the website is www.compassionatefriends.org. You can contact them to find out more about the organization or locate a meeting in your area.

A replica of the **Angel Memorial Monument** in Salt Lake City, Utah was created by **Riverton Memorial, Inc.** and will be erected in John Bator Park in Easthampton, MA. The statue is based upon the novel "The Christmas Box" and tells the story of a woman who mourns the loss of her child at the base of an angel monument. Since the Salt Lake City angel was dedicated in 1994, thousands of people have left flowers, cards, and mementos at the foot of the statue in memory of their beloved children who have died. The Easthampton memorial hopes to recreate the same type of healing for area families. The idea for this version came out of a Compassionate Friends meeting where one of the attendees noted the comfort he derived from visiting the Utah memorial.

Manufactured for **New England Granite Works, Westfield, MA**

Flash black pedestal, all polish taper four sides on base, flat top BRP. Flash black bricks inlaid around the monument with children's name, date of birth, and date of death.



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Don't need to look elsewhere



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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 Hiron

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.



Montpelier Granite Works



MANUFACTURED FOR:

Pesavento Monuments - Scranton, PA

Barre gray sign 10-0 x 0-8 x 3-0 Steel 2 balance rock pitch with hand tooled starburst.

Legs: 2-6 x 1-6 x 2-2 steel 3 BRP, sand blasted, carved and lettered

Adams Granite



MANUFACTURED FOR:

Gast Monuments - Chicago, IL

4-6 x 2-6 x 11-0

All steeled with shell rock, 4 sides

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
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Pepin Granite Company



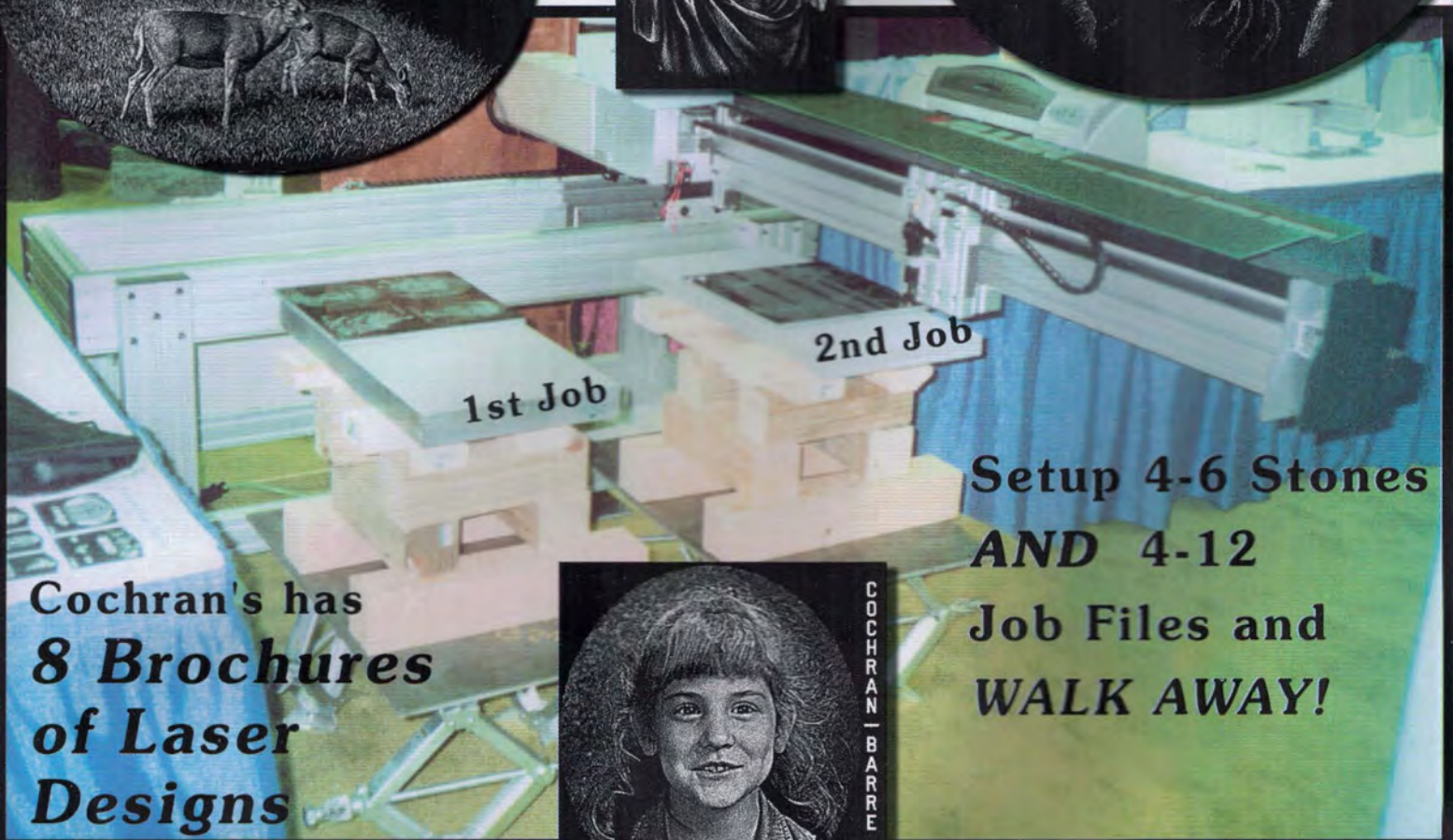
MANUFACTURED FOR:

Bainbridge Memorial Works, Inc. - Bainbridge, NY

Barre, all steeled war memorial for the town's war fallen servicemen. 11-0 long, by 1-0 wide, by 1-6 high

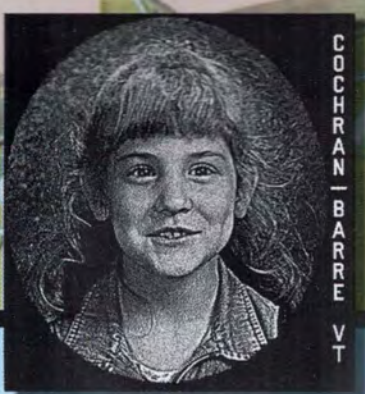
The **FIRST** company to create Laser-Etchings for the Monument Industry, now introduces

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of Laser
Designs**

to choose
from!



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

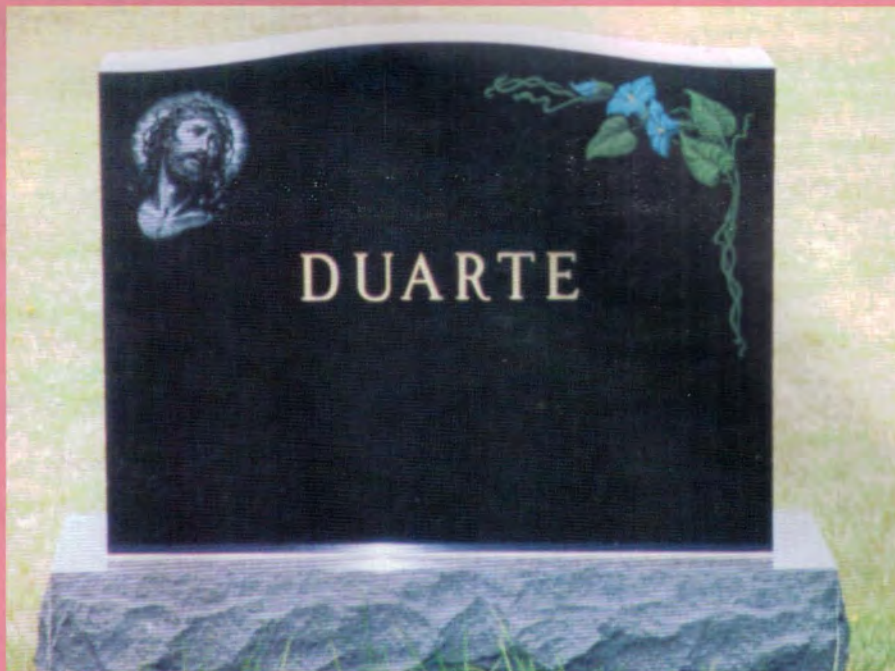
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Cochran's Inc., Barre, VT 802-479-1035 Fax:802-479-1036

Cochran's, Inc.



MANUFACTURED FOR:

Hancock Monument Co. - New Bedford, MA

Die: Oriental black, 3-0 x 0-8 x 2-4, polish 5, serp top, laser etched (front and back), hand etched and colored (front and back), sand-blast lettering (gold highlight)

Base: Oriental black, 3-6 x 1-2 x 0-10, polished flat top, balance rock pitch

Granite Industries of VT



MANUFACTURED FOR:

Sheffield Monuments - Chagrin Falls, OH

Medium Barre

Die: 7-0 x 0-10 x 3-4

Base: 8-0 x 1-8 x 1-0

Filling A Letter/Number

An interesting twist to the new millenium was the unforeseen problem of memorials having the first two digits of the deceased date "19__" but the year now is "20__." Maybe many folks didn't think they would be around to mark the turn of the century, but now thousands of monuments are having to be repaired to address this issue. In this edition of Tips and Tricks, we will show you how to fill a letter to prep it for re-sandblasting.



Step 1. Find a small piece of stone similar to the one you are repairing. Ideally, you may be able to take a sample from some inconspicuous place on the memorial.

Crush the stone into a loose powder using a clean hammer.



Step 2. Follow the directions on the epoxy can and mix the stone, epoxy, and hardener together in a disposable cup. Once blended, you will only have a limited amount of time to work.



Step 3. Pour it into the number/letter you need to fill.



Step 4. All air bubbles will need to be removed so poke the mixture into the hole making certain it is well packed and settled.

Points to keep in mind:

- This is a repair step, and not a brand new cut. It is an inexpensive and time efficient solution to replacing the whole stone.
- This method works best when the stone is removed from the grave site and brought into a shop for repair.
- The stone should be washed and thoroughly cleaned before beginning your repairs.
- Make certain that all the tools you will be using are clean. You do not want any residue such as rust or organic products mixed in with the stone and epoxy.
- Note: The epoxy MAY discolor with time. This will depend upon the type of epoxy you use and the environmental conditions the monument will experience. Again, this is an inexpensive alternative to replacing the stone, but not a perfect solution.



Step 5. After the recommended setting time, test the area for hardness. It should be very firm and able to be chipped away like stone.



Step 6. From there remove any excess mixture from the stone until the area is flat.



Step 7. Blow away the dust. Your monument is now ready to be recut and sandblast.

Rock-Solid Women

A female perspective on a male dominated industry

Way back in 1979 when we published our first issue of *Barre Life*, our cover story featured the women of the granite industry. Twenty-two years later we

are again taking a look at the fairer sex and the roles they play in a male dominated industry. Women can be found in most every level of operations, with a number of them owners or co-owners of their own manufacturing plants.

We chose five women for this story, Judee Chatot and Gwen (Bell) Plante were part of that very first story and are still active in the granite industry. Diane Cochran, Suzanne Begin, and Lee Ann Chaloux are all owners and operators of their respective companies.

Suzanne Begin
Secretary/Treasurer and Office Manager of Frank's Memorials. Started in 1984 in the office and with her sister Lee Ann, took the business over in 1993.



What do you see as some of the major changes/developments for women in this industry during your time in granite?

I have seen women bringing their talents and views of doing sandblasting and drafting. I have always felt that if a woman has the talent and the desire to do something then why shouldn't we do it?

Do you feel being a woman helps/hinders or doesn't affect your opportunities/advances in the granite industry?

At first, when I would go into the plant to order stock or check on orders, I would be stared at by the men in the plant. But after a while when I would come in and they realized I knew what I was talking about, I got their respect. After a while I would just come through like anyone else.

Other comments/thoughts?

I feel proud that my sister Lee Ann and I were able to take over a so called "man's world business" and have earned the respect of manufacturers and the dealers we work with.

Lee Ann Chaloux
President/Operator of Frank's Memorials. Started in 1985 in sandblast, and with her sister Suzanne, took the business over in 1993.



What do you see as some of the major changes/developments for women in this industry during your time in granite?

The presence of women in the granite industry is much more acceptable than in years past. My father hired me in 1986 to work in the sandblast department. I work hard, did my job well, and earned the respect of my co-workers so it was never an issue for me.

What are the top three issues you see facing the future of the granite industry and what needs to be done to address them? What would you like to see change/advance in the next 5/10 years?

1) Health care. More discussion is needed amongst all those involved in this industry to research and obtain a cost effective insurance company that will provide a good health care package. 2) Skilled labor. I feel we need to attract and teach the skill of this industry to individuals who will replace those retiring. 3) Competitive pricing. We need to have competitive pricing which allows a profit margin that's able to consume the rising cost of supplies and granite stock which is affecting a number of smaller businesses in this industry. I would like to see the above implemented in this industry over the next five years.

Other comments/thoughts?

I feel my presence in the sandblast dept. as being a

great asset for my company. It's a strong morale booster and it limits personality conflicts. The hard working employees in this industry need to have positive personal contact with the owners of the companies. It's amazing how far a pat on the back or nice compliment can go. People need to hear they are doing a good job.

Judee Chatot

President and co-owner with brother Charles of North Barre Granite. Started in 1976 working for father Jules, owner at that time. 2000 President of the BGA.



What do you see as some of the major changes/developments for women in this industry during your time in granite?

Computerization has dramatically changed the face of our industry. Employees and employers have become less gender biased, there are more single parent women in the workplace, and the attitude towards working women has changed as well, it is far more acceptable these days than in the past.

What are the top three issues you see facing the future of the granite industry and what needs to be done to address them?

What would you like to see change/advance in the next 5/10 years?

- 1) The influx of imports, 2) the shrinking skilled labor market (manual drafting, hand craft work, etc.), 3) the need for more educational programs to retain our artistic skills versus becoming more reliant on automated techniques.



Diane Cochran

Co-owner of Cochran's Inc. Joined husband Sherm in 1981 and assists in the operation of the company, design of new products, and creation of numerous marketing and advertising materials.

What do you see as some of the major changes/developments for women in this industry during your time in granite?

Some women are granite salespeople, draftspeople,

and customer service representatives. I think women are taking more leadership roles. Many are co-owners of granite businesses. They are serving on many committees relating to the industry. Within the last decade, several women served as president of the MBNA.

What are the top three issues you see facing the future of the granite industry and what needs to be done to address them? What would you like to see change/advance in the next 5/10 years?

The world is changing and the granite industry needs to keep pace with it. The last twenty years have brought a number of changes to our industry. We need to maintain our level of production, without sacrificing quality and craftsmanship. We need to maintain trained employees, or be able to re-train employees for new positions that will be created in the next decade. And, we also need to contain operating costs, so that our granite products aren't overpriced. With utility and oil prices getting higher, I'd like to see wind or solar-powered granite plants in the near future!

Gwen Plante

Co-owner with husband Bob of Colombo Stone-works. Still works in drafting. Started in 1973 as an apprentice draftsman.



What do you see as some of the major changes/developments for women in this industry during your time in granite?

At the time when I started my drafting career, there was only a handful of women doing this job. More and more women have entered the profession, hand etching has also become a great career for women.

What are the top three issues you see facing the future of the granite industry and what needs to be done to address them? What would you like to see change/advance in the next 5/10 years?

- 1) Escalating operating costs, 2) Affordable health care, 3) Influx of low cost imports, 4) Lack of skilled labor knowledgeable in art and design basics.

"I also wish to express my sympathy to everyone who has been affected by the terrible tragedy of September 11. May God bless you and help you through this difficult time."

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Adams Granite Co.

Kerry Zorzi
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Fax: 802-476-3027
adamsgrco@aol.com

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Stanislaw Lutostanski
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Fax: 802-479-2531
stlut@aol.com

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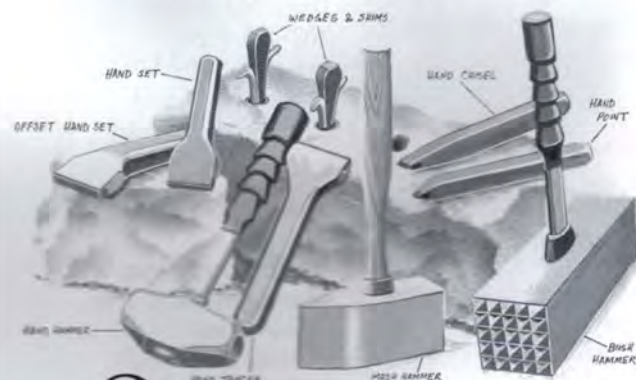
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