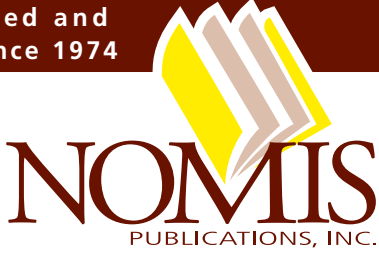


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# FUNERAL HOME & CEMETERY

# NEWS

SECTION B

APRIL  
2010

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Previously Published as the YB News • Still the Place for Your News!

## Heritage and Matthews introduce new Heritage Tributes Collection of Irish and Italian-Made Caskets

PITTSBURGH, PA— Heritage Casket Company, in conjunction with Matthews Casket Division, is pleased to introduce a new collection of *Heritage Tributes* Irish and Italian-built caskets, now available to funeral home customers of Matthews and its authorized distributors throughout the United States.

The new collection features finely-crafted hardwood caskets, built of species ranging from exotic mahogany and burl walnut to olive wood and cherry. Each casket will showcase unique theming, culturally specific to either Ireland or Italy. Irish-themed caskets include the *Dublin* and *Shannon*, and feature an intricately hand-carved image of the Claddagh, the traditional Irish symbol for love, loyalty and friendship. The Claddagh carving is complemented by an embroidered Celtic cross on the cap panel. Italian-themed caskets *Primera* and *Danieli* each boast colorful inlaid detailing over rich burl walnut. The *Da Vinci* depicts the Last Supper with an elegant carving set amid its piano gloss mahogany finish. The initial range features five core designs, but new models across key casket price points will be introduced over the coming months.

CONTINUED ON PAGE B10



The Primera



The Danieli



The Dublin

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## Family Firm Une Belle Vie memorializes Loved Ones with Compassion



Mike and Melody Jamali cut the ribbon at the grand opening of Une Belle Vie Memorial Urns.

ENGLEWOOD, CO— Mike and Melody Jamali, co-founders of **Une Belle Vie Memorial Urns** (<http://www.beautifullifeurns.com>), a Denver based provider of

exclusive, artistic and design-er urns, have announced their online store grand opening February 25th. The opening date commemorates what would have been their son

Eric's 22<sup>nd</sup> birthday. A private catered Grand Opening event dedicated to their son Eric was held at the company's headquarters.

CONTINUED ON PAGE B10

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almost a year, I'm so impressed by the quality of this vehicle. I've never had an issue with it, and it is by far the MOST VERSATILE VEHICLE WE'VE DRIVEN. Cremations are becoming more common, and I've used the urn enclave for a number of funerals. Any funeral director who wants to set himself apart should look into an Eagle Coach. IT'S CHANGED HOW WE DO BUSINESS.



## CREMATION SOLUTIONS

JEFFREY WAGES, WAGES & SONS FUNERAL HOME IN LAWRENCEVILLE, GA



We've been buying Eagle Coaches for 10 years. We made the switch to Eagle because of their STYLE AND THE VALUE FOR YOUR DOLLAR. We've found our vehicles to be RELIABLE AND QUALITY in every sense of the word. Maintenance has been extremely low—these vehicles easily pay for themselves in maintenance alone. Eagle Coach Company stands out from the competition in their dedication to fulfilling all the needs and requests of the funeral director. OUR COACHES PERFORM FLAWLESSLY, and I would definitely recommend Eagle Coaches to another director.



CHRIS MILLER, BARRON-MILLER FUNERAL HOME IN CHEEKTOWAGA, NY



## DIGNITY AND ELEGANCE





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”



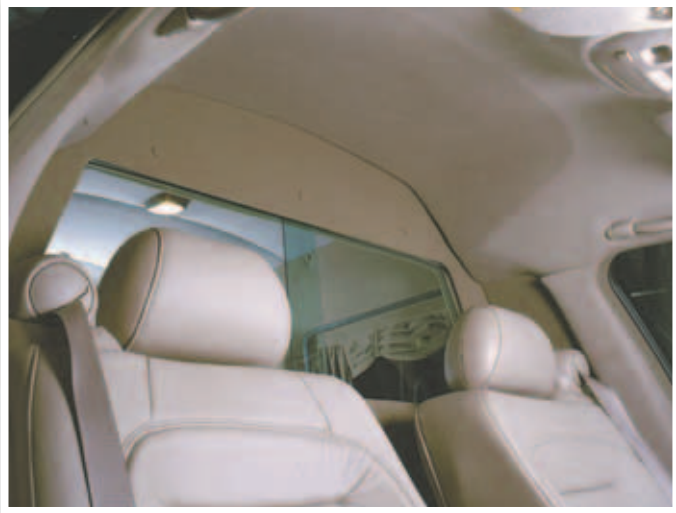
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Eagle Coach Company sets itself apart from their competitors in their service. THEY'RE SO PERSONAL, and they truly take care of their customers. We have owned other brands of coaches in the past, but when we had problems with the vehicles they didn't want to fix them. I've driven Eagle coaches for 10 years and have had virtually no problems with the vehicles. THESE VEHICLES ARE INCREDIBLY RELIABLE, with a sturdy construction that translates into having little or no maintenance. I would recommend an Eagle Coach to other funeral directors in a heartbeat.

”



SPACIOUS INTERIORS

TIM STEWART  
TIM STEWART FUNERAL HOMES, ATLANTA, GA



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# CALENDAR of Events

**CONVENTIONS/ CONFERENCES**

**ADEC** - Apr 07-10, 2010, Hyatt Regency Crown Center, Kansas City, MO. Exhibits. 847-509-0403. [www.adeconline.org](http://www.adeconline.org)

**NFDA Professional Women's Conference** - Apr 08-10, 2010, The Mulberry Inn, Savannah, GA. (800)228-6332. [www.nfda.com](http://www.nfda.com)

**California Assoc of Public Cemeteries Conference** - Apr 08-10, 2010, Embassy Suites Hotel, Monterey, CA. 888-344-9858. [www.cpac.info](http://www.cpac.info)

**North Dakota FDA** - Apr 12-14, 2010, Ramada Plaza, Fargo, ND. Exhibits. 701-360-3118. [www.ndfda.org](http://www.ndfda.org)

**Associated Cemeteries of Missouri Spring Seminar** - Apr 17-18, 2010, The Resort at Port Arrowhead, Lake Ozark, MO. Exhibits. 636-550-7723.

**Texas Cemeteries Assoc** - Apr 18-20, 2010, Omni Hotel at Southpark, Austin, TX. Exhibits. 817-336-0584. [www.txca.us](http://www.txca.us)

**Catholic Cemeteries of the West** - Apr 19-23, 2010, Renaissance Hotel Seattle, Seattle, WA. 408-296-4656. [www.ccwecare.org](http://www.ccwecare.org)

**Oklahoma FDA** - Apr 19-21, 2010, Embassy Suites Hotel & Convention Center, Norman, OK. Exhibits. 405-843-0730. [www.okfda.com](http://www.okfda.com)

**International Order of the Golden Rule (OGR)** - Apr 22-24, 2010, The Broadmoor, Colorado Springs, CO. Exhibits. 800-637-8030. [www.ogr.org](http://www.ogr.org)

**Ohio FDA** - Apr 27-29, 2010, Hyatt Regency Columbus Convention Center, Columbus, OH. Exhibits. 614-486-5339. [www.ofdaonline.org](http://www.ofdaonline.org)

**Kansas, Missouri and Nebraska FDAs Tri-State Convention** - May 02-05, 2010, Overland Park Convention Center, Overland Park, KS. Exhibits. (785)232-7789 or (402)423-8900.

**North Carolina FDA** - May 09-11, 2010, Sheraton Imperial, Research Triangle Park, NC. Exhibits. 800-616-2332. [www.ncfda.org](http://www.ncfda.org)

**Michigan FDA** - May 10-13, 2010, MGM Grand Hotel, Detroit, MI. Exhibits. 800-937-6332. [www.mfda.org](http://www.mfda.org)

**South Carolina Morticians Association** - May 10-13, 2010, Hilton Myrtle Beach Resort, Myrtle Beach, SC. Exhibits. 843-449-5000. [www.scmaintc.com](http://www.scmaintc.com)

**Minnesota FDA** - May 11-12, 2010, Kelly Inn, St. Cloud, MN. Exhibits. 763-416-0124. [www.mnfuneral.org](http://www.mnfuneral.org)

**Iowa FDA** - May 11-13, 2010, Iowa State Center & Gateway Hotel, Ames, IA. Exhibits. 800-982-6561. [www.iafda.org](http://www.iafda.org)

**South Dakota FDA** - May 13-14, 2010, Ramkota Hotel & Conference Center, Sioux Falls, SD. Exhibits. 605-246-9466. [www.sdfda.org](http://www.sdfda.org)

**Arizona Funeral Cemetery & Cremation Assoc** - Jun 02-04, 2010, Scottsdale Plaza Resort, Scottsdale, AZ. Exhibits. 480-649-1144. [www.afcca.org](http://www.afcca.org)

**West Virginia FDA** - Jun 06-10, 2010, Marriott Hotel, Charleston, WV. Exhibits. (800) 585-2351.

**Georgia FDA** - Jun 06-09, 2010, Sea Palm Resort, St. Simons, GA. 770-592-8002. [www.gfda.org](http://www.gfda.org)

**Tennessee FDA / TFSSC** - Jun 06-08, 2010, Embassy Suites Hotel & Conference Center, Murfreesboro, TN. Exhibits. 800-537-1599. [www.tnfda.org](http://www.tnfda.org)

**Indiana FDA** - Jun 07-10, 2010, Lucas Oil Stadium, Indianapolis, IN. Exhibits. 800-458-0746. [www.indiana-fda.org](http://www.indiana-fda.org)

**Independent Funeral Directors of Florida** - Jun 10-13, 2010, Grand Hyatt Tampa Bay, Tampa, FL. Exhibits. 800-386-8778. [www.ifdf.org](http://www.ifdf.org)

**New Mexico FSA** - Jun 10-12, 2010, Marriott Pyramid North, Albuquerque, NM. 505-842-7158. [www.nmfsa.org](http://www.nmfsa.org)

**Virginia FDA** - Jun 13-16, 2010, Newport News Marriott at City Center, Newport News, VA. Exhibits. (804)264-3260.

**South Carolina FDA** - Jun 13-15, 2010, Myrtle Beach Resort & Spa at Grande Dunes, Myrtle Beach, SC. 800-445-3427. [www.scfda.org](http://www.scfda.org)

**Assoc of California Cremationists Conference** - Jun 14-15, 2010, Bahia Resort Hotel, San Diego, CA. Exhibits. 562-596-0464. [www.acinfo.org](http://www.acinfo.org)

**California FDA** - Jun 14-16, 2010, Bahia Resort, San Diego, CA. Exhibits. 800-255-2332. [www.cafda.org](http://www.cafda.org)

**Texas FDA** - Jun 14-18, 2010, Moody Gardens Hotel & Conference Center, Galveston, TX. Exhibits. 800-460-8332. [www.tfda.com](http://www.tfda.com)

**Pennsylvania FDA** - Jun 14-16, 2010, Holiday Inn Harrisburg/Hershey, Grantville, PA. Exhibits. 800-692-6068. [www.pfda.org](http://www.pfda.org)

**Wisconsin FDA** - Jun 14-17, 2010, Marriott Madison West, Middleton, WI. Exhibits. 608-256-1757. [www.wfda.org](http://www.wfda.org)

**Oregon FDA** - Jun 16-19, 2010, Shilo Inn Suites Oceanfront Hotel, Seaside, OR. Exhibits. 800-304-5095. [www.ofda.org](http://www.ofda.org)

**Michigan Assoc of Municipal Cemeteries** - Jun 17-19, 2010, Bavarian Inn Lodge, Frankenmuth, MI. Exhibits. 269-471-1006.

**Maryland State FDA** - Jun 19-24, 2010, Clarion Resort, Ocean City, MD. Exhibits. 888-459-9693. [www.msfa.net](http://www.msfa.net)

**Idaho, Montana & Wyoming Tri State Convention** - Jun 20-23, 2010, Snow King Resort, Jackson Hole, WY. Exhibits. 208-888-2730. [www.ifsa.us](http://www.ifsa.us)

**Alabama FDA Midsummer Convention** - Jun 20-22, 2010, Grand Hotel, Point Clear, AL. 334-956-8000. [www.alabamafda.org](http://www.alabamafda.org)

**Florida Morticians Assoc** - Jun 20-23, 2010, Tampa Westshore Marriott, Tampa, FL. Exhibits. 813-477-2020. [lfdekatin@aol.com](mailto:lfdekatin@aol.com)

**Western Pennsylvania FDA** - Jun 21-24, 2010, Bel-Aire Clarion Hotel and Convention Center, Erie, PA. Exhibits. 412-931-5497. [rob@schellhaasfh.com](mailto:rob@schellhaasfh.com)

**Illinois FDA** - Jun 22-24, 2010, Hotel Pere Marquette & Peoria Civic Center, Peoria, IL. Exhibits. 800-240-4332. [www.ifda.org](http://www.ifda.org)

**Virginia Cemetery Assoc** - Jun 24-27, 2010, Ramada on the Beach, Virginia Beach, VA. Exhibits. 804-379-0627. [www.virginiacemeteryassociation.org](http://www.virginiacemeteryassociation.org)

**Virginia Morticians Assoc** - Jun 27-30, 2010, Fairview Park Marriott, Falls Church, VA. 804-469-9544. [www.virginiamorticiansassociation.com](http://www.virginiamorticiansassociation.com)

**FDA of Kentucky Convention & Midwest Regional Trade Show** - Jun 28-30, 2010, Louisville Marriott Downtown & Key International Convention Center, Louisville, KY. Exhibits. 800-866-3211. [www.fdaofky.com](http://www.fdaofky.com)

**Southern Cemetery Cremation & Funl Assoc, North Carolina Cemetery Assoc & South Carolina Cemetery Assoc** - Jul 11-13, 2010, Kingston Plantation Resort & Conference Center, Myrtle Beach, SC. Exhibits. 251-634-3434. [www.scfa.info](http://www.scfa.info)

**Assoc of Independent Funeral Homes of Virginia** - Jul 23-25, 2010, Hilton Oceanfront Hotel, Virginia Beach, VA. Exhibits. 804-643-0312. [www.ifhv@aol.com](http://www.ifhv@aol.com)

**NFD&MA** - Jul 31 - Aug 05, 2010, Harbor Beach Marriott Resort & Spa, Fort Lauderdale, FL. Exhibits. 800-434-0958. [www.nfdma.com](http://www.nfdma.com)

**Ohio Assoc of Cemetery Superintendents and Officials** - Aug 02-04, 2010, Holiday Inn, Boardman, OH. Exhibits. 614-885-5933. [oacsosecretary@gmail.com](mailto:oacsosecretary@gmail.com)

**Cremation Assoc of North America (CANA)** - Aug 04-07, 2010, Sheraton Waikiki Hotel, Honolulu, HI. Exhibits. 312-245-1077. [www.cremationassociation.org](http://www.cremationassociation.org)

**Fountain Academy International Conference** - Aug 05-08, 2010, Holiday Inn Convention Center, Springfield, MO. 417-833-5130. [vrffountain@earthlink.net](mailto:vrffountain@earthlink.net)

**Assoc of Alabama, Mississippi and Louisiana Cemeteries Tri-State Convention** - Aug 15-18, 2010, Perdido Beach Resort, Orange Beach, AL. Exhibits. 256-820-4611. [www.alabamacemeteries.org](http://www.alabamacemeteries.org)

**New York State FDA** - Aug 22-25, 2010, Saratoga Hilton, Saratoga Springs, NY. Exhibits. 800-291-2629. [www.nysfda.org](http://www.nysfda.org)

**Colorado FDA & Colorado Assoc of Cemeteries** - Sep 08-10, 2010, Embassy Suites Hotel & Conference Center, Loveland, CO. Exhibits. 303-791-2336. [www.cofda.org](http://www.cofda.org)

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

**Independent Funeral Directors of Georgia** - Sep 19-21, 2010, Hyatt Regency Savannah, Savannah, GA. 770-445-3180. [www.ifdg.org](http://www.ifdg.org)

**Preferred Funeral Directors International** - Sep 25-28, 2010, Ritz-Carlton Highlands, Lake Tahoe, CA. 727-524-8100. [www.pfdi.org](http://www.pfdi.org)

**New Jersey State FDA** - Sep 28-30, 2010, New Taj, Atlantic City, NJ. Exhibits. 800-734-3712. [www.njsfda.org](http://www.njsfda.org)

**Illinois Cemetery & Funeral Home Assoc** - Sep 29-30, 2010, Marriott Hotel & Conference Center, Normal, IL. 866-758-7731. [www.icfha.org](http://www.icfha.org)

**Selected Independent Funeral Homes** - Sep 29 - Oct 02, 2010, Walt Disney World Grand Floridian Resort & Spa, Orlando, FL. 800-323-4219. [www.selectedfuneralhomes.org](http://www.selectedfuneralhomes.org)

**Washington Cemetery & Funeral Assoc** - Sep 30 - Oct 02, 2010, Skamania Lodge, Stevenson, WA. Exhibits. 888-522-7637. [www.wcfa.us](http://www.wcfa.us)

**Jewish Funeral Directors of America** - Oct 03-06, 2010, Intercontinental, Chicago, IL. 781-477-9300. [www.jfda.net](http://www.jfda.net)

**NFDA** - Oct 10-13, 2010, New Orleans, LA. Exhibits. 800-228-6332. [www.nfda.org](http://www.nfda.org)

**Associated Cemeteries of Missouri Fall Seminar** - Oct 22-23, 2010, The Resort at Port Arrowhead, Lake Ozark, MO. Exhibits. 636-550-7723.

**Casket & Funeral Supply Assoc (CFSa)** - Nov 15-16, 2010, Crown Plaza Union Station, Indianapolis, IN. 847-295-6630. [www.cfsaa.org](http://www.cfsaa.org)

**Connecticut FDA** - Dec 02, 2010, The Hartford Marriott Rocky Hill, Rocky Hill, CT. Exhibits. 800-919-2332. [www.ctfda.org](http://www.ctfda.org)

**MEETINGS/SEMINARS**

**Illinois FDA Spring Seminar** - Apr 06-07, 2010, Hilton Garden Inn & Thema Keller Convention Center, Effingham, IL. 800-240-4332. [www.ifda.org](http://www.ifda.org)

**Academy of Graduate Embalmers of Georgia Annual Meeting** - Apr 12-14, 2010, Georgia Public Safety Training Center, Forsyth, GA. 770-445-3180. [www.ageg.org](http://www.ageg.org)

**All Hazards Management Symposium** - Apr 20-22, 2010, Tri-State Fire Academy, Huntington, WV. 304-522-2006 or 304-525-8121.

**The Academy Training Dates** - Apr 20-23, 2010 Advanced Funeral Planning; Apr 26, 2010 Continuing Care Program Development; Apr 27-28, 2010 Continuing Care for the Advance Planner or Aftercare Specialist; May 04-05, 2010 Financial Aspects of Advance Funeral Planning; Jun 22-25, 2010 Advanced Funeral Planning; Jul 12, 2010 Continuing Care Program Development; Jul 13-14, 2010 Continuing Care for the Advance Planner or Aftercare Specialist; Jul 20-21, 2010 Green Leads; Aug 24-27, 2010 Advanced Funeral Planning; Sep 21-22, 2010 Community Connections; Oct 19-22, 2010 Advanced Funeral Planning; Oct 25, 2010 Continuing Care Program Development; Oct 26-27, 2010 Continuing Care for the Advance Planner or Aftercare Specialist; Nov 02-03, 2010 Financial Aspects of Advance Funeral Planning. The Academy Training Center, Franklin, OH. 800-331-6270. [www.theoutlookgroup.com](http://www.theoutlookgroup.com)

**New Hampshire FDA & Vermont FDA Twin State Meeting** - Jun 22-23, 2010, Ashworth by the Sea, Hampton, NH. 877-886-4332. [www.nhfda.org](http://www.nhfda.org)

**Michigan FDA and The Outlook Group** - Jun 29, 2010 MAPP - Michigan Advance Funeral Planning Professional, Michigan FDA, Okemos, MI. 800-331-6270. [www.theoutlookgroup.com](http://www.theoutlookgroup.com)

**NFDA Leadership Conference** - Jul 11-14, 2010, Hyatt Regency Chesapeake Bay Resort, Cambridge, MD. 800-228-6332. [www.nfda.org](http://www.nfda.org)

**MKJ Marketing Seminars** - Jul 26-27, 2010, Westin Verasa Hotel, Napa Valley, CA; Jul 28-29, 2010, W Hotel, San Francisco, CA. 888-655-1566. [www.mkj-marketing.com](http://www.mkj-marketing.com)

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 2001 Miller Meteor Cadillac Onyx Hearse black, black top, black leather	 2001 Eagle Cadillac Ultimate Hearse black, black top, gray leather	 2000 Superior Lincoln Diplomat Hearse white, white top, blue leather

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



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## Frazer Consultants offers Affordable, Convenient Webcasting Solution

**WAUNAKEE, WI**— As technology continues to advance and enhance the number of services available to families, **Frazer Consultants** has cleared two obstacles for funeral homes that would like to offer webcasting as an option, but until now have been afraid of the added cost or the degree of difficulty to implement such a service.

With the introduction of its integrated DVD Tribute software with webcasting, Frazer offers a program that is easy-to-use; technologically reliable and priced to make sense for the funeral home and the families they serve.

The how-to process couldn't be easier. After using the Tribute Center software to create a personalized video for the family, you can broadcast a service live, record it and later burn both to the same disc. "In the same software that allows a funeral home to create a DVD Tribute video is a webcasting application," said **Matt Frazer**, president of Frazer Consultants. The obvious benefit is that a funeral director will only have to know how to use one software program, which is as easy to operate as point and click. All you need to go live is a video camera, laptop computer and a tripod. And making sure you have access to the web from any location is as easy as calling your cell phone provider.

If the family does not want a live webcast but still wants the service recorded, no problem. When the final version of the webcast is uploaded, it can be available online for viewing for 45 days at no extra charge. All the traffic will go through the funeral home's web site and not to a secondary location.

An editing feature allows superfluous footage to be excised from the finished product, as well as allowing for the possibility of transitional edits between areas of the service. Also, the software offers the capability of superimposing titles or captions. "If the service is a multiple location, you put the live video on hold while you travel to the cemetery," Frazer said. "You can insert a prepared slide that might say that 'the webcast will resume at 1 p.m., we are currently en route to the cemetery.'" All these tools are available so it will be just point and click for the user. (Note: No matter what your user level we will be there to assist you every step of the way.)

"A lot of funeral homes think this is harder than it really is because they never had anyone show them how to do it," Frazer said. "Once you actually see how this works, they will be confident that they can take the camera, set it up at the funeral home or in church and hit record. When the service is over, hit stop. It is that easy."

Frazer has contracted with a state-of-the-art server company to ensure optimal quality and reliability from virtually any point around the world. "Let's say that there is military personnel in Afghanistan or Iraq who wants to watch a service back in the states," Frazer said. They will be able to log in, and since they offer hundreds of servers spread across the globe, they will connect with the server closest to their location and receive a high quality stream of the web cast.

"We're built on a platform or a back-end technology that will allow more

than a million people to log on and view a service simultaneously," Frazer said. "It was important to align ourselves with the best technology that is out there and that is what we did."

Frazer added that the key to the service is affordable pricing that won't drive up the funeral bill, nor does the service lock in the funeral home to a punitive contract. "We offer the service to funeral homes in two ways that makes the most sense," he said. For funeral homes anticipating a high volume of webcasts per month, a flat monthly fee that offers unlimited service on a month-to-month basis. For those not sure how many families will opt for this service, Frazer also offers a pay-as-you-go model with no contract or minimums.

This program offers value on many levels. First, it connects a group of family and friends together to share in a solemn event no matter where they may be. Second, the end product for the family will be one disc that includes the video tribute and the recorded funeral. "What I think it does for the family and for the funeral home, it provides a lot more value on one disc for the family," Frazer said. "And I think that funeral directors will see their order rate for the duplicates skyrocket."

Frazer Consultants is a leading resource of funeral marketing and service technology, as well as personalized keepsakes and print materials. Headquartered five miles north of Madison in Waunakee, WI, the company's team of funeral home consultants have served families and the funeral industry since 2003.

## The Tie Bar offers low cost Neckties

**CHICAGO, IL**— While 2010 budgets are being trimmed in almost every category, outfitting a funeral home staff remains an unavoidable expense and many funeral home directors have gone online to discover a way to help reduce some of these costs.

Chicago-based neckwear company **TheTieBar.com** was founded in 2004 to provide stylish and affordable designer silk ties at a very affordable fixed price. With at least 800 necktie designs in stock at any given time, hundreds of funeral homes nationwide have found TheTieBar.com to be a stylish and affordable option and have become loyal customers. Each of The Tie Bar's neckties is handmade of 100% woven silk and identical in quality to many department store and designer ties sold at a much higher price.

Key features of The Tie Bar include:

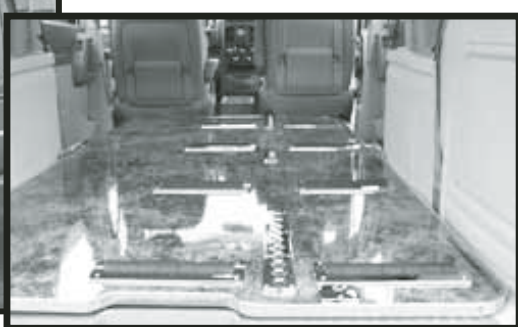
- Over 800 original-designed ties in stock at any given time (designs which are never discontinued)
- Sizes in regular, XL and XXL
- Easy-to-navigate search methods on its website (shop by color, style or pattern)
- Web-friendly assistance with online shoppers in matching their shirts with their ties
- How to tie a tie instructions
- Information on tie care
- Bowties, pocket squares, dress shirts and more
- Customized corporate and logo ties
- Instant E-Gift certificates
- Low flat-rate shipping for all orders

With easy online purchasing and great prices, The Tie Bar has become the 'tied-and-true' place for outfitting a funeral home staff.

Former lawyers and co-owners **Greg** and **Gina Shugar** launched The Tie Bar in 2004 after being fed up with paying a fortune for neckties. They created The Tie Bar to offer an affordable, stylish option for men looking to add to their wardrobe without the budget. The website, which is now the largest online retailer of neckties, offers hundreds of styles of 100% silk ties in a variety of colors and patterns at a very affordable fixed price. In addition to selling its ties, The Tie Bar also sells original design cufflinks, pocket squares and dress shirts, making it a one-stop-shop for business professionals and gift buyers. To learn more about The Tie Bar please visit [www.TheTieBar.com](http://www.TheTieBar.com).

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## Iconografix Inc. to publish "Miller Meteor: The Complete Illustrated History"

HUDSON, WI— In the spring of 2010, **Iconografix**, one of America's most highly respected publishers of transportation books, is launching the biggest and most comprehensive professional car history book ever. This tome documents the history of one of nation's largest and most admired professional car manufacturers and is actually a trilogy documenting, in detail, the story of three separate companies that had an extraordinary impact on evolution and development of the American professional car.

In 1957, two of the oldest and most illustrious names in the North American funeral car and ambulance industry merged to form a professional car manufacturing powerhouse. Right out of the gate, Wayne Corporation's Miller-Meteor Division charged into the front rank of this specialized, highly competitive niche industry. The Miller-Meteor chronicle is a most compelling one but, Miller-Meteor is really the story of three companies - one of which could trace its roots back to the days of the horse-drawn hearse the other to the dawn of America's motor age.

Founded by **Amos Miller** in 1853, the **A.J. Miller Company** started out making a wide range of hand-crafted, buggies, surreys, wagons, hearses and other horse-drawn vehicles eventually became an automotive body builder and then evolved into one of the most prolific manufacturers of funeral cars and ambulances in the country. Miller was a styling leader, an innovator and a respected name in this highly competitive segment of the American automotive industry. Through the years, **Miller-Built** funeral coach and ambulance bodies graced the chassis of some of America's most famous brands including Buick, Cadillac, Chrysler, LaSalle, Nash, Oldsmobile, Packard, Pierce-Arrow and Studebaker. Inspired styling and mass-production techniques made Miller funeral cars and ambulances among the most popular in the country.

Established in Piqua, OH in 1913, the **Meteor Motor Car Company** was founded by a dynamic individual who had become involved in the development of the automobile at an early age. Employing unorthodox marketing, production and



sales techniques and turning out high-quality, well-priced equipment, Meteor dominated the American professional car market for over a decade and quickly became the

world's largest manufacturer of ambulances and funeral cars - at the same time dabbling in such diverse products as phonographs and sleek, wooden speedboats! Like Miller, over the years, Meteor's coachwork could be found on the chassis of some of America's most prestigious marques.

Acquired by industrial conglomerate the **Wayne Works** of Richmond, IN in the early 1950s, A.J. Miller and Meteor were soon forged into a single, powerful entity that would brazenly challenge rival professional car manufacturers for industry dominance over more than two decades. **Miller-Meteor** rocketed into the front ranks of the highly competitive professional car marketplace of the late 1950s and on to a leadership position by the end of the 1960s by employing innovative engineering, quality craftsmanship and advanced styling elements combined with intelligent marketing and pricing policies.

The only definitive book ever published on Miller-Meteor and its illustrious corporate predecessors, this tome is an unprecedented trilogy - a multi-faceted history of three fiercely independent companies, the unique segment of the motor industry in which they were involved, their charismatic leaders and, most of all, their unique products. This volume showcases hundreds of never-before published original factory photographs covering three truly remarkable, yet interwoven, company histories.

Thoroughly researched and authored by **Thomas A. McPherson**, *Miller-Meteor: The Complete Illustrated History* is a fascinating, genuinely exciting corporate and product development saga conceived to illuminate a largely undocumented - and underappreciated - chapter in the annals of the American automobile industry. This volume will be a vital reference source for libraries, funeral directors, ambulance operators, automotive historians, professional vehicle enthusiasts, and anyone involved in or enamored with America's funeral car and ambulance industry.

Thomas A. McPherson is one of the best-known and most respected professional vehicle historians and authors in North

America. In addition to his landmark American Funeral Cars and Ambulances Since 1900 - still considered the "bible" of the professional vehicle hobby - Tom McPherson has authored four other corporate histories of American funeral car and ambulance manufacturers with his definitive volumes: *Flexible Professional Vehicles - The Complete History*, *The Eureka Company - A Complete History* and *Superior - The Complete History* and *The Henney Motor Company - A Complete History*. McPherson has also written numerous feature articles on professional cars, their manufacturers and the history and development of these specialized vehicles for funeral service and antique vehicle publications throughout North America. His extensive knowledge of the vehicles and the professional car business has earned him the title of being the "official industry historian" from the manufacturers themselves. As such, he has been the recipient of many companies photographic and literature archives over the years which he has made available through his many books and other published works. McPherson resides in Toronto, Ontario.

Iconografix was formed in 1992 as a publishing company specializing in books for transportation enthusiasts. Publishing in a number of different areas, the massive Iconografix catalogue includes books detailing the histories of automotive marques, automobile racing, buses, professional vehicles, construction equipment, emergency equipment, farming equipment, railroads and trucks. The Iconografix imprint is constantly growing and expanding into new subject areas and currently contains books authored by many of the leading experts in specific transportation fields.

With rich, well researched texts and outstanding reproduction of original and often never before seen photographic images, Iconografix has quickly become the number one source for photographs and reliable information for transportation enthusiast's world-wide. Enthusiastbooks.com is the consumer sales division of Iconografix Inc. This popular website was established in July 2005 with about 300 titles and now contains over 6,500 titles from over 400 publishers. Iconografix, Inc. is also the parent company of **The Transportation Book Service**. For more information please contact: www.enthusiastbooks.com

## Mark Thomas named great printer by Printing Industry of Minnesota

SLEEPY EYE, MN— **Mark Thomas Co.**, based in Sleepy Eye, MN has been named as a Great Printer by *Printing Industry of Minnesota* (PIM), a state trade organization (www.pimn.org). The PIM Great Printer program recognizes printers for their efforts in environmental and safety operations. Printers in this program have improved the environment by using less hazardous solvents to clean the presses; purchasing wind generated electrical energy, and many other "green" initiatives. Participation in the Great Printer Program requires an annual audit and completion of "beyond compliance" projects that have an environmental or an employee health or safety benefit to them.

"We qualified for this honor with two 'Beyond Compliance' projects," said **Mark Beito**, president, Mark Thomas Co. "The first project is our use of 100% wind-generated electricity for our printing, woodworking and ceramics operations - only one other printer in the program is at 100%. The second is our Tree of Life reforestation project, in which we plant a tree for every funeral urn we sell. The trees are planted in the Superior National Forest in northern Minnesota in cooperation with American Forests, the nation's oldest non-profit citizen's conservation group. In addition, we have a third Beyond Compliance project we just completed: the installation of new ergonomic workstation floor mats throughout our facility, improving the health of our employees."

"Going Green' and participating in the PIM Great Printer Program just not good for the environment; they also make good business sense too," said Beito. "Our 'green initiatives' help us maintain our position as a low cost producer offering very competitive prices to our customers."

Participation in the PIM Great Printer Environmental Initiative is a totally voluntary effort by printers to demonstrate their commitment to minimize their company's impact on human health and the environment while producing quality printed products for their customers. Great Printers go beyond what is required by government regulatory agencies in environmental, health and safety compliance. Great Printers are green printers. The PIM Great Printer Environmental Initiative has been in place for over ten years. It evolved from the Great Printers Project, which was a collaborative project undertaken initially by the Council of Great Lake Governors, the Environmental Defense Fund, and the Printing Industries of America, Inc.

Headquartered in Sleepy Eye, MN, Mark Thomas Co. has been dedicated to serving America's funeral directors since 1991. Mark Thomas carry a full line of products including memorial folders, acknowledgments, register books, prayer cards, bookmarks, service bulletins, funeral director thank you cards, and Chapel Craft urns, crosses and crucifixes. They also offer a grief information series as well as other memorialization items. To view product offering visit [www.markthomasco.com](http://www.markthomasco.com).

## Funeral Home Resource partners with ASD

FT. LAUDERDALE, FL— **Ron R. Browning**, president of **Funeral Home Resource**, announced a new partnership with the industry's leading telephone answering service that rounds out the company's service offerings.

The partnership with ASD (**Answering Service for Directors**) is significant because it allows customers to implement cutting edge technology and integrate their websites with an automated phone answering and messaging system and enables Funeral Home Resource to boast the capabilities of a full-service, on-line marketing partner.

In addition to offering free listings on the FuneralHomeResource.com directory, which features over 35,000 nationwide funeral home and cemetery listings, Funeral Home Resource develops and maintains customized, search engine optimized websites for funeral homes and cemeteries along with a full complement of online marketing services.

Funeral Home Resource has achieved success by enabling its web design clients to stand apart from the competition by applying the most advanced search engine optimization, analytics and link building techniques to capture a greater percentage of business from the more than 11 million funeral home searches each month on Google. These services have already earned several participating funeral homes first-page and top-result ranking for their city on Google.

With measurable results and a system of monthly reporting, Funeral Home Resource provides in-depth analysis that enables customers to continually evaluate and improve their online marketing methods—a novel approach for an industry that has typically relied on traditional direct marketing and printed communications.

FuneralHomeResource.com was launched in August 2009 by Ron R. Browning, an e-Commerce expert who founded Rockwell Group, an internet strategy consultancy to Fortune 500 companies. Browning also founded Creditland, a financial services lending platform that generated more than 1 million unique visitors per month. The company will be featured in the "Industry Leader" segment of the upcoming NFDA-TV show.

Since 1972, ASD has been owned and managed by the Czachor Family. A 15,000 sq. ft. custom-designed, state of the art facility in Media, PA boasts a fiber-optic SONET Ring network that connects to a national phone network along four different routes to eliminate the chance of service failure.

## Company Transforms Biz of Marketing Funeral Homes and Cemeteries

## Inexpensive, Quick-Read Grief Booklets from Grief Resources Catalog

EDINA, MN— The difficult economy has made it a challenge for many grief professionals, especially funeral directors, to provide the kind of support that can have a positive effect on those dealing with the loss of a loved one. The quick-read, little grief booklets available from **Grief Resources Catalog** have solved the problem for many. Purchased in quantities, a lot of these booklets cost less than a dollar each. Here is a selection.

- *Healing Grief* by **Amy Hillyard Jensen** and the Spanish language version *Curando El Pesar*. This is one of the most popular grief booklets ever.
- *Grief-Reminders for Healing* by **Gale Massey**. A booklet that has seen action during many of the country's most difficult events including the Columbine shootings, Oklahoma City bombing, New York's 9/11, and others.
- *It's OK - A Journey Through Grief* by **Steve Mitchell**. This is a booklet that truly reflects the survival instincts of those going the grief process.
- *Holiday Grief - Preparing for Holidays and Other Special Days* by **Barbara Moore** and **Dennis Williams**. The authors present the idea that preparing for the special day is the most important thing a grieving person can do.

- *Healing A Father's Grief* by **William H. Schatz**. The author writes about the special problems men have in grieving.
- *Parent's Grief - Help and Understanding After the Death of a Baby* by **Carol Parrott**. This is a personal account from a certified counselor.
- *LOSS - How Children and Teenagers Can Cope With Death* by **Patricia L. Papenbrock** and **Robert F. Voss**. This is about the death of a parent, grandparent or other close relative.
- *Children's Grief - How to Help the Child Whose Parent Has Died* also by Papenbrock and Voss. The booklet describes how different age groups react to the death of a parent.
- *Sibling Grief* by **Marcia G. Sherago**. This booklet provides things you can do and four things not to do.

For additional information about these materials or a free, printed catalog or to order materials, contact Grief Resources Catalog on the Internet at [www.griefresourcescatalog.com](http://www.griefresourcescatalog.com). Grief Resources Catalog carries more than 50 different grief booklets, books, DVD's and tapes. Grief Resources Catalog, 5021 Vernon Avenue, #209, Edina, MN 55436. Call (952) 922-3469. E-mail: [williams@griefresourcescatalog.com](mailto:williams@griefresourcescatalog.com).



## Classic Plastics Corporation re-energizes with New Products

ROMEIOVILLE, IL— **Classic Plastics Corporation** is a leading manufacturer and distributor of mortuary garments and body bags to funeral service providers. Classic made significant improvements and personnel changes in 2009 to “re-energize” their business which began in 1998. Based in Romeioville, IL, Classic Plastics prides themselves on the superb quality of products at affordable pricing. Popular items are the premium line of mortuary garments made from a special formulation of monomeric “soft touch” poly film. **Gil Voltaggio**, service professional, said, “The soft touch has a great feel and is three times stronger than any standard material lessening the likelihood of ripped or torn garments.”

New products include black, orange and white heavy duty disaster bags, two new sizes of cremation bags and four new sizes of pet cremation bags made of nylon reinforced polyethylene. Classic works only with funeral service providers helping our customers to in turn bring exceptional value to their mortician and funeral home clients. Classic is a proven leader in this industry always focused on bringing better products to the market. **Beth Dilcher**, **April Frasco** and **Gil Voltaggio** are service professionals available from 8 am to 5 pm central standard time, Monday through Friday at (800) 475-5235. For more information visit [www.classicplasticscorp.com](http://www.classicplasticscorp.com).

## Objecs® introduces Wireless Technology Products for Cemetery Headstones

PHOENIX, AZ— **Objecs**, a technology company specializing in the exchange of digital information between people and objects, has developed a new group of technology enhanced memorial products that make it possible for cemetery visitors to access text and photos by simply touching a cell phone against a new or existing cemetery headstone.

The products are sold under the brand name **RosettaStone** and are available as a palm-sized stone tablet or as a coin-sized stick-on polymer tag called a Data Tag that adheres directly to a headstone. The text and photo associated with each Data Tag is uploaded and managed by the buyer to an online Data Archive site included with the purchase.

The products, each with their own microchip, leverage multiple cell phone technologies allowing anyone with an Internet enabled cell phone to access a tag's related information, but the most advanced of those technologies is Near Field Communications-Radio Frequency Identification (NFC-RFID), a globally emerging communications standard soon to be available in the United States. This is the technology that allows a headstone to be touched by a cell phone and return information to the screen.

“The NFC technology is impressive to see in action, but the benefit of having a Data Tag on a headstone goes beyond the technology,” said **John Bottorff**, Objecs Founder and Principal Member. “Each tag has a unique ID number that serves the same purpose as a database primary key.”

According to Bottorff, the existence of this ID number on a grave marker is good for the industry as a whole and can be freely used by anyone including web-based genealogy and memorial sites. “This unique ID number creates a common reference between the physical world and the digital world in ways that first and last name by itself cannot,” he notes.

**Christopher Hill**, Founder and CEO of **FuneralResources.com**, states; “Our goal at [FuneralResources.com](http://FuneralResources.com) is to make sure that both families and Funeral Directors are constantly kept updated and aware of the many new and cutting-edge technologies being introduced into the funeral industry. We firmly believe that RosettaStone product group is yet another exciting addition since it provides tremendous value to those who are interested in long-term record archive and historical reference.”

Objecs LLC delivers products and services that facilitate the exchange of information between people and objects by leveraging a suite of mobile technologies. Supported

uses include in-field equipment repair, funeral, memorial and cemetery industry applications, as well as emergency response in disaster victim identification (DVI) efforts to Interpol standards. Founded in 2006 and located in Phoenix, Arizona, Objecs is a privately-owned and operated business.

Objecs, RosettaStone, Data Archive and Data Tag are either registered trademarks or trademarks of Objecs LLC in the United States.

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## Cooperative Funeral Fund enters the Illinois Market

MADISON, CT— **Cooperative Funeral Fund**, a preneed trust management company announced that it has expanded its territory to include the state of Illinois. In February, Cooperative Funeral Fund (CFF) officially added Illinois funeral homes to its client list.

“I am pleased to be able to offer a safe place for beleaguered funeral directors of Illinois. They have certainly gone through a difficult time with **National Prearranged Services** (NPS) and the state association trust.” said **Mark Mannix**, President and CEO, who founded the company over 20 years ago. Cooperative Funeral Fund offers both trust and insurance products. Trust funds are invested in United States Treasury bonds that are held to maturity. United States Treasury bonds are backed by the full faith and credit of the United States government.

Cooperative Funeral Fund manages the investment, accounting, compliance and payout of preneed funds. The company has enjoyed significant growth since its inception in 1989 and continues to grow and expand its territory. CFF serves more than 700 funeral homes in Connecticut, Massachusetts, New York, New Jersey, Rhode Island, Maryland, Pennsylvania, Tennessee and Illinois.

CFF is registered with the United States Securities and Exchange Commission as an Investment Advisor. For more information please contact [www.cffinc.com](http://www.cffinc.com) or call (800) 336-1102.

off the smell of death. These masks and rubber gloves will help protect relief workers from contagious diseases, such as hepatitis, as they work with the remains.

St. Amand, and company, along with volunteers, have been at the forefront of providing some measure of dignity and relief to the dead and their families since the earthquake as people seek to bury properly, and memorialize, those who have perished. Many Haitians are Catholic and concerned with paying proper respects to the deceased.

“Although it is still devastating and there is much unrest, the aid and supplies were well received,” said **Fred St. Amand, Sr.**, a Haitian-American funeral director, who, along with family members, delivered the supplies on behalf of United Priority Distributors. Amand owns **Pax-villa Funeral Homes, Inc.** in Miami.

Founded in 2001, United Priority Distributors (UPD) is a leader in the memorials industry. Along with customer satisfaction and providing outstanding service, United Priority Distributors is a pioneer in product research and development. The company has licensing agreements with organizations such as the Boy Scouts of America® and several patents pending as it dedicates itself to providing new memorial solutions.

## Steve Lang named Chief Operating Officer at Homesteaders

DES MOINES, IA— **Homesteaders Life Company** Chairman-President **Graham J. Cook** announced a number of organizational changes designed to support the company's long-term succession plan and commitment to customer success.

Cook says, “The strong focus on succession planning for Homesteaders is a key part of our commitment to the security of funeral home owners and the families they serve. I am pleased to name **Steve Lang** chief operating officer (COO) effective March 1, 2010.”

Lang currently serves as executive vice president for sales, marketing and customer service. As COO he will also assume the additional responsi-

bility for information services. This creates an important alignment that will aid the company in leveraging technology that helps customers succeed and makes it easier to do business with Homesteaders. In this new role, Lang will continue to report to Cook. “I couldn't be more pleased with the way Steve has been welcomed by our staff and customers all of whom respect him for his leadership, knowledge and commitment to the industry.”

In addition, **Jim Koher** has been promoted to executive vice president and chief actuary. Koher joined Homesteaders in 2007 as vice president-actuarial services. Reporting directly to Cook, he will con-



Steve Lang

tinue to lead actuarial services in addition to overseeing insurance operations. Koher came to Homesteaders from **Principal Financial Group**, where he worked on pricing and product design. He is a Certified Preneed Counselor

## “After-Life” Invention could serve as a Memento of Pets and Loved Ones

PITTSBURGH, PA— **InventHelp®**, America's leading inventor service company, has announced that one of its clients, an inventor from New York, has designed a doll that would hold the ashes of a cremated body and play pre-recorded messages. This invention is patented.

The “*After-Life*” porcelain doll would enable the user to remember a loved one or pet who has passed away. The doll could enable an individual to feel closer to those who have passed away. The item can be personalized to resemble the deceased and serve as a tribute. According to the inventor, the doll could help the user to deal with grief.

The After-Life would consist of a doll's head, hands and feet, which would be producible from porcelain. The body would be made of cloth. The ashes would be stored in a sealed container and placed into the hollow opening of the doll's head. A wig with a rubber fastener would be placed over the head once the ashes have been placed inside. The deceased individual's name could be imprinted on the bottom of one foot and the

birth and death dates imprinted on the other foot. The item can be customized to resemble the deceased by adding features such as scars, jewelry, tattoos and clothing. The unit can be produced in various sizes and shapes for representation of an individual or a pet. The representation of a pet would be producible from fur or ceramic, and could portray any breed. The eyes of the pet would be made from a glass-type material. A tag could be attached to the animal's collar noting the pet's name, birth and death dates. The animal's head would be removable at the neck. The user would remove the head to insert the pet's ashes in a secured container and place the head back on the body.

InventHelp® is attempting to submit the invention to companies for review. If substantial interest is expressed, the company will attempt to negotiate for a sale or royalties for the inventor. For more information, telephone Dept.07-ROR-102 at (800) 851-6030. Learn more about InventHelp® and their Invention Submission services at <http://www.inventhelp.com>.

recruiting candidates to fill a new position, executive vice president-sales and service. This position reports to the COO (Lang) and will provide leadership and guidance to all customer-facing employees in sales and service including both field and home office staff. For more information about this new position, go to [www.homesteaderslife.com](http://www.homesteaderslife.com) and click on the “Careers” link.

Homesteaders Life Company (founded 1906) is the pre-need market leader focusing 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. Online at [www.homesteaderslife.com](http://www.homesteaderslife.com).

Finally, Homesteaders is now



## Wilbert signs on to sponsor award-winning PBS Program

**BROADVIEW,IL— Wilbert Funeral Services**, on behalf of the **Wilbert Foundation**, has agreed to be a national sponsor for "The Neon Man and Me". This award-winning program aired on *Public Broadcasting System* (PBS) television stations throughout the United States on March 21.

"The Neon Man and Me" is a one-man show created and produced by storyteller *Slash Coleman*. The show centers on the untimely death of Coleman's best friend, who made a living hanging neon signs. It's an uplifting tale about best friends that explores family, following your heart, and a journey home. In addition, it's a powerful story that illustrates how everyone can talk openly about their feelings related to bereavement, loss and friendship. Coleman's intent for creating this performance was to produce something that his friend's son—conceived just weeks before the electrical accident that claimed his friend's life—could look to someday to learn about his dad.

The Off-Broadway show has enjoyed four national tours and reviews in *The New York Times*, *The Washington Post*, *American Theatre Magazine*, *Backstage Magazine*, *NPR*, and *ABC News*.

"The Neon Man and Me" has helped raise over \$80,000 for children's hospitals, bereavement groups and other non-profits and has

### "The Neon Man and Me" Centers On Bereavement, Loss and Friendship

grown to include a public school curriculum entitled, "Healing Community: Helping Students Come to Terms with Tragedy, Loss and Violence," taught to over 10,000 students so far.

"Given Wilbert's stature in the funeral profession and the charter of the Wilbert Foundation, making the decision to support this endeavor was quite easy," stated Wilbert Foundation President **Mark Minnick**. "Wilbert is honored to provide support to this program, which reflects our commitment to supporting the funeral profession and also our deep appreciation to all of the men and women who provide support to anyone grieving a loved one's death."

*The Association for Death and Education Counseling* (ADEC) has signed on as another of the national sponsors. The program is expected to air on up to 356 PBS stations nationwide, reaching an estimated 70 million viewers.

The Wilbert Foundation, established in 2002, provides funds and resources for children and families who are coping with the trauma of grief and death. To date, the foundation has distributed more than \$500,000 in grants and has funded the curriculum for the most comprehensive training program for pediatric chaplains.

## Wilbert recognizes Top Sales Performers at Annual Conference

**BROADVIEW,IL— Wilbert Funeral Services, Inc.** honored the top sales performers in its licensee network during the company's annual sales meeting held recently in Chicago, IL. Vice President of Marketing **Joe Weigel** hosted the awards banquet which took place during the final evening of the conference.

"Each and every Wilbert Licensee organization and every sales representative who works at these firms is a top performer," commented Weigel. "With these awards, we are honoring the best of the best organizations and the individuals. They have set the

standard for the rest of our network."

The following awards were presented during the Awards



Zayan Trinidad Cooper

Night ceremonies: Sales Rookie of the Year was given to **Zayan Trinidad Cooper** of **Cooper Wilbert Vault Company** of Barrington, NJ. Outstanding Overall Sales Awards for Licensee organizations were given to **Jackson Mississippi Wilbert Burial Vault** and **Wilbert Burial Vault Company** of Atlanta, GA. Outstanding Sales for Licensee organizations in the Cremation segment were awarded to **Sterling Wilbert Vault Company** in Sterling, IL, **Keating Wilbert Vault Company** in Wilbraham, MA and **Arnold Wilbert** in Goldsboro, NC.

## Wilbert Funeral Services welcomes New Member to its Team

**BROADVIEW,IL— Wilbert Funeral Services, Inc.** has announced the addition of a new member to its field services team. The announcement coincides with Wilbert's continuing growth and investment as one of North America's leading providers of cremation-related products and services.

**Ms. Vickie Zimmerman** has been named Wilbert's new market development manager. A seasoned funeral professional, Ms. Zimmerman had served the **Arnold Wilbert** organization as sales and marketing manager for more than 15 years. She is a former board member of the *Cremation Association of North America* (CANA) as well as a member of the *Cremation Association of North Carolina* where she served as the organization's president. She possesses a deep understanding of burial vaults, cremation and the funeral profession.

"Vickie brings a long track record of sales success in funeral service and we're pleased that Vickie has chosen to join the Wilbert



Vickie Zimmerman

Funeral Services team," said Wilbert Funeral Services, Inc. (WFSI) President **Tony Colson**. "With her passion, commitment and high levels of energy, Vickie will further enhance the professionalism of our WFSI team."

"This move will allow Vickie to be a resource to the entire Wilbert Licensee network," Colson added. "Now more than ever, Wilbert is positioned to deliver innovative vault and cremation solutions that allow our licensees to become even better partners to the funeral homes they serve."

Wilbert Funeral Services, Inc. is the leading single-source 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 more than 250 licensees, sub-licensees and distributors throughout the U.S. and Canada.

## Porti-Boy Embalming Machines from The Embalmers' Supply Company now available on MortuaryMall.com

**WILTON,CT— MortuaryMall.com**, the innovative online shopping site owned and operated by funeral professionals for funeral professionals, is proud to announce that it is now offering the *Porti-Boy* line of embalming machines from **The Embalmers' Supply Company** (ESCO), the premier manufacturer of embalming supplies since 1886.

"Porti-Boy has clearly proven itself to be the leader in embalming machines with tens of thousands of units in service worldwide, so we are proud to be able to add ESCO's Porti-Boy line to MortuaryMall.com's portfolio of products. We strive to bring our customers the best, most dependable products available, and we have clearly succeeded by partnering with ESCO. ESCO's attention to quality, value and service are reflected in all of their products and unsurpassed in the funeral industry," said **Edward Bergin**, president of MortuaryMall.com.

ESCO's Porti-Boy line of embalming machines is comprised of the Mark IV and the Mark V models. Both machines offer the following features:

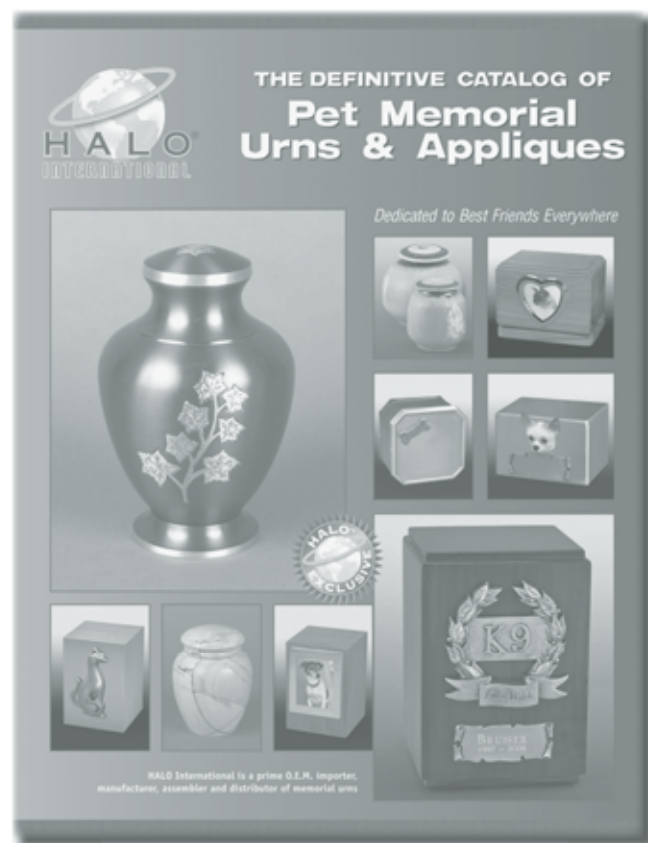
- State-of-the-art magnetic drive high speed pump has no seals and only one moving part
- Automatic shut off when fluid runs out
- Cabinet manufactured and painted by the aircraft industry
- Quick disconnect hose assembly comes standard
- 2 year full warranty. Unit repaired at no charge. Includes freight charges and loaner machine if needed.

Based in Connecticut, The Embalmers' Supply Company, trade name ESCO, has been serving the funeral service professional since 1886. ESCO provides a complete line of embalming supplies, equipment and fluids including Porti-Boy embalming machines, and Gold Crest and San Veino chemicals. ESCO has been operating a division in Canada since 1931, and has successfully set up distribution in the Philippines to supply the Pacific Rim countries, and is making strides to market products in South America. ESCO has not been standing still over the years and will continue to be the leader in new prod-

ucts, new ideas, and new distribution points around the globe.

Based in Connecticut, MortuaryMall.com is a family owned business run by members of the Bergin family, whose funeral homes have served Connecticut families for more than 135 years. MortuaryMall.com redefines the way funeral service professionals shop for their funeral homes and themselves. The site currently offers more than 12,000 products, ranging from traditional funeral supplies to an unparalleled selection of name brand products important to today's funeral homes, including flat panel TVs, DVD players, GPS devices, computers, software, portable PA systems, furniture and decorative items. Many of the products on MortuaryMall.com qualify for free or low cost shipping, and each purchase is protected by an A-to-Z Safe Buying Guarantee. MortuaryMall.com is a member of the *International Memorialization Supply Association* (IMSA). For more information or to place an order 24 hours a day, please visit MortuaryMall.com's website at [www.mortuarymall.com](http://www.mortuarymall.com).

## Halo International introduces the industry's most comprehensive Pet Memorial Urn Catalog



**TWINSBURG,OH— Halo International** has just released its 36-page *Pet Urn Catalog* featuring memorial urns in many materials including brass, bronze, marble, stone, stainless steel and hardwoods plus an impressive area of specific pet breed appliques. Pet photo frame appliques allow you to mount

a favorite picture and the pages of Memorial Pet Jewelry will give owners additional comfort. Engraving options are included so that each memorial is as individual as the pet who was lost.

This catalog is the result of many years of research and development. Materials and craftsmen from

around the world have been utilized in building this amazing product line. When you are looking for the new, the unique, the affordable, shipped with fast turn-around, look to Halo and its warehouse stocked with memorial urns and products. Since its inception Halo has been the leader in memorial urn product development and distribution. Their appliqué designs, materials and finishes featuring thousands of unique combinations are unmatched in the industry. This comprehensive catalog provides every opportunity to memorialize a pet with accuracy, dignity, and appreciation for one of life's "best friends."

Halo's Pet Memorial Urn Catalog is available online at [www.halointlcorp.com](http://www.halointlcorp.com) or by requesting a printed brochure from your Halo International Corp. distributor. Halo International Corp. located in the Cleveland, OH suburb of Twinsburg is a national OEM sourcer and procurer of uniquely different products for the Funeral, Cemetery, and Religious Goods markets.



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## Family Business Une Belle Vie memorializes Loved Ones with Compassion

Continued from Page B1



Artist Tom Cannon



Artist Carrie Doman



Artist Debbie Willey

The concept for the Jamali's company began early in 2009 as Mike watched a national news story about the growing interest in cremation and the emerging business of custom, artistic urn creation. He and Eric immediately began researching an urn business, but time constraints put their project on hold. Tragically, Eric was killed in an accident in June 2009.

Suddenly faced with the difficult decision to choose a final resting place for their son, the Jamalis struggled to find an urn that best represented their athletic, witty and fashionable son. They were presented with an array of uninspiring urns, and consumed with emotions, felt rushed to buy something they didn't want. This put the Jamalis closer to their business idea than they had ever imagined.

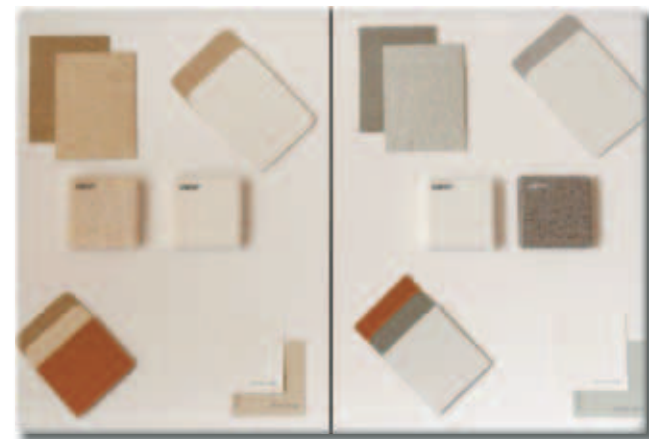
"When this type of loss touches your immediate family, it gives you a whole different perspective," said Mike Jamali. "When Eric died, it helped us understand there's such a need

for compassion and creativity in this industry, and it gave us a sense of urgency," he continued.

"Part of the healing process occurs by having a vessel that, each time you look at, makes you smile and conjures up happy memories of that deceased person. We learned this through our own experience," said Melody Jamali. "We knew that other families out there were looking for what we wanted – something that captures the essence of the deceased person that can be proudly displayed as a piece of art."

Une Belle Vie Memorial Urns selects local and national artists to create one-of-a-kind, decorative urns in various mediums including glass, ceramic, metal, wood, stone and even leather. Custom urns can include unconventional materials such as vintage motorcycle parts and other items that best reflect the loved one they represent.

## DST introduces Interior Elements



Sample Color Palettes

**INCLINE VILLAGE, NV— Duncan Stuart Todd, Ltd.**, the Preparation Room Specialists, have introduced *Interior Elements*, a program for coordinating finishes in the preparation room.

Interior Elements offers funeral directors a comprehensive palette of colors and surface materials to select from when planning their prep room environment. Surfaces included in the program are countertops, cabinet faces, wall coverings, rubrails, paint and medical flooring.

Compiled by a professional interior designer, Interior Elements is a complimentary feature of DST's Premier Source design service that combines architectural design of the embalming room with OSHA compliant products.

Further information is available from DST by calling 877-832-6898, or email to [info@dstlimited.com](mailto:info@dstlimited.com).

## The Irish Wake Introduces Claddagh Keepsake Necklaces



The Irish Wake offers cremation keepsake pendant necklaces engraved with the Claddagh. The pendant is available in both gold vermeil and silver

**SOUTH RIVER, NJ— The Irish Wake**, a unique supplier offering a wide array of Irish themed funeral items, has introduced new keepsake pendant necklaces engraved with the deeply meaningful Irish Claddagh symbol. The hands, heart and crown of the Claddagh represent eternal love, loyalty and friendship, a traditional motif for Irish wedding rings.

"These new necklaces are actually upgrades of a pendant we previously offered," said **Mary Ellen Triola**, who founded The Irish Wake with sister-in-law **Nancy Thorpe** in 2002. "Our Claddagh keepsake pendant was one of our best-selling items. It was gold-toned, but made of brass. These new pendants are made of silver and gold vermeil, and come in an elegant jewel box."

The Irish Wake pendants come with an 18" box chain and are presented in a black velvet jewel box with "In Loving Memory" written in gold on the white sateen inner lid. Each pendant comes complete with a funnel for filling, a tube of glue, and a polishing cloth. The cloth for the silver pendant is permeated with silver polish. An outer white lidded gift box completes the package.

"Remembrance jewelry is booming in popularity," Triola said. "We had so many requests for genuine gold and silver that once the original line sold out we started immediately working on these new and improved pendants. We know they'll be a big hit with our funeral director customers and their Irish clientele."

View the company's entire collection at [www.TheIrishWake.com](http://www.TheIrishWake.com) and call them toll-free at 1-866-IRISH-86 to receive a color catalog or to place an order. Quantity discount pricing is offered for purchases of five or more pendants.

**Pendant is Engraved with Irish symbol of Eternal Love, Loyalty and Friendship**

## Heritage and Matthews introduce new Irish and Italian-Made Caskets

Continued from Page B1



The Shannon



The Da Vinci

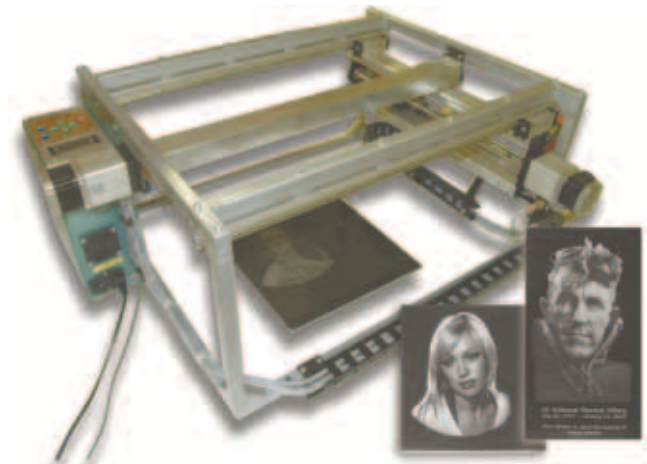
**John Finlay**, Heritage Casket Company President stated, "More than 55 million Americans claim Irish or Italian ancestry. The new Heritage Tributes collection can help honor a loved one in a way that proudly proclaims that ancestry while allowing them to select a traditional American casket style. In addition, we will be offering complementary urn and related memorial products."

Matthews International Casket Division, a leader in the casket and memorialization industries, and Heritage Casket, an Irish and Italian-owned memorial products company, have formed a stra-

tegic alliance to bring the finest European-made products to American funeral homes and their client families. Heritage Tributes is a unique collection of artfully crafted Irish and Italian designs that offers premium quality and value to discerning families.

Heritage Tributes products are offered to families exclusively through funeral home customers of Matthews and its authorized distributors across the United States and Canada. For more information, contact your Matthews Casket Division sales representative, call 800-223-4964 or visit [www.heritage-tributes.com](http://www.heritage-tributes.com).

## Hyatt introduces the Granite Impact Etcher



Granite Impact Etcher from Hyatt's Graphic Supply

**BUFFALO, NY—** Designed for the monument industry, the **Granite Impact Etcher** is an easy-to-use, reliable, non-laser etcher. It can etch a wide range of images, including portraits and landscapes, onto granite, tile, glass and more. Made from German mechanical components, it is currently the only diamond-tip etching machine in the US market.

Because it is a mechanical process rather than an optical laser, the Granite Impact Etcher is easier to use and proven very reliable. The etcher utilizes automatic gap tracking technology to eliminate optical focusing, so there is no need to

level the stone or substrate. The etcher creates detailed, photographic images and will add substantial value to memorials and architectural projects.

It is available in three sizes, starting with a portable unit for images up to 15.7 x 23.6 inches. The Granite Impact Etcher is so affordable that one etched image per month will cover your payment, plus generate a profit. **Hyatt's Graphic Supply** offers financing, installation and training. For a demonstration or a quotation, please contact Hyatt's Monument Specialist **Ronald Clamp** at (800)234-9288 ext. 865, [rclamp@hyatts.com](mailto:rclamp@hyatts.com).



## S & S Cremation Urns offers Country Bouquet Urn



Country Bouquet Urn from S & S Cremation Urns

HOLGATE, OH— Over ten years ago S & S Cremation Urns developed an urn exclusively for Wilbert, Inc. That urn, *Country Bouquet*, has for the past ten years been one of their most popular.

S & S Cremation Urns, for the first time, is able to offer that urn directly to funeral homes. The Country Bouquet utilizes the classic Grecian urn shape in ivory featuring a beautiful pink and blue floral bouquet. The urn measures 11" in height and provides a 260 cubic inch capacity. Like all S & S Cremation Urns, it is made of ceramic and utilizes a simple, snap-in plug at the bottom to take full advantage of the volume available. Each urn comes with a vinyl bag and tie and a small tube of bonding adhesive for a permanent, air-tight closure.

For additional information and/or a complete catalog contact S&S Cremation Urns at 419-264-8271 or Email [wls@snscremationurns.com](mailto:wls@snscremationurns.com).

## Commonwealth Casket is now affiliated with Astral Industries



WHITMAN, MA— Commonwealth Casket is pleased to announce its new affiliation with Astral Industries. Commonwealth Casket is now carrying Astral's line of metal caskets. Astral is the only casket manufacturer with the ability to produce a finished, powder coated casket from a raw coil of steel through final inspection. The powder coating system not only provides a superior quality finish, which is more durable than the typical painting process, but

the powder system is 100% environmentally friendly and produces no VOC's.

Both Commonwealth Casket and Astral Industries realize that today's families are educated and shopping for value. This new affiliation will allow Commonwealth Casket the ability to sell caskets with high eye appeal along with quality craftsmanship at an affordable price. For more information contact Commonwealth Casket at 866-953-2909 or visit [www.commonwealthcasket.com](http://www.commonwealthcasket.com).

## Apex introduces The Royal Solid Mahogany Casket



POMONA, CA— Apex Caskets is pleased to announce *The Royal* solid Mahogany casket. The Royal casket features full polished high gloss Mahogany finish with pillar column corners and bronze hardware and a luxurious soft almond ivory velvet interior. This casket gives funeral homes a luxurious casket offering at a

price that is affordable for even the most budget minded family.

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 indus-

try with quality products in conjunction with competitive pricing.

To see Apex's entire product line, go to [www.apexcasket.com](http://www.apexcasket.com). Email any questions to [sales@apexcasket.com](mailto:sales@apexcasket.com). To request a catalog call 1-888-680-6800.

## New England Burials at Sea appoints first New England online reseller of the Atlantic Sea Burial Shroud®



MARSHFIELD, MA— New England Burials At Sea LLC (NEBAS), the north east's largest burial at sea ash scattering provider, has appointed its first online product reseller, [www.MainlyUrns.com](http://www.MainlyUrns.com), for its exclusive patent pending *Atlantic Sea Burial Shroud®* distribution.

Captain Brad White the president of NEBAS recently announced, "In addition to our popular ash scattering services, many families have also been requesting full body burials at sea, however, there were no suitable burial shrouds on the market available so we spent a year designing, developing and testing so we now we have the world's finest system available for ocean friendly biodegradable sea burials. This new product uses a similar concept to what sailors 300 years ago used aboard their ships...but with significant thoughtful design upgrades making it more durable while also being suitable for funeral home and remaining eco-friendly." The shroud can be seen online, customized by the family and ordered for immediate delivery at <http://www.mainlyurns.com/ocean-burial-shrouds.html>.

White added, "Sea Burials are an affordable and dignified alternative to traditional burials, ensuring a loved one's final resting place at sea while relieving family of significant financial burdens in their time of distress. NEBAS works closely with the family's selected funeral home to carry out the maritime planning for their at sea event. Departure port locations are available from Maine to Florida. All vessels are equipped with state-of-the-art electronics, required safety gear and are very comfortable to cruise aboard."

The soft-sided Atlantic Burial Shroud® is constructed and sewn by disabled Navy veteran sail makers with decades of experience and designed to be used as an ocean friendly burial alternative that is significantly more cost effective than a full wood or metal casket. The shroud is made from natural materials and is designed to degrade in a few short months offering a true "eco-friendly" sea burial. The sea shroud comes in a variety of earth tone colors with custom piping, colors and monogramming available. NEBAS uses only natural Grade A untreated cotton duck fiber material, sisal rope closure lacing and nickel plated chrome locking hardware. The shroud includes a Memory Pocket™ located over the left chest that holds photos, letters or mementoes and a locking built in privacy panel. Color choices include Natural, Navy blue, Red, Burgundy, Black, Hunter Green, Linen and British Tan. Made to order with a typical 2-5 day delivery.

"The patent pending design has an independent chambered ballast weight system separate from the body compartment to ensure the shroud descends feet first to the ocean floor. For ballast weight, NEBAS uses authentic cannon balls that are smelted at the same historical Civil War Massachusetts foundry that has been supplying the Navy's oldest commissioned warship the USS Constitution - Old Ironsides for over 200 years", said White.

Mainly Urns, Inc, commenced operations in 2003 and markets products through its website, [www.MainlyUrns.com](http://www.MainlyUrns.com). The company's mission is to provide the easiest and most economi-



cal way for families to purchase cremation urns for people and pets on the web said Captain Brad White president of NEBAS and it made sense for us to work with the leader in the field of online marketing of these products.

"We are different because we specialize in the personalization of cremation urns by making a generic urn unique with engraving, appliques and natural materials while offering the most extensive, unique and price competitive offering of urns available," said founder Michael Madore. "It is also our belief that shopping online will help families save money while providing a relaxed in-home comfortable shopping experience with top quality products at attractive prices including free freight. MainlyUrns.com is one of the largest online sources for cremation urns, burial urns, pet urns and funeral products in the USA", said Michael and "We are excited that New England Burials At Sea contacted us to offer their new sea burial shroud product as we believe that our sea burial cliental will embrace this option now that it is finally available"

White added, "we are excited to have gone live with Mainly Urns as the demand is there and growing for our product and we need a reputable online reseller who can offer online semi customizing services with excellent customer service to service the customers in need."

For more information on NEBAS, please visit [www.NewEnglandBurialsAtSea.com](http://www.NewEnglandBurialsAtSea.com), 149 Old Main St, PO Box 489, Marshfield Hills, MA, 02051-0489. Phone (781) 834-0112, cell (617) 966-1986, toll free (877) 897-7700, fax (781) 834-0113, or email [OceanBurial@Aol.com](mailto:OceanBurial@Aol.com).

For more info on Mainly Urns, please visit [www.MainlyUrns.com](http://www.MainlyUrns.com), Mainly Urns, Inc., Attn: Michael Madore, 116 Mill Rd., Cumberland, ME 04021. Toll Free (866) 516-1296, fax (866) 516-1296, or email [michael@mainlyurns.com](mailto:michael@mainlyurns.com).



## FrontRunner Professional unveils new initiatives to help control Obits, Death Notices and Online Memorial Tributes

KINGSTON, ONTARIO— **FrontRunner Professional** has unveiled a comprehensive series of initiatives designed to help empower the funeral profession to take back their property, take back their revenue streams and take back control of their obits, death notices and online memorial programs. *The IMS Revolution: A revolutionary approach through a coalition of funeral professionals joining forces to solve a growing mutual concern.*

"These initiatives include copyright embedded notices and disclaimers on all submitted obits and death notices, privacy and non solicitation legal warnings on guest books and online submissions, as well as other helpful legal advice and suggestions for all funeral homes," explains FrontRunner Professional President **Kevin Montroy**. "We've developed a 'for service' as well as a 'for profit' stand-alone model of the powerful Book of Memories™, which can be adapted to any website. This truly is the profession's most advanced and integrated online memorial tribute solution on the market." Directors will finally have the opportunity to provide their families and communities a permanent online memorial that truly reflects their funeral homes' professionalism, reputation and service standards.

Other components of these initiatives include an obit / death notice posting site and a search site for permanent online memorials that are controlled by local funeral homes that are free of advertising and solicitation designed to re-



affirm the integrity of the funeral profession by upholding the dignity, privacy and respect in the eyes of the public and the families they serve.

**ObitSafe.com** and **TributeSearch.com™** will dramatically increase search engine rankings of the partnered funeral homes' notices which in turn will allow more people to easily find service information and lend support to the family in their time of need. FrontRunner Professional will partner with Google to further link these two powerful systems. The search directory and obit posting sites will be available at no charge to all North American funeral homes which will allow them to keep any revenues they charge their clients for this posting service. Funeral homes that offer permanent online memorial websites to the public for a fee will also keep all revenues they charge, dramatically increasing profitability to the funeral home over other models.

Any funeral home can register online and immediately begin to upload all current and past services. These will remain online in perpetuity and direct the visitor back to the firm's website where they can learn more service details, place condolences, make donations, retrieve directions and discover more about the funeral home's offerings. FrontRunner Professional will also be working closely with other website and technology solution providers to develop a neutral conduit to allow any of their existing

website and funeral home management clients to automatically upload notices to these directories.

The revenue opportunities available to funeral professionals under these comprehensive initiatives can easily double and triple that of anything else being taunted by other models. The key difference however is that funeral homes are in control.

"As a company of passionate funeral directors, we remain committed to always finding new ways to help maintain the integrity of our great profession and help our valued customers always be seen in a positive light and highly respected in the eyes of the public," says Montroy. "These new initiatives are a testament to those goals and ideals."

To learn more about these initiatives and how to become part of the revolution, call 1-866-748-3625 or visit [www.IMSRevolution.com](http://www.IMSRevolution.com).

## Doric Dealers participate in Warehouse ribbon-cutting Ceremony



Many of the Doric dealers who participated in the ribbon-cutting and open house.

MARSHALL, IL— **Doric Products Inc.**, a leading name in the lined concrete burial vault industry and manufacturer of Classic Metal air-seal vaults, welcomed Doric Dealers from across the country last week. Dealers toured the newest building addition to Doric facilities, a 45,000 sq.

ft. warehouse and office building, and participated in a ribbon-cutting.

A number of factors contributed to the Doric Board of Directors decision to go forward with the new building. One major factor was the consistent growth patterns of our

Doric network of licensees during the past five years. New Doric dealers continue to join our family and this growth, of course, requires us to increase our production. The second factor is the Research and Development Department (R&D).

The Research and Development Department previously shared a building with another unit and did not have the space needed for growth. The new facility allowed Doric to reallocate current spaces and give the Research and Development Department sole use of their building. The Doric Board also approved the purchase of two large pieces of equipment for R&D. Both machines were recently installed and training of staff members has been completed. This is an important step in meeting the future needs of our customers.

A small portion of the new building is being used for office and meeting room space. The location of the new offices promotes smooth

## The Memorial Collection introduces Wooden Urns with Custom Armed Forces Tile Inlays



EASTHAMPTON, MA— Clients looking for a special and lasting way to properly memorialize those who served their country can now turn to **The Memorial Collection**. Covering all four branches of the military, these exclusive *Armed Forces Memorial Tile™* inlays provide the ideal expression of remembrance and gratitude.

The ceramic tiles are available in a number of designs, all with the official military seal from the Army, Navy, Air Force, or Marines. When appropriate, an image of the Purple Heart can be included as well. And all tiles include the custom inscription details of the client's choice.

"Our Armed Forces line is something we began developing after getting a lot of feedback from our clients," noted **Jim Thompson**, Vice President, The Memorial Collection. "It seemed to be the perfect fit with our American-made chests and urns."

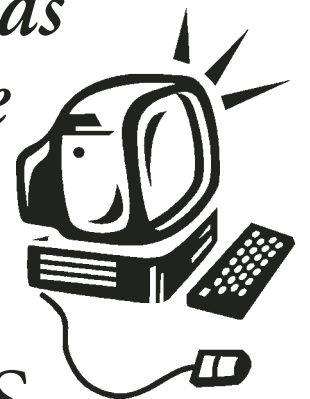
The tile inlays are safely secured within the top or front of a handcrafted chest or urn, consisting of solid cherry, solid ash, or solid walnut wood, with soft velvet interiors and brass key locks. Together, the tiles and chests provide a customizable and special way to memorialize a love one who proudly served their country.

The Memorial Collection is a division of the **October Company**, an Easthampton, MA based company that has been making products of lasting value for the American furniture industry for over 50 years. The Armed Forces memorial line is available through a national representative network. To learn more and to find a rep in your area, call (800) 628-9346 or visit [www.MemorialCollection.com](http://www.MemorialCollection.com).

workflow among office staff and the other departments. Doric took this opportunity to install state-of-the-art wiring for telephones and computer technologies. Based on dealer feedback, a marketing prototype area was also included. Dealers can see the variety of options available for showroom setups. They can adjust the display pieces based on the needs of customers and actually see the design before they decide to purchase.

The Doric Board of Directors is pleased with the many advancements being made as a result of the new building. If you would like to locate the Doric Dealer in your area, please feel free to visit [www.doric-vaults.com](http://www.doric-vaults.com) or call the corporate office at 888-55-DORIC.

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*The Funeral Home & Cemetery News does not guarantee that the items, positions or services advertised are still available, or that the person inquiring about the ad will obtain a response.*

## DEPARTMENT INDEX

Antique Cars/Equipment.....	1
Business Equipment.....	2
Business Opportunities.....	3
Consultation Services.....	4
Funeral Business For Sale.....	5
Funeral Business Wanted.....	6
Hearse/Limousines.....	8
Help Wanted.....	9
Miscellaneous.....	10
Position Wanted.....	12
Wanted to Buy.....	13

### Antique Cars/Equipment 1

#### ARE YOU LOOKING FOR ADDED INCOME??

JOIN IN ON THE GROWING TREND – OFFER A BEAUTIFUL HORSE DRAWN HEARSE, ALONG WITH YOUR MOTORIZED HEARSE, AS A DRAMATIC PLUS. VERY APPROPRIATE FOR A DIGNIFIED MILITARY FUNERAL. THREE HORSE DRAWN HEARSES FOR SALE – ALL CAN BE USED AS IS – THEY ARE IN BEAUTIFUL ORIGINAL CONDITION. THEY ALL ACCOMMODATE A MODERN CASKET. WE ALSO OFFER NEW WHITE OR BLACK HEARSES. **ART PAGEL 262-675-6471 OR CELL 262-339-9300.** 1A

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### Business Equipment 2

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<http://daeco.net/morgue.htm>  
**813-264-2273** 2AMJ

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### FUNERAL HOME & CEMETERY NEWS

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Funeral Business For Sale 5

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Located close to Baltimore and Washington D.C., this 10,000 s.f. facility includes two large apartments, five car garage, chapel, two visitation rooms, a selection room, offices and an elevator. 75-85 cases annually with a pre-need trust \$1.1 million+. Some owner financing may be available. Please, serious inquiries only to: [bjmc32@gmail.com](mailto:bjmc32@gmail.com). SCFMA

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**Funeral Home for sale in the Northeast, 160 calls, great facilities, please email resume and interest to: [kclcds@yahoo.com](mailto:kclcds@yahoo.com). Must have financial ability, owner will not finance.** 5MAM

**Funeral Home and Business For Sale**  
Upscale Manayunk-Philadelphia. Across from Catholic Church. 3 BR, marble bath and kitchen, DR, LR, 7 closets. Only \$375,000. Reply 609-748-1369 or 215-483-3512. 5MAM



2002 CADILLAC LCW PRESIDENTIAL LIMO  
black with black leather

**HEARSES**

2009	Cadillac Imperial Hearse Ext Table	black/black leather
2006	Cadillac S&S Hearse	black/black leather
2005	Cadillac Eagle Hearse	black/black leather
	Cadillac S&S Victoria Ext Table	silver/blue leather
2003	Cadillac S&S Masterpiece	black/black leather
2001	Cadillac Eagle Hearse	black/gray leather
	Cadillac Superior Hearse	gray/blue leather
2000	Cadillac M&M Hearse	black/black leather
	Cadillac Eagle Hearse	white/blue leather
	Lincoln Federal Hearse	white/blue leather
1999	Cadillac S&S Masterpiece	black/black leather
	Cadillac S&S Masterpiece	blue/blue leather
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2004	Cadillac LCW 6-door	white/blue leather
2003	Cadillac S&S 6-door	black/black leather
	Cadillac S&S 6-door	white/black leather
2000	Cadillac Superior 24 Hour	black/black leather
	Cadillac Superior 24 Hour	black/blue leather
	Cadillac M&M 6-door	black/black leather
1998	Cadillac S&S 24 Hour	white/burgundy leather
1997	Cadillac S&S 6-door	white/blue leather

**FIRST CALL**

2009	Chrysler Eagle 1st Call	black/gray interior
2000	Chevy Venture 1st Call	tan/tan interior



2000 CADILLAC M&M HEARSE  
black with black leather



2000 CADILLAC M&M 6-DOOR LIMO  
black with black leather



2000 CADILLAC SUPERIOR 24-HOUR LIMO  
black with blue leather

**Lucky 7 Year Sale at our CINCINNATI OFFICE 1-888-321-6613**

**HEARSES**

2000 Cadillac Eagle ARMORED Flower Car, Two Thousand Actual Miles	\$21,950
1997 Cadillac Eureka, Navy Blue, Repaint, Black Vinyl Roof, 46k mls	\$6850
1996 Cadillac Superior, 75k mls, One Owner, Minor Rust	\$4850
1996 Cadillac Eagle, Gray, Extra Clean	\$5850
1995 Cadillac M&M, Navy Blue, 53k mls	\$5550
1995 Cadillac Masterpiece, 49k mls, Navy Blue	\$6850
1994 Cadillac S&S, Commercial Glass, Blue, Some Rust	\$3450
1994 Cadillac Federal, 71k mls, Navy Blue	\$4350

**LIMOUSINES**

2000 Cadillac Krystal, White, 79k mls, From Texas	\$8850
2000 Cadillac S&S, 6-Door, Black, Over 100k mls	Rough
1999 Cadillac Chicago Armor, 5-Door, 90", Silver, 45k mls	\$6250
1999 Cadillac DaBryan, 5-Door, 90", Silver, 62k mls	\$6350
1999 Cadillac Superior, 65", 6-Door, Light Blue, 35k mls	\$5850
1998 Cadillac S&S, Commercial Glass, Gold, 58k mls, Not Nice	\$3850
1998 Cadillac Superior, Silver, 82k mls, One Owner, Overheats!	\$1450
1998 Cadillac M&M, Black, 56k mls, Clean	\$4850

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# Classified ADS

Funl Busn For Sale Cont'd 5

**Tennessee Funeral Business For Sale**

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SBA

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**\$14,995\***



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**'05 SUPERIOR CADILLAC 65" LIMO - Silver**

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**'03 LINCOLN HEARSE - Black**

**\$22,995\***




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**\$13,795\***




**'00 CADILLAC EUREKA HEARSE - White**

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**'04 S&S 90" LIMO - Black**

**\$28,995\***



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- Antique Cars/Equipment
- Business Equipment
- Business Opportunities
- Consultation Services
- Funeral Business For Sale
- Funeral Business Wanted
- Hearses/Limousines
- Help Wanted
- Miscellaneous
- Position Wanted
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Hearse/Limousines 8



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- 2004 Chev Astro Van w/casket tbl, blu
- 2002 Cadillac Superior Coach, blk, 35k mi
- 2000 Chevy Suburban w/casket table & entry ramp
- 1998 Cad S&S Masterpiece Coach, blu
- 1997 Cad Eureka Coach, blk
- 1994 Cad Eureka Coach, blk, 36k mi
- 1994 Chevy Suburban, blue/silver
- 1990 Cadillac Funeral Coach, blk
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1998 Cadillac M&M Coach	Blk/Blk Ext/Blue Int	52,000 mi
1998 Cadillac M&M Coach	Blk/Blk Ext/Blue Int	72,300 mi
1997 Cadillac M&M Coach	Wht/Wht Ext/Burg Int	66,000 mi
1996 Cadillac Federal Coach	Blk/Blk Ext/Blk Int	47,750 mi
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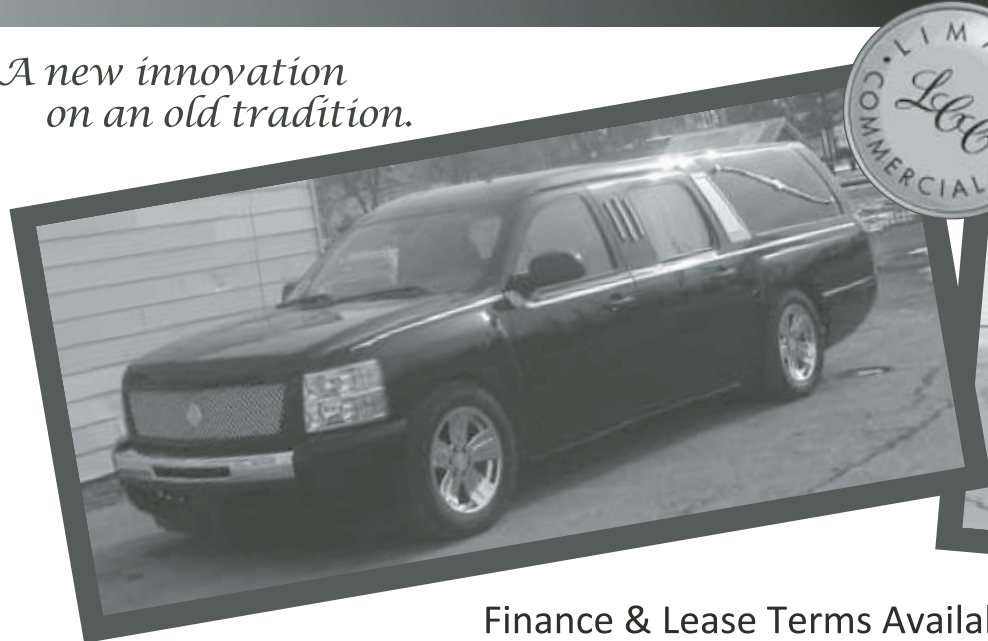


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**2002 CADILLAC 6-DR VIP**

STOCK #6591

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**2003 CADILLAC 6-DR 65"**

STOCK #6511

\$13,900<sup>00</sup>

**2004 CADILLAC 6-DR 65"**

STOCK #6579

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STOCK #6637

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**2005 CADILLAC 6-DR**

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# Classified ADS

Hearse/Limousines Cont'd 8

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2010 Superior Cadillac Statesman Hearse



- 2005 Superior Cadillac Statesman, black w/black vinyl top.
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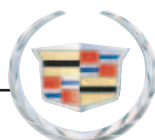
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Miscellaneous Cont'd 10

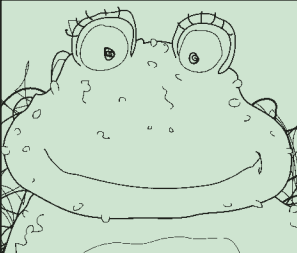


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## Index of Advertisers

Abbott & Hast Publications.....	A26	Jarvis Incinerator Co Inc.....	A41
Abigal.....	A43	Johnson Consulting Group.....	A47
Affinity Caskets.....	A27	Jos Scarano Shipping Service.....	A36
Air-Flite Containers Inc.....	A30	Judith Roth Studio Collection Inc.....	A3
American Capital Funding LLC.....	A46	K2 Commercial Finance.....	A32
American Coach Sales.....	B16	KEE Funeral Supplies.....	A41
American Crematory Equipment Co.....	A27	Lim-O-Tec Limousine & Auto Repair.....	B15
Association Computer Services.....	A39	Lindsay Cadillac of Alexandria.....	B23
Baines Professional Vehicles.....	B4	Lynch Supply Company Inc.....	A21
Bay Memorials.....	A39	Madelyn Company Inc.....	A25
Beta Capital.....	A34	Mark Thomas Company.....	A24
B K Umbrella Industries.....	B1	Matthews Cremation.....	A5
B & L Systems Inc.....	A17	Mc Cord Products Inc.....	A42
Blue Water Burial Case LLC.....	A24	Meadow Hill's Thumbies®.....	A18
Boardman Printing.....	A40	Messenger.....	A33
Boston Prayer Card Co.....	A28	MKJ Marketing.....	A23
Cherokee Casket Company.....	A4	Mobile Licensing Consulting.....	A21
Church Chair Industries Inc.....	A37	Mortech Mfg.....	A7
Church & Chapel Metal Arts.....	A29	Mortuary Financial Services Inc.....	B16
City Cadillac-Oldsmobile Inc.....	B21	Mortuary Lift Company.....	A34
C & J Financial LLC.....	A41	Mortware.....	A25
CK Candles.....	A22	Nadene Cover-Up Cosmetics.....	A28
C & L Containers.....	A34	Names Unlimited Corp.....	A39
Collins Marketing.....	A4	New England Cremation Supply Inc.....	A32
Colonial Professional Cars Ltd.....	B22	Newman Brothers Inc.....	A31
Conaway's.....	B22	Parks Superior Sales.....	B24
Continental Computer Corp.....	A11	PeaceLight™.....	A33
Cremation.com.....	A30	Pittsburgh Inst of Mort Sci.....	A44
Cremation Keepsakes.....	A20	Precious Memories.....	A10
Crematory Manufacturing & Service Inc.....	A48	Premier Funeral Services.....	A6
Custom Air Trays.....	A28	Prestige Vehicle Corp.....	B5
Dead Ringer Putty Company.....	A44	Print-A-Plate.....	A14
Derma-Pro Mortuary Cosmetics.....	A37	Professional Cars Inc.....	B21
DNR Industries Ltd.....	A37	Robert P. Durant.....	B17
Duncan Stuart Todd Ltd.....	A20	Royal Coachworks.....	B21
Eagle Coach Company.....	B2, B3	Simmons Institute of Funeral Service.....	A43
Eastern Casket.....	A8, A42	Southland Medical Corporation.....	A19
Elegant Brass Company.....	A15	Specialty Hearse & Limo Sales.....	B20
Ethel Maid.....	A12	S & S Coach Company.....	B9
Forever Pets Inc.....	A28, A47	Stakmore Company Inc.....	A9
Fountain National Academy.....	A8	Taylor Urns.....	A19
Front Runner Professional.....	A13	Terrybear Urns.....	A32
Funeral Directors' Answering Service.....	A10	The Fan Man.....	A46
Funeral Directors Assn of Kentucky.....	A18	TheFuneralCarStore.com.....	B17
Funeral Directors Research.....	A18, A32, A45	The Memorial Collection.....	A22
Funeral Service Foundation.....	A36	The Outlook Group.....	A27
G Burns Corporation.....	A43	Tiesforyou.com.....	A36
Granite Leasing Co.....	A16	Towblazer Inc.....	A10
Hanley Coach Sales.....	B19	Trappist Caskets.....	A40
Houston Brothers Inc.....	B19	Trigard Vaults/Liners.....	A15
Inevitable Exodus Inc/Comfort Cub.....	A12	Triple H Company.....	A26
Inman Shipping Worldwide.....	A31	Urns of Distinction.....	A16
International Logistics Services Inc.....	A23	Veterans & Family Memorial Care.....	A29
International Memorialization Supply Association.....	A45	Vischer Funeral Supplies Inc.....	B1

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