

### Doric Products, Inc. Breaking Ground on its new Facilities



A group of Doric employees excitedly gather around the equipment before construction begins.

MARSHALL, IL— Doric **Products Inc.** is breaking ground on a new building at the Marshall, IL location. The Doric Board of Directors approved the building plans at their August 2008 meeting. Every square inch of space in Doric's current facilities is being used to the fullest potential and a new building is the only way to meet the needs of our growing sales. The building will add 45,000 sq. ft. of manufacturing and office space.

The increase in sales can be attributed to a num-

ber of factors including the release of innovative marketing tools in the past 18-months. The modern graphics and the Electronic Show Room (Doric ESR) software have proven to be useful marketing aids. The show room graphics can be customized to fit the needs of individual funeral homes. Dealers who choose to use Doric ESR receive personal training on using the software. Computerized show rooms are becoming more commonplace and Doric is proud to ad-

vance to this next-level of advertising.

Another contributing factor to increased sales is undoubtedly the addition of new Doric dealers. The Doric dealer network has seen steady growth over recent years and is vital to the company's success. The Board of Directors is pleased with the strengthening network.

Doric Products, Inc. is a leader in the burial vault industry; offering both concrete top-sealing vaults and metal air-seal vaults. Call 1-800-457-0671 to find your local provider.

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### Document Management Webinar scheduled for the Death Care Industry online February 19th

**TAMPA,FL— eBridge Solutions** will be hosting a free webinar called "Document Management for the Death Care Industry" on Thursday, February 19, 2009 at 2 p.m. EST.

During the webinar, **Leslie Haywood**, eBridge Solutions' CEO, will discuss how document management is making a difference in funeral homes today by:

- Saving business owners time (instant access, no more misplaced files)
- Saving business owners money (decreased storage expenses, lower postage and supply costs)
- Increasing compliance (FTC, HIPAA and record retention requirements)
- Assisting in the "green" movement

John Loyless of Loyless Funeral Home in Land O' Lakes, FL, and one of his office staff will be on call to describe their first months with a document management system.

To register for this free event, send an e-mail to info@ebridge-solutions.com. Space is limited, so sign up today.

eBridge Solutions is a leading webbased document management innovator providing imaging, storage and retrieval services for insurance agencies nationwide. Clients maximize efficiency while ensuring compliance with state and federal record retention mandates, consumer privacy regulations and various corporate disaster recovery and business continuity policies. For more information, visit www. ebridge-solutions.com.





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# END A *of Events*

#### **CONVENTIONS**

South Carolina FDA Midwinter Conference & Expo - Feb 2-4, Columbia Metropolitan Convention Center, Columbia, SC. Exhibits. (800)445-3427.

Intl Conference of Funl Service Examining Boards -Feb 26-27, Kings Mill Resort, Williamsburg, VA. (479)442-7076

Georgia FDA Midwinter Expo - Mar 2-3, Georgia Railway Train Depot, Atlanta, GA. Exhibits. (770)592-8002

**California Assoc of Public** Cemeteries - Mar 26-28, Embassy Suites Hotel, San Luis Obispo, CA. Exhibits. (888)344-9858

Washington Cemetery & **Funeral Assoc Spring Con**ference - Mar 27, Embassy Suites Hotel, Lynnwood, WA. (888)522-7637.

**Preferred Funeral Directors** Intl - Mar 28-31, The Parker, Palm Springs, CA. (888)655-1566

North Dakota FDA - Apr 6-8, Ramada Plaza Suites, Fargo, ND. Exhibits. (701)360-3118.

Oklahoma FDA - Apr 6-8, Doubletree Hotel & Tulsa Convention Center, Tulsa, OK. Exhibits. (405)843-0730.

Iowa FDA - Apr 14-16, Gateway Hotel & Iowa State Convention Center, Ames, IA. Exhibits. (800)982-6561

**Catholic Cemeteries of the** West - Apr 14-17, Sheraton Park Anaheim, Anaheim, CA. Exhibits. (408)296-4656.

ADEC - Apr 15-18, Hyatt Regency Dallas, Dallas, TX. Exhibits. (847)509-0403.

Oregon FDA - Apr 16-19, Phoenix Grand Hotel, Salem, OR. Exhibits. (800)304-5095.

**NFDA Professional Wom**en's Conference - Apr 17-19, Sheraton Austin Hotel, Austin, TX. (800)228-6332.

ICCFA - Apr 20-23, Mandalay Bay Resort & Casino, Las Vegas, NV. Exhibits. (800)645-7700.

OGR - Apr 22-25, 2009, Gaylord Opryland Resort and Convention Center, Nashville, TN. Exhibits. (800)637-8030.

**Kansas Funeral Directors** & Embalmers Assoc - Apr 26-29, Capitol Plaza Hotel, Topeka, KS. Exhibits. (785)232-7789

Ohio FDA - May 20-22, Hyatt Convention Center, Columbus, OH. Exhibits. (800)589-6332.

Arizona Cemetery, Cremation & Funeral Assoc - May 28-30, Chapparal Suites, Scottsdale, AZ. (623)362-

South Carolina FDA - Jun 6-8, Myrtle Beach Resort at Grande Dunes, Myrtle Beach, SC. Exhibits. (800)445-3427.

North Carolina and South Carolina Cemetery Associations - Jun 7-9, Embassy Suites, Kingston Plantation, Myrtle Beach, SC. Exhibits. (803)419-0768 or (336)874-2974

Tennessee FDA - Jun 7-9, Marriott Hotel, Franklin, TN. Exhibits. (800)537-1599.

West Virginia FDA - Jun 7-11, Marriott Hotel, Charleston, WV. Exhibits. (800)585-2351

**Funeral Directors & Morti**cians Assoc of North Carolina - Jun 8-11, Embassy Suites, Winston-Salem, NC. Exhibits. (877)639-1400.

Texas FDA - Jun 8-12, Hyatt Regency & Palmer Event Center, Austin, TX. Exhibits. (800)460-8332

Independent Funeral Directors of Florida - Jun 11-14, Renaissance Resort World Golf Village, St. Augustine, FL. Exhibits. (850) 222-0198.

Louisiana FDA - Jun 14-16, The Bourbon Orleans Hotels, New Orleans, LA. (337)289-

Virginia FDA - Jun 14-17, Hotel Roanoke, Roanoke, VA. Exhibits. (804)264-0505.

Georgia FDA - Jun 14-17, Hyatt Regency Hotel, Savannah, GA. Exhibits. (770)592-8002

Pennsylvania FDA - Jun 15-17, Holiday Inn Harrisburg/ Hershey, Grantville, PA. Exhibits. (717)545-7215.

Wisconsin FDA - Jun 15-18, Kalahari Resort, Wisconsin Dells, WI. Exhibits. (800)648-5580

Maryland State FDA - Jun 20-25, Clarion Resort, Ocean City, MD. Exhibits. (888)459-9693

Alabama FDA - Jun 21-24, The Grand Hotel, Point Clear, AL. (334)956-8000.

Florida Morticians Assoc -Jun 21-25, Ramada Inn and Conference Center, Tallahassee, FL. (850)224-2139.

CANA - Aug 19-22, Marriott City Center Hotel, Denver, CO. Exhibits. (312)245-1077.

Washington State FDA -Aug 23-25, Campbell's Resort, Chelan, WA. Exhibits. (253)588-7111.

New York State Assoc of **Cemeteries Fall Conference** - Sep 13-16, Sagamore Resort, Bolton Landing, NY. Exhibits. (518)783-1134.

New Jersey State FDA - Sep 21-24, Bally's Atlantic City, Atlantic City, NJ. Exhibits. (800)734-3712

Washington Cemetery & Funeral Assoc - Sep 23-27, Coeur d'Alene Golf & Spa Resort, Coeur d'Alene, ID. Exhibits. (888)522-7637.

Catholic Cemetery Conference - Sep 29-Oct 2, Chicago Hilton & Towers, Chicago, IL. Exhibits. (888) 850-8131.

Selected Independent Funeral Homes - Oct 7-10, Hard Rock Hotel, San Diego, CA. Exhibits. (800)323-4219.

Pennsylvania Cemetery, **Crematory & Funl Hm Assoc** - Sep 27-29, 2009, Pittsburgh Institute of Mortuary Science, Pittsburgh, PA. (717)236-9970

NFDA - Oct 25-28, 2009, Boston Convention & Expo Center, Boston, MA. Exhibits. (800)228-6332

**Professional Grounds Man**agement Society - Oct 28-31, 2009, Louisville, KY. Exhibits. (800)609-7467.

CFSA Fall Conference - Nov 16-17, 2009, Crowne Plaza, Indianapolis, IN. Exhibits. (847)295-6630.

#### 2010

ICCFA - Mar 10-13, 2010, Grand Hyatt & San Antonio Convention Center, San Antonio, TX. Exhibits. (800)645-7700

Kansas, Missouri and Nebraska Funeral Directors Associations Tri-State Convention - May 2-5, 2010, Overland Park Convention Center, Overland Park, KS. Exhibits. (785)232-7789 or (573)635-1661 or (402)423-8900

West Virginia FDA - Jun 6-10, 2010, Marriott Hotel, Charleston, WV. Exhibits. (800)585-2351.

Virginia FDA - Jun 13-16,

### SEMINARS/MEETINGS

**The Funeral Service Profes**sional Association - meets every Sunday night online at 8pm for discussion at www. embalmer.com.

**The Academy Training Dates** - Feb 3, Cremation Solutions, Wisconsin; Feb 4-5, Boomers and Beyond, Wisconsin; Mar 24-25, Boomers and Beyond, Indiana; Mar 26-27, Community Presentations; Apr 21-24, AFP 101; Apr 28-29, Financial Aspects of Advance Funeral Planning; Jun 8-9, Boomers and Beyond; Jun 10-11, Community Presentations; Jul 21-24, AFP 101; Sep 10-11, Boomers and Beyond; Sep 15-16, Family Service Follow-up Programs; Oct 20-23, AFP 101; Oct 27-28, Financial Aspects of Advance Funeral Planning; Jan 19-22, 2010, AFP 101. The Academy Training Center, Franklin, OH, unless otherwise noted. (800)331-6270.

Maryland State FDA Midwinter Retreat - Feb 6-8, Clarion Resort, Ocean City, MD. (888)459-9693.

**MKJ Marketing Seminars** - Feb 9-12, "Receptions" Ski Seminar, The Westin Riverfront Resort, Beaver Creek, CO; Mar 9-10, "Receptions" Naples Grande Beach Resort, Naples, FL; Mar 11-12, "Event Planning" Naples, FL. (888)655-1566

Assoc of California Cremationists Operators Training - Feb 11, Embassy Suites, Sacramento, CA. (562)596-0464

Mt. Ida College and ADEC Online Courses - Feb 16-Mar13, Caring for Children and Families: Providing Psychosocial and Spiritual Assistance; Apr 6-May 1, Psychosocial Needs at the End-of-Life; May 4-29, Bereavement Care: Current Concepts and the Application to Practice; Jun 8-Jul 3, Complementary Therapy Integration in End of Life Care; Sep 14-Oct 9, Drawing Lines in the Sand; Oct 19-Nov 13, Spiritual Issues at the End of Life; Nov 16-Dec 18, Training Facilitators for Children's Programs and Bereavement Support Groups. (617)928-4649 or www.mountida.edu/ncde

CFSA Winter Seminar - Feb

### West Virginia FDA Midwinter Meeting - Mar 3-5, Marriott Hotel, Charleston, WV. (800)585-2351.

NFDA Advocacy Summit -Mar 30-Apr 1, Renaissance Mayflower Hotel, Washington, DC. (800)228-6332.

NFDA Family Business Conference - Apr 5-7, Thunderbird School of Global Management, Phoenix, AZ. (800)228-6332.

Academy of Graduate Embalmers of Georgia Clinic - Apr 20-22, Holiday Inn, Forsyth, GA. (877)840-6060.

All Hazards Management Symposium - Apr 21-23, Tri-State Fire Academy, Huntington, WV. (304)522-2006 or (304)525-8121.

Catholic Cemetery Conference Smaller Cemetery Seminar - Apr 23-26, Philadelphia, PA. (888) 850-8131.

NFDMA House of Representatives - Apr 25-28, Hotel DuPont, Wilmington, DE. (800)434-0958

American Board of Funeral Service Education Meeting - Apr 29-May 2, Crowne Plaza, Springfield, MO. (816)233-3747

New York State Assoc of **Cemeteries Public Affairs** Seminar - May 4-5, Desmond Hotel, Albany, NY. (518)783-1134

Catholic Cemetery Conference School of Leadership & Management Excellence - Jul 12-16, John Carroll University, Cleveland, OH. (888) 850-8131.

Assoc of California Cremationists Operators Training -Jul 14-15, Best Western Pepper Tree Inn, Santa Barbara, CA. (562)596-0464

ICCFA University - Jul 17-22, Mid South Convention Center and Veranda Hotel, Tunica, MS. (800)645-7700.

NFDA Leadership Conference - Jul 26-29, Chateau on the Lake Resort, Branson, MO. (800)228-6332

**ICCFA Fall Management** Conference - Oct 7-10, 2009, Washington, DC. (800)645-7700

Jewish Funeral Directors of America Seminar - Nov 1-5, 2009, St. Regis Monarch Beach Resort, Dana Point, CA. (781)477-9300.

#### 2010

ICCFA Wide World of Sales Conference - Jan 13-15,

2010, Riverside Hilton, New

West Virginia FDA Midwin-

ter Meeting - Feb 9-11, Mar-

riott Hotel, Charleston, WV.

(800)585-2351.

Orleans, LA. (800)645-7700.

# Outlook Group achieves Record Sales Year

FRANKLIN, OH- The Outlook Group, Inc. announced they have attained their 2008 sales goal of \$55 million. This marks the sixth straight year in a row the company has posted a record sales volume. The company Advance Funeral Planning Professionals wrote close to 9,500 funded contracts while assisting hundreds of funeral homes across America.

Outlook Group Founder, Chief Executive Officer and President, Mr. Charles W. Anderson said, "We are very pleased to report strong financial results and wish to sincerely thank all our sales counselors, affiliated funeral homes, leadership team members, corporate office staff and valued marketing partner, Thomas and Associates, without whom this record year would not have been possible." He added, "Despite the current economic climate in the country, we see continued strong sales growth, rising professional performance standards and improved customer service satisfaction. Everyone has done an outstanding job!"

The Academy, located at The Outlook Group, Inc., also posted a banner year. Over 130 students graduated from Academy training courses in 2008. Academy curriculum for 2009 was significantly expanded to include two new courses. They are: Boomers and Beyond: Building a Financially Viable Funeral Service Continuum and Leadership Lessons for 2009: Leading Funeral Professionals in a Changing Market. According to Company Marketing Vice President, Chris Kuhnen, "Early bird registration for 2009 courses is ahead of projections with the first training class of the year sold out by December 10, 2008." For information on any of the Academy courses contact Ms. Temeika Love at (800) 331-6270. Founded in 1985, The Outlook Group, Inc. is the only Funeral Service Solutions Company endorsed by two major state funeral directors associations. For more information about the company and any of its many services contact Mr. Charles W. Anderson, CEO and President c/o The Outlook Group, Inc. 121 East Second Street, Franklin, Ohio 45005. Call (800) 331-6270. Visit the company on-line at http://www.theoutlookgroup.com.

Nebraska FDA - Apr 27-29, Embassy Suites Downtown, Lincoln, NE. Exhibits. (402)423-8900.

Michigan FDA - May 4-7, Soaring Eagles Resort, Mt. Pleasant, MI. Exhibits. (800)937-6332.

Minnesota FDA - May 5-7, The DePot, Minneapolis, MN. Exhibits. (763)416-0124.

South Dakota FDA - May 11-12, Rapid City, SD. Exhibits. (605)246-9466.

North Carolina FDA - May 11-13, Twin City Quarter, Winston-Salem, NC. Exhibits. (800)616-2332

South Carolina Morticians Assoc - May 11-14, Charleston, SC. Exhibits. (866)711-3103

California FDA - May 18-20, Dolce Hayes Mansion, San Jose, CA. Exhibits. (800)255-2332

**Funeral Directors Assoc of** Kentucky - Jun 22-24, Hyatt Regency Louisville, Louisville, KY. Exhibits. (800)866-3211.

Western Pennsylvania FDA

- Jun 22-25, Bel Air Hotel, Erie, PA. Exhibits. (412)462-2288. Idaho Funeral Service Assoc - Jun 28-Jul 1, Whitetail Resort, McCall, ID. Exhibits. (208)888-2730.

Illinois FDA - Jun 28-Jul 1. Crowne Plaza Hotel, Springfield, IL. Exhibits. (800)240-4332

**Cemetery Assoc of Tennes**see and Georgia Cemetery Assoc - Jul 26-28, Double Tree Hotel, Chattanooga, TN. Exhibits. (615)714-9605.

NFDMA - Aug 1-5, Detroit Marriott & COBO Convention Center, Detroit, MI. Exhibits. (800)434-0958.

2010, Newport News Marriott at City Center, Newport News, VA. Exhibits. (804)264-3260.

**Catholic Cemetery Con**ference - Sep 14-17, 2010, Omaha Hilton, Omaha, NE. Exhibits. (888) 850-8131.

26-28, Hilton Marco Island Beach Resort, Marco Island, FL. (847)295-6630.

**Georgia FDA Legislative** Reception - Mar 3, Georgia Railway Train Depot, Atlanta, GA. (770)592-8002.

If you have a Convention, Meeting or Seminar that you would like to see listed here, send information to:

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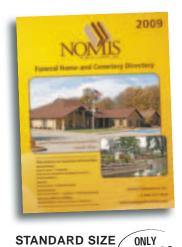
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### "All Men Are Cremated Equal: My 77 Blind Dates" now available on UndergroundHumor.com

WILTON, CT— UndergroundHumor.com is pleased to announce that mortician Elizabeth Fournier's book, All Men Are Cremated Equal: My 77 Blind Dates, is now available in its bookstore. Elizabeth Fournier is a writer, ballroom dance instructor, casino spokesmodel, wife, mother, and a small-town mortician who lives in Boring, OR.

UndergroundHumor.com has also announced its Valentine's Day Sweepstakes. Visit the website to see how you can win a signed copy of this great book and two solid chocolate caskets.

UndergroundHumor.com is the funeral service profession's subterranean source for gifts and novelties, featuring

# Elizabeth Journier

books, videos, t-shirts, scale models, antiques and more. Catalogs are mailed upon request or can be downloaded from their website at any time. For further information, visit www.UndergroundHumor.com or call toll-free at 1-800-961-6132.

### Grief Resources: How To Be A Friend To A Grieving Person

**EDINA, MN**— In their quick-read booklet, *Being A Friend To Someone Who Is Grieving ... what you can do and say*, **Barbara Moore** and **Dennis Williams** list four major categories that should be addressed before someone takes on the challenge of helping someone through his or her grief. Strength, patience, trust and wisdom make up this list. But, even before they presented their list, they emphasized that the prospective caregiver take a close look at his or her own well-being. Physical soundness and a healthy mental state are qualities that are likely to play an important role in this endeavor.

By providing these booklets to friends and family of those who have lost a loved one, funeral directors can ease the stress of those who choose to provide help to the survivors and minimize the hurt that some survivors experience from others during the grief process.

Being A Friend to Someone Who Is Grieving ... what you can do and say is available from the Grief Resources Catalog (www.griefresourcescatalog.com) and provides caregivers with critical information. The role of caregiver to a grieving person is not one that should be taken lightly since more than one person's health may be at risk.

A grieving person has a heightened sense of awareness often referred to as 'skinlessness'. The grieving person is extra sensitive to things other people do and say. In this booklet Moore and Williams provide suggestions on how you can help a friend who is experiencing grief as a result of the death of a loved one. It includes things you can do and say as well as things you should not do and say. The authors discuss levels of commitment, how to avoid misunderstandings, dealing with new social situations and more.

The authors point out that staying in touch can be very important. Cards, letters and phone calls can mean a lot. An occasional lunch or other social event wherein your friend's grief and recovery are not the main topics of conversation can be very helpful. Send flowers with a note expressing that your friend is in your thoughts. You might want to wait a while after the funeral to do this, though. The booklet is one of four that Moore and Williams wrote after they attended a grief support group following the deaths of their spouses. They wrote the booklets after they witnessed the problems that their friends and fellow-grievers experienced during that most-difficult time. The other booklets provide suggestions for dealing with adult children and a surviving parent, widowers, and on the job situations with co-workers and managers. The booklets are 16 pages plus cover, 51/2" x 81/2". Grief Resources Catalog (www.griefresourcesecatalog.com) carries more than 50 different grief booklets, books, tapes and DVD's - including the increasingly popular little booklets that will provide comfort for the grieving. For a free sample copy of Being A Friend to Someone Who Is Grieving ... what you can do and say or additional information or a free, printed catalog or to order materials, contact Grief Resources Catalog on the Internet at www.griefresourcescatalog.com. Write to Grief Resources Catalog at 5021 Vernon Avenue, #209, Edina, MN 55436. Call or fax Dennis Williams at (952) 922-3469. E-mail: williams@griefresourcescatalog.com.

### FUNERAL HOME & CEMETERY NEWS Section B

# Wilbert Inc. Splits into Two Independent Companies Wilbert Funeral Services and Wilbert Plastic Services

Separation creates

opportunity for

stronger strategic focus

by resulting companies

**BROADVIEW,IL**— The **Wilbert, Inc.** board of directors has unanimously approved a separation of Wilbert, Inc. into two separate companies, one focused on serving the funeral profession and the other on manufacturing and marketing plastic products. With this action, **Wilbert Funeral Services, Inc.** (WFSI) has been spun out of Wilbert, Inc. as a separate company and Wilbert, Inc. will operate as **Wilbert Plastic Services**. This split became effective on December 27, 2008.

"By separating these unique business units into two entities, we believe we will be able

to unlock the intrinsic value of both companies by allowing each company to pursue its unique, long-term strategic initiatives and address their diverse operational needs. Furthermore, the separation will permit each company

to focus on their respective business development opportunities and compete more effectively in their individual marketplaces," commented **C. James Mans**, chairman of the Board of Directors.

"This is an important and logical next step for our licensees, their customers and our employees who have a direct interest in the success of our funeral business," said **Wm. Anthony (Tony) Colson**, president and chief executive officer for WFSI. "We now have two companies, each with a sharpened strategic focus that will foster continued growth, solid operating performance and a clear vision on how best to build on the specific strengths of our respective businesses."

Mr. Colson continued, "The company that has been split from Wilbert, Inc. – Wilbert Funeral Services, Inc. – is anchored by two of the most recognized and respected product lines in funeral service – Wilbert Burial Vaults and Cremation Choices. This separation will allow us to continue to build a focused, mission-

driven company that leverages these two brands while pursuing growth opportunities within funeral service."

The separation will not have a material effect on the day-to-day lives of WFSI employees working at the company's Broadview facility nor with the

operations of the Wilbert licensee network throughout North America.

Wilbert Funeral Services, Inc. is the leading singlesource supplier of burial vaults and cremation-related products and services to North American funeral homes. From its offices in Broadview, the company licenses the right to manufacture burial vaults under the Wilbert trademark to a network of over 200 licensees and sub-licensees throughout North America.

# Bass-Mollett's new Green Collection of Funeral Stationery Products is a Huge Success

**GREENVILLE,IL**— Because of the overwhelming response to the introduction of their new "Green Line" register book at the NFDA in Orlando, **Bass-Mollett** has decided to add three more register books to their line, as well as boxed sets.

The public is becoming increasingly aware of the carbon footprints they are making on our planet even when it comes to their funeral stationery products. Bass-Mollett is aware that being green is a necessity and believes that their natural products will fulfill the growing needs of your company and most of all, exceed your clients expectations for an earth-friendly option.

Bass-Mollett's new eco-friendly collection includes register books and acknowledgment cards.



The collection features:

- Papers crafted of recycled cotton & abaca fibers, both acid and chlorine free ~
- Envelopes from certified post consumer waste ~
- Inks which are water soluble and natural based ~

When you choose this collection, you are contributing to awareness; taking a step towards a "greener" earth; and showing concern for generations to follow.

All products in our green line are FSC certified by the Forest Stewardship Council, supporting the conservation of forests and helping people lead better lives. For more information, visit www.bass-mollett.com or call (800) 851-4046.



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2006 Eagle Cadillac Ultimate Elite Hearse w/table dark blue, dark blue top, blue leather



1999 Eagle Cadillac Ultimate Elite w/table white, dark blue crown top, blue leather



2001 S & S Lincoln Six Door Limo black, black top, black leather



2000 Eagle Lincoln Ultimate Hearse white, white top, blue leather



2009 S & S Cadillac Medalist Hearse black, black top, black leather



2009 Eagle Cadillac Ultimate Hearse white, white top, stainless band, neutral leath



2006 Superior Cadillac Statesman Hearse black, black top, black leather



2009 Eagle Chrysler T & C Touring Funeral Van white, white top, neutral cloth



1996 Eagle Cadillac Coupe de Fleur Elite Hearse w/table black, black top, black leather



1998 S & S Cadillac Victoria Hearse dark blue, dark blue top, blue leatber



2009 Eagle Cadillac Ultimate Hearse silver, black top, black leather, strobe kit



2007 Eagle Chrysler T & C Touring Funeral Van white, white top, gray cloth



### Page B6 **Expanded Ownership accommodates Growing Demand at KMI Columbaria**

**KIMBERLY, BRITISH COLUMBIA, CANADA**— A growing demand throughout the U.S. and Canada for their patented columbaria system caused KMI Columbaria owners Harry and Sonia Stienwand to turn a strategic eye to their business. Ironically, the increased demand was coming at a time when they were looking to decrease their day-to-day involvement in the company they had created, nurtured and grown.

The solution was straightforward: their expanding business would benefit from new and expanded ownership.

Within sixty days of meeting with the Stienwands, a new ownership team was in place. On October 31, 2008, Mark and Wendy Fynn and Allan Diemert joined the ownership and management team at KMI along with KMI general manager Derek **Maher**. They bring to the company skills and experience in a variety of strategic areas, including real estate, advertising and financial services, complementing Maher's ongoing contribution as a fourth-generation funeral director. Company founder Harry Stienwand, referred to as the "Ambassador," retains a minority interest in KMI and is under contract to provide stewardship during the transition.

The team is enthusiastic about the growth opportunities for KMI and each is immersed in their roles. "When Harry told us initially that his was the best columbaria system in North American, we all agreed," comments Mark Fynn, President. "Since the acquisition I have traveled, on average, 10,000 miles per month and have personally had the pleasure of hearing firsthand from customers that indeed KMI is the best system marketed in North America."

While the new owners have innovative ideas for the growth of KMI, they are firm about maintaining the quality of products and service established by the previous owners. "Quality, integrity and innovation are the hallmarks of KMI," notes Fynn. "We pride ourselves in being able to conceptualize and deliver projects that no one else can offer, as well as providing comprehensive answers for every columbaria need."

Most members of the new ownership group have a role in the sales function. In addition, their responsibilities and titles include: Mark Fynn, President and Director of Human Resources; Wendy Fynn, Marketing Director and Comptroller; Derek Maher, General Manager (a role he has had since 2006); Allan Diemert, Project Manager and Production Manager; and Harry Stienwand, "Ambassador" and Director of Research and Development.

Additional information is available at 1-888-562-4744 or www.kmicolumbaria.com.

### **Eternal Image Becomes a Fully Reporting Company**

FARMINGTON HILLS, MI- Eternal Image, Inc. (OTC:ETNL.PK), a public company engaged in the design, manufacturing and marketing of licensed brand image funerary products such as caskets, urns, monuments and vaults, has announced that the Company's registration statement on Form S-1 has been declared effective by

the SEC. As a result of the registration process, Eternal Image has become a fully reporting company. The Company will now have an application submitted to FINRA (the Financial Industry Regulatory Authority) for approval to have its common stock traded on the Over The Counter Bulletin Board (OTC:BB).

"This is a major milestone for our company," said Clint Mytych, CEO, Eternal Image. "The SEC registration process took our team more than a year, including the prefiling preparation and drafting responses to the SEC's customary Comments. We have worked extremely hard to bring the Company this far."

"It is our goal to be on the OTC:BB this winter, which will make the stock more transparent for our shareholders," added Mytych. "We believe the future growth of Eternal Image relies on the open relationship we have with our investors. We are elated as a company to have reached this critical stage. This positions us to for considerable future growth and provides us with access to necessary growth capital." Eternal Image, Inc. also has announced that it has chosen Tantara Transportation Group to manage its product logistics. Tantara provides Eternal Image with product receiving, warehousing, inspection, handling, and shipping in addition to other services.

"We are more than pleased to have a partner in Tantara," said Mytych "Their attention to detail and customer service is exactly what Eternal Image needs considering the sensitive nature of our products. Their state of the art, computerized facilities bring enhanced efficiency to the warehousing and shipping of our product."

# **Eternal Image Finalizes** North American Distribution Arrangement with Wilbert **Funeral Services**

North America's Leading Burial Vault Manufacturer to Carry Full Line of El Products

FARMINGTON HILLS, MI— Eternal Image, Inc. (OTC:ETNL. PK), a public company engaged in the design, manufacturing and marketing of licensed brand funeral products, announced that it has expanded its distribution with Wilbert Funeral Services, Inc. of Broadview, IL, the largest vault manufacturer and marketer in the world, to include full distribution of its product lines in the United States and Canada.

Under the agreement, which began in January, Wilbert's network of more than 200 dealers will offer Eternal Image (EI) licensed products featuring iconic sports, pop culture, collectibles, religious, collegiate and pet brands.

"This agreement between Wilbert and Eternal Image assures that every funeral home in the US and Canada will have access to our products through a central location, and that we can market our products consistently across states and provinces," said Clint Mytych, CEO, Eternal Image. "We have worked extremely hard to reach this new level of market access, and we applaud Wilbert for its vision and confidence in us and the future of the funeral industry."

The agreement expands the understanding between the two companies that began in 2007, through which Eternal Image manufactures baseball appliqués and plaques that are used by Wilbert Funeral Services as a component in their vault products.

Tantara was founded more than twenty years ago and has hubs in Massachusetts, Ohio, California, and Illinois in addition to southeast Michigan. They began managing Eternal Image product earlier this year.

"Tantara is the complete package," said Donna Shatter, VP Operations, Eternal Image. "From brokering sea and air freight shipments to assisting with customs clearance to providing their own packaging and personal product inspections, I expect Tantara will be our 3PL provider for years to come."

For more information on Tantara Transportation Group, please visit http:// www.tantara.com.

Eternal Image, founded in 2002, is headquartered in Farmington Hills, MI. The company is the first and only manufacturer and marketer of licensed brand image funerary products. Currently, the company offers urns and caskets that feature licensed images from Major League Baseball, STAR TREK, Precious Moments, Collegiate Licensing Company, and the Vatican Library Collection, as well as pet urns featuring the American Kennel Club, and Cat Fanciers' Association. For more information about EI, visit www. EternalImage.net or call 1-888-6-CASKET.



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Eternal Image will continue to honor previous state and regional distribution agreements that currently reach across 26 states.

Eternal Image, founded in 2002, is headquartered in Farmington Hills, MI. The company is the first and largest manufacturer and marketer of licensed brand image funerary products. Currently, the company offers urns and caskets that feature licensed images from Major League Baseball<sup>™</sup>, STAR TREK<sup>™</sup>, Collegiate Licensing Corporation<sup>™</sup> and other well-known brands, as well as pet urns and garden memorial stones featuring the American Kennel Club™ and Cat Fancier's Association<sup>™</sup>. For more information about EI, visit www.EternalImage.net or call 1-888-6-CASKET. Wilbert Funeral Services, Inc. is the leading single-source supplier of burial vaults and cremation-related products and services to North American funeral homes. For more information, please call 888.WILBERT or visit www.wilbertonline.com.



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### Page B8 New Generation of Online Memorials help Preserve Family History

**SAN FRANCISCO,CA**— Families often use genealogy services to find out more about their ancestors. Now families can also turn to cemeteries and funeral homes that are using online memorials to save a permanent tribute to a loved one's life.

"When my family was looking for a way to record the stories of my grandmother's life, all the online memorial offerings I saw were either too expensive or too

limited in functionality. That's why **Famento** was created, to make online memorials that are powerful, yet easy to use and attractive," says Famento co-founder **Lauren Kwan**.

### Famento says obituaries are not just death notices, they are genealogical records

New memorial websites allow a family to capture a loved one's life, and share it with their friends and family. Some key features include:

- Multimedia biography
- More storage for photos and videos
- Multimedia timeline of the person's life
- Storage for important documents and files
- Collaborative creation by friends and family
- Ease of sharing
- Privacy controls

• Network for friends and family to stay connected Online memorials are increasingly in demand as Baby Boomers search for unique ways to be remembered, and younger generations embrace new technologies. Families that want help in creating these next generation memorials can ask their local funeral homes and cemeteries. Many forward-looking funeral homes already make slideshows and DVD presentations. By partnering with services like Famento, funeral homes can bring these presentations online.

Famento partners, such as **Byrgan Cremation**, started offering the Famento memorials as a value-added personal service to his customers. "We are a family owned business, so families are impressed that I can offer these online memorials. I am even going back to previous customers to create online memorials for them. It is easy to set up, and my customers have all been enthusiastic," says **Don van Straaten**, owner of Byrgan Cremation.

A multimedia online memorial helps preserve a loved one's lasting legacy, whether a family chooses a traditional burial, green burial, or cremation. Funeral homes and cemeteries looking to provide excellent personalized services for their customers are invited to join Famento's partnership program.

Famento Inc. is based in San Francisco. The company is dedicated to creating social tools that help people capture and share their interests and personal stories. For more information, contact Famento Inc., at (415)845-6663, email lauren.kwan@famento.com or visit www.famento.com.



### FUNERAL HOME & CEMETERY NEWS Section B FE Apex Casket now offers Presidential Casket

**POMONA**, CA — Apex Casket is pleased to announce the Solid Elmwood Presidential Casket. The Presidential is hand rubbed for a high gloss finish with a gold trim line around the casket, and bronze hardware giving funeral homes a luxurious casket offering at a price that is affordable for even the most budget minded family. These caskets feature a light champagne velvet beaded spread and full lining along with a tailored pillow, suitable for male and female alike.

In addition to the Presidential casket Apex continues to bring a full line of affordable quality caskets, both traditional and



innovative, to our funeral directors. We have a continued commitment to provide the funeral industry with quality products in conjunction with competitive pricing. Watch for more new product releases in the coming weeks.

To see Apex's entire product line, go to www.apexcasket.com. Email any questions to sales@apexcasket.com. You can also call to request a catalog at 1-888-680-6800.

### Homesteaders appoints Jack Stepanek and Dan Lodermeier to new sales positions

WEST DES MOINES, IA— Homesteaders Life Company Executive Vice President Steve Lang announced that Jack Stepanek has been appointed to the new position of vice president, account development services. In addition, Dan Lodermeier will assume the new position of director, field sales services.

Stepanek's responsibility will be for Homesteaders' marketing organizations and strategic partners while

Lodermeier will manage the account executive organization that provides daily support to the company's funeral home direct selling customers.

"The purpose of this new structure is to create greater focus on our



Jack Stepanek

two key but different distribution segments," Steve Lang said. "We want to enjoy growth in both areas of our business and through this sales department organization Dan and Jack will be able to concentrate their efforts on cooperatively meeting the different needs of our customers." A veteran pre-need sales professional, Stepanek's career in funeral service began selling pre-need at a funeral home in his native, Cedar Rapids, IA. Demonstrating his commitment to families and passion for sales, he advanced quickly in the organization and was promoted to general manager, responsible for five funeral homes and a cemetery. He expanded his career and went to work for a pre-need funding provider which was soon purchased by Service Corporation International (SCI), where he became a regional vice president. He joined Homesteaders in 2000 as

### Homesteaders Sponsors Handbook that Helps Cut Costs, Boost Revenue

"Survival Guide" Helps Funeral Directors Navigate Economy

**WALL TOWNSHIP,NJ**— If you are a death-care professional worried about your bottom line in this worsening economy, then it's time to pick up a copy of "The Funeral Director's Economic Survival Guide: A Comprehensive Handbook on How to Cut Costs and Boost Revenue."

Homesteaders Life Company, a leading provider of funeral insurance funding and support, is proud to be the exclusive sponsor of the book, published by Kates-Boylston Publications. "The Funeral Director's Economic Survival Guide' is an important and timeless resource for every funeral home owner, manager and associate," said Dean Lambert, vice president of marketing for Homesteaders. "We are proud to share a leadership role with Kates-Boylston Publications in providing solutions and resources to help you grow in service to the families of your community."

Inside, you'll learn: how to cut costs during an economic crisis; tips on buying and selling in a tough market; how taxation might change in the months ahead; how



Dan Lodermeier

director of account development and was promoted to vice president of sales in 2005.

Lodermeier has a long history with Homesteaders and its account executive program. This successful program is comprised of a proven group of trusted consultants committed to helping funeral professionals achieve success. Lodermeier was hired as Homesteaders' first account executive in 1991. In 1994, he was promoted to sr. account executive and in 1998 became regional director of the Midwestern territory. He managed the account executive team responsible for Minnesota, Iowa, Illinois, Indiana, Wisconsin, and part of Missouri. Homesteaders Life Company has a singular commitment to the success of its funeral home customers and to preserving the value of funeral service. Founded in Des Moines, Iowa in 1906, the company is a national leader in the funeral insurance industry and has been providing funeral insurance funding and support for more than 100 years. For more information about the company or its services, visit Homesteaders on the Web at www.homesteaderslife.com.

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to make the most out of preneed; marketing tips from an array of experts; and much more.

Thomas A. Parmalee, executive editor of Kates-Boylston Publications, noted that the Survival Guide includes 16 chapters and is almost 80 pages long. "In these tough economic times, it's imperative that funeral service professionals run their businesses as efficiently as possible because that's what their competitors are doing," Parmalee said. "The Funeral Director's Economic Survival Guide' shows how firms can boost revenue in tough times while continuing to provide great service to families."

The book is available by visiting www.katesboylston. com or by calling 800-500-4585.

A century old insurer founded 1906 in Des Moines, IA, Homesteaders Life Company is focused solely on funeral insurance funding and support. It is associated with more than 3,000 funeral homes and 8,000 licensed agents across the United States.

Kates-Boylston Publications, based in Wall, NJ, is the publisher of *American Funeral Director* and *American Cemetery* magazines. The company also publishes *American Blue Book of Funeral Service*, a shipping directory; *Funerals of the Famous, Funeral Service Insider* and other publications that serve the funeral service industry.

### **FEBRUARY 2009 Church Chair® introduces** The Defiant Chair<sup>™</sup>

**ROME,GA**— The Defiant Chair<sup>™</sup> is the newest addition to Church Chair's impressive chair line. This chair was designed and named specifically to defy high prices and cheap imported chairs. Made in America in their own factory, you can expect the same high quality, comfort, durability, elegance, value and legendary customer service as in all Church Chair<sup>®</sup> seating.

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The Defiant Chair

pany made its very first chair. For more information on their environmental policy, please visit http://www. churchchair.com/environmental\_data.php

If you are in the area, be sure to visit the Chair Factory Outlet located in Rome, GA.

Visit www.churchchair.com, email sales1@churchchair.com, or call 800-331-5411 to request more information. Ask about the free Sample Chair Program.



### FUNERAL HOME & CEMETERY NEWS Section B

The memorial is made of polished black granite and mea-

sures six feet long and five feet wide. The cemetery where

Smith is buried in the Bahamas has specific requirements

that only permit flat markers, but an exception was made

for Smith's stone. The design includes intricate etchings

of Smith and Daniel as well as a large center etching of

her favorite photo of the two of them together. In addi-

tion, it includes inscriptions for Smith, Daniel and her late

husband, J. Howard Marshall, II. A portion of Marshall's

"We understand the importance of family, and therefore

design and create memorials that tell stories in stone," said

Tom Evans, Jr., co-owner of Evans Monument Company.

"We were honored to work closely, here in Louisville, with

Larry Birkhead on Ms. Smith's memorial. The result was a

stunning monument that reflects her beauty, her zest for

life and her devotion to those she loved. Her monument

will be admired by people from around the world for years

Larry Birkhead, father of Smith's daughter Dannielynn,

and Howard K. Stern, the executor of her estate, joined Ev-

ans in the Bahamas for the unveiling of the memorial. Ev-

ans said that the biggest challenge in completing the project

was timing due to customs procedures in the U.S. and the

# **Evans Monument Company selected to construct Anna Nicole Smith's Memorial**

LOUISVILLE, KY- Louisville-based Evans Monument Company was selected to design and build the late Anna Nicole Smith's memorial. Representatives from Evans Monument Company recently traveled to the Bahamas to oversee the installation of the memorial which was to be installed prior to a special service held on her birthday, November 28. Smith, American model, actress and television personality, died unexpectedly on February 8, 2007. The memorial marks the graves of both Smith and her son, Daniel.

cremains were buried with her.

to come."



Bahamas, and transporting a stone with a total weight of approximately two and a half tons. The family was delighted with the monument. "Tom Evans and his group did a great job for us," said Birkhead, "I was honored to do business with an honest company from my hometown. They handled the project with sensitivity and compassion, overcoming many obstacles to deliver a truly beautiful stone on time."

'Whether a monument is destined for a local Lou-

isville cemetery or being shipped to a cemetery hundreds of miles away in the Bahamas," said Evans, "it receives the same attention as a monument being built for a member of our own family. It wasn't easy, but we invested the time and effort necessary to ensure the memorial was installed in time for Ms. Smith's birthday."

Evans Monument is owned by Tom Evans, Jr. and other family members, including his father, Tom, Sr., originally of Tompkinsville, KY. Their work can be seen in all local Louisville cemeteries, including Historic Cave Hill. They also design monuments for families throughout the country.

To see pictures of Smith's memorial as it was being installed, please visit www.evansmonument.com.

Evans Monument Company, a family owned firm, is committed to serving families by providing personal service by experienced and highly trained craftsmen. Products range from small single markers to large estate monuments. They offer a large variety of both granite and marble from quarries located throughout the world. They use only the best quality granite and cover each memorial produced with a perpetual warranty.

Evans Monument Company is located at 3204 Bardstown Road in Louisville. For more information, please visit www.evansmonument.com or call, toll-free, (866) 458-1434.

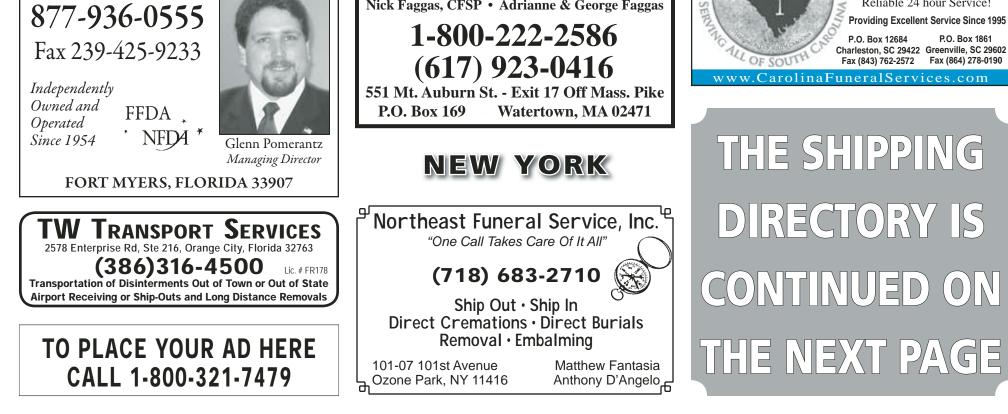


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FUNERAL HOME & CEMETERY NEWS Section B

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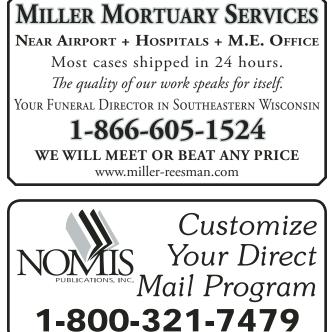
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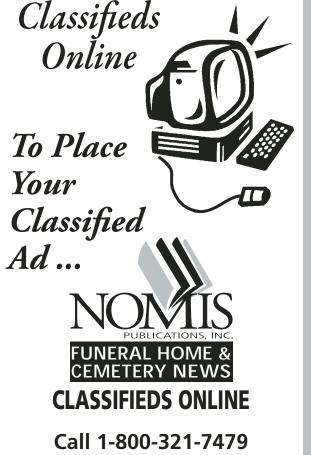
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ENTOR

**ARGEST** 

Price: \$12,875 Stock No: 6380 Miles: 78,600 Color: Black Vinyl Roof Color: Black Body Type: Limousine



2003 CADILLAC

Price: \$23,145 Stock No: 6284 Miles: 45,703 Color: Thunder Gray Vinyl Roof Color: Black Body Type: Limousine

Price: \$23,500 Stock No: 6414 Miles: 51,896



Price: \$19,999 Stock No: 6471 Miles: 76,376 Color: Black Vinyl Roof Color: Black Body Type: Limousine



Price: \$24,650

JATIONW



Color: Black Vinyl Roof Color: Black Body Type: Limousine

Price: \$25,250

Stock No: 6338

Miles: 22,215



Color: Black Vinyl Roof Color: Black Body Type: Limousine



Color: Black

Vinyl Roof Color: Black

Body Type: Limousine

DELIVERY





Miles: 80,473

Vinyl Roof Color: Black

Body Type: Limousine



Price: \$33,975 Stock No: 6320 Miles: 41,224 Color: Black Vinyl Roof Color: Black Body Type: Limousine



Price: \$29,000 Stock No: 6415 Miles: 75,068 Color: Black

Vinyl Roof Color: Black

Body Type: Limousine

DFL ACCUBUÌLT ACCUBUILT Volume Dealer of the Year 2008 Dealer of the Year 2008 Internet Manager - Maurizio "MO" Misilli E-mail maurizio@shasco.com Cell 516-816-9065 New Jersey Office – Joe Vasta E-mail jv4203@verizon.net Phone 201-851-7492 **ALTYHEARSE.COM** 



Hearses/Limousines Cont'd 8	
<ul> <li>1989 Black S&amp;S Cadillac Hearse. 45k miles, blue in- terior, nail proof tires, ga- rage kept, very clean! Asking \$3,000. Contact James Hen- ry (856) 547-3875, dmcgee@ bonrufuneralheme com.</li> <li>Richard Palandech 2009 Chevy Express Van w/casket table &amp; entry ramp 2009 Chevy Suburban w/entry ramp 2004 Chev Astro Van w/casket table &amp; entry ramp</li> </ul>	NOMES SUBSCRIPTIONS, INC. FUNERAL HOME & CEMETERY NEWS
henryfuneralhome.com.       8F       1995 Chevy Astro Van, gray         1994 Cad Eureka Coach, blk, 36k mi	Name
1996 Cadillac Fleetwood         1992 Chevrolet Astro Van, blue	Address
Coach. 47K miles, white 1990 Cadillac Funeral Coach, blk 1988 Cadillac Superior Coach, slvr/slvr	City
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HARRIS RADFORD

Sales & Finance Manager



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fax 770-919-2003



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**Funeral Director and** 

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2005 Cadillac S&S CoachW			Harrisburg, Pennsylvania	NYC area funeral home
2005 Cadillac S&S CoachW			area funeral home seeking	Scheduled days off, no on ca
2004 Cadillac S&S Coach			Pennsylvania licensed funeral	required. Privately owned
2003 Cadillac S&S Coach				
2000 Cadillac Superior Coach			director and an intern. Great	great working environment
1998 Cadillac M&M CoachBlk			schedule. Few evening re-	Submit your resume to
1992 Cadillac Federal CoachWI			movals. Health benefits. <b>Fax</b>	Nomis Publications, Inc.
1992 Cadillac Federal CoachSilv 1990 Cadillac S&S VictoriaBlk			resume to 717-541-9943,	PO Box 5159, Dept. 659
	•		Attn: Charlie. 9F	Youngstown, OH 44514.
2005 Cadillac S&S 6-Door LimoW		38 000 mi		-
2004 Cadillac S&S 6-Door Limo			We will <i>lend</i> you	MORAK OD VOUR
2003 Cadillac S&S 47" 6-Door LimoW				
2003 Cadillac S&S 47" 6-Door LimoW			Insurance A	
2003 Cadillac Eureka 6-Door LimoGr 1999 Cadillac Eureka 6-Door LimoW			Immediately	Our rate is
1999 Cadillac M&M 6-Door LimoBlk				$\sim$
1996 Cadillac Superior 6-Door LimoBlk				%
SPECIALTY				
2005 GMC Denali XLTW		72 000 mi		
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2006 CADILLAC S&S MEDALIST COACH W/22,000 MILES			2006 LINCOLN	S&S 6-DOOR W/20,853 MILES
SILVER EXTERIOR, BLUE INTERIOR	ORDE	R A NEW	BLACK EXT	FERIOR, BLACK INTERIOR
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BLACK EXTERIOR, GRAY INTERIOR		(D)	WHITE EXTERIOR	, BLUE INTERIOR W/8,423 MILES
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#### Wanted: NYS Licensed **Funeral Director**

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Looking for a New York State Licensed Director. Newly licensed/experienced for a NYC area funeral home. Scheduled days off, no on call required. Privately owned, great working environment. Submit your resume to: Nomis Publications, Inc., PO Box 5159, Dept. 659, Youngstown, OH 44514. 9F

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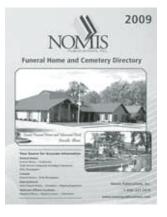


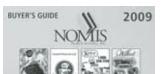




2003 CADILLAC S&S 47" 6-DOOR LIMOUSINE WHITE EXTERIOR, BLUE INTERIOR W/25,408 MILES

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2005 CADILLAC S&S MEDALIST COACH W/16,127 MILES BLUE EXTERIOR, BLACK INTERIOR W/ETC TABLE

2003 LINCOLN FEDERAL COACH W/40,279 MILES BLACK EXTERIOR, BLACK INTERIOR

1999 CADILLAC SUPERIOR COACH W/45,303 MILES BLACK EXTERIOR, BLACK INTERIOR

### NOT PICTURED

2000 LINCOLN EAGLE BLACK EXT BLACK INT W/49 600 MILES 1998 CADILLAC EUREKA BLACK EXT, BLACK INT W/55,285 MILES 1994 CADILLAC SUPERIOR HEARSE, WHITE EXT & BLACK INT 41,000 MILES

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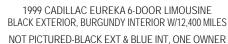
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2001 LINCOLN S&S 6-DOOR LIMOUSINE BLACK EXTERIOR, BLACK INTERIOR W/48,305 MILES







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1999 CADILLAC S&S 6-DR LIMOUSINE, BLK EXT & BLUE INT W/38,420 MILES

1996 CADILLAC 6-DOOR W/FLIP SEAT, SILVER EXT W/33,500 MILES

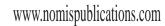












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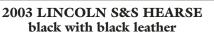
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1994 Cadillac S&S, Commercial Glass, Blue, Some Rust	\$4450
1994 Cadillac Federal, White, 119k mls	\$3950
1994 Cadillac Federal, 71k mls, Navy Blue	\$6950
1993 Buick Eagle, Navy Blue, 76k mls	\$4450
1993 Cadillac Superior, Silver, 58k mls	\$4450
1980 Cadillac S&S, White, 59k mls	\$2650

### LIMOUSINES

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2000 Cadillac S&S, 88", 5-door, Navy, 85k mls	\$8950
1996 Cadillac Eureka, Black, 53k mls, One Owner!	\$3850
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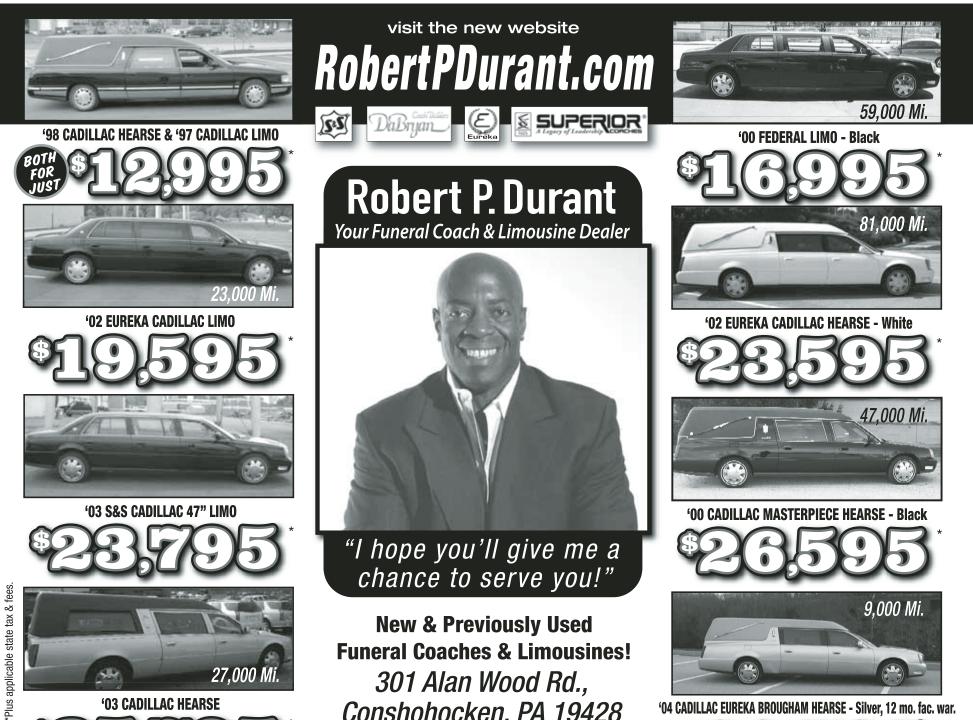
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