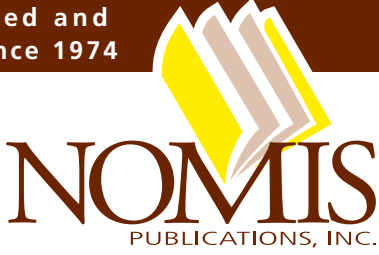


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NEWS

SECTION B

APRIL
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Glass Remembrance Introduces Precious Metals

COLUMBUS, OH— Glass Remembrance is excited to announce their all new Precious Metals product line of glass memorials and jewelry. The custom line of glass keepsakes can now be ordered with sterling silver or 24 karat gold inside. This addition to our product line offers a great enhancement to the funeral

homes' offerings to their clientele.

"I've always believed art therapy can be a great comfort for those in pain. The creation of beautiful glass art and jewelry is a way for people to keep their loved ones close to their heart," reflects artist and founder, **Leatrice Guttentag**.

In today's highly mobile society people can be separated from a loved one's resting place. When a family can no longer be with their loved ones these products can capture memories in custom, hand blown glass tributes that contain a small portion of their cremains. To learn more about offering your families portable tributes that can always be part of their life visit www.glassremembrance.com.



Silver and Cobalt Heart Pendant



Red and Gold Heart Pendant

Seneca Ceramic offers a Better Solution for Cemetery Flags

PHELPS, NY— For years the problem of maintaining flags on Veterans graves and headstones has plagued cemetery directors and grounds keepers alike. A new flag holder designed and patented by **Monty Jennings** of Belmont, NY goes a long way to solving many of these issues. Monty Jennings' solution is a porcelain flag holder that attaches directly to the monument. The flag holders are manufactured for Mr. Jennings at **Seneca Ceramics** in Phelps, NY. It is a discrete and respectful way to display flags.

The design and stability of this durable product solves a number of issues. It is always disappointing to go into a beautiful cemetery and see flags tilted every which way, even lying on the ground. The old style, free standing flag holder stakes have problems that include rampant theft of bronze, lawn equipment running over the flag holders, lost time trimming around the stakes, flag holders that tilt and fall in soft soil, and low

quality of plastic substitutes.

The new porcelain flag holder solves all of these problems. It is permanently mounted to the monument, making it difficult to steal, while keeping it out of the way of grounds keepers. By mounting it on the monument it also ensures that the flag will not tilt and touch the ground. It is made of a durable ceramic material that will not fade in the sun and will last for years in all weather conditions. Plastic flag holders fade and age in the sunlight and fall off in extreme temperatures. Mr. Jennings' new porcelain flag holder is attached to the monument with an epoxy tape that will not stain or permanently damage the monument. It is designed to be discrete, so that it shows off the flag, and not the flag holder.

Flag displays are a cornerstone of American cemeteries, and are an important issue for cemetery directors. The ceramic flag holder designed and patented by Monty Jennings and produced by Seneca Ceramics allows for



a patriotic display that requires no attention, while presenting an uplifting and courageous reminder of our men and women who served. The iconic position



of an upright flag has always been important to our understanding of national pride. For more information visit www.senecaceramics.com or call 315-781-0100.

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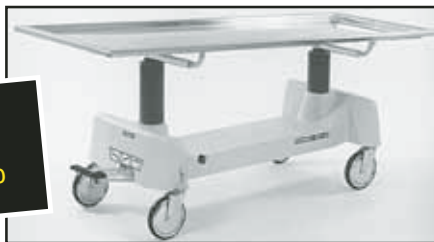
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CALENDAR *of Events*

CONVENTIONS/ CONFERENCES

Texas Cemeteries Assoc - Apr 15-17, 2012, Grand Hyatt Hotel, San Antonio, TX. Exhibits. 817-339-8210. www.txca.us pdouglas@txca.us

North Dakota Funeral Directors Assn 107th Convention - Apr 16-18, 2012, Ramada Plaza Suites Hotel & Convention Center, Fargo, ND. Exhibits. 701-360-3118. www.nfdma.org thenriksen1@cox.net

Oklahoma FDA - Apr 16-18, 2012, Embassy Suites, Norman, OK. Exhibits. 405-843-0730. www.okfda.com ofda@wavelinx.net

Academy of Graduate Embalmers of Georgia, Inc Annual Clinic - Apr 16, 2012, River Forrest Golf Course, Forsyth, GA. 770-445-3180. www.ageg.org academyga@aol.com

Utah FDA - Apr 18-19, 2012, Salt Lake City Marriott Downtown, Salt Lake City, UT. Exhibits. 801-467-9661. www.ufda.org ufda@ufda.org

International Order of The Golden Rule - Apr 19-22, 2012, Renaissance Arlington Capital View Hotel, Arlington, VA. Exhibits. 800-637-8030. www.ogr.org info@ogr.org

Nebraska FDA - Apr 23-25, 2012, Lincoln Embassy Suites, Lincoln, NE. Exhibits. 402-423-8900. www.nefda.org staff@nefda.org

Ohio FDA Annual Convention and Exhibition - Apr 24-26, 2012, Hyatt Regency and Columbus Convention Center, Downtown Columbus, OH. Exhibits.

2012 Embalming and Restorative Art Conference - Apr 26-27, 2012, Irvine Marriott, Irvine, CA. Exhibits. 951-312-1336. 2012epsilonseminar.eventbrite.com endnuchapter@gmail.com

Kansas Funl Dirs & Embalmers Assn - May 06-09, 2012, Capital Plaza Hotel, Topeka, KS. Exhibits. 785-232-7789. www.ksfda.org kfda@kfda.kscocmail.com

South Dakota Funl Dirs Assoc - May 10-11, 2012, Best Western Ramkota Hotel & Watertown Event Center, Watertown, SD. Exhibits. 605-246-9466. www.sdfda.org tkerr@triotel.net

South Carolina Morticians Association, Inc. - May 14-17, 2012, Embassy Suites Greenville Golf Resort & Conference Center, Greenville, SC. Exhibits. 803-339-4133. www.scmaintc.com scmaintc@gmail.com

Minnesota FDA - May 14-16, 2012, Embassy Suites, Brooklyn Center, MN. Exhibits. 855-416-0124. www.mnfuneral.org info@mnfuneral.org

Michigan FDA - May 14-17, 2012, Soaring Eagle Casino & Resort, Mt. Pleasant, MI. Exhibits. 800-937-6332. www.mfda.org pdouma@mfda.org

Iowa FDA - May 15-17, 2012, Iowa State Center & Gateway Hotel, Ames, IA. Exhibits. 800-982-6561. www.iafda.org admin@iafda.org

North Carolina FDA - May 16-18, 2012, Grove Park Inn Resort & Spa, Asheville, NC. Exhibits. 800-616-2332. www.ncfda.org larry@ncfda.org

Massachusetts FDA - Jun 01-02, 2012, Ocean Edge Resort, Brewster, MA. 781-335-2031. www.massfda.org info@massfda.org

Louisiana FDA - Jun 03-05, 2012, Bourbon Orleans Hotel, New Orleans, LA. Exhibits. 225-767-7640. www.lfdaweb.org info@lfdaweb.org

Tennessee Funeral Directors Association - Jun 03-05, 2012, Embassy Suites Hotel & Conference Center, Murfreesboro, TN. Exhibits. 615-321-8792. www.tnfda.org

Missouri Funl Directors & Embalmers Assn - Jun 05-06, 2012, St. Charles Convention Center & Embassy Suites Hotel & Spa, St. Charles, MO. Exhibits. 573-635-1661. www.mofuneral.org info@mofuneral.org

Arizona Funeral Cemetery & Cremation Assn - Jun 06-08, 2012, Scottsdale Plaza Resort, Scottsdale, AZ. Exhibits. 480-649-1144. www.azfda.org afcca@q.com

Independent Funeral Directors of Florida - Jun 06-09, 2012, Omni Orlando Resort at ChampionsGate, Orlando, FL. Exhibits. 850-222-0198. www.ifdf.org mhood@ifdf.org

South Carolina FDA Summer Convention - Jun 10-12, 2012, Myrtle Beach Marriott Resort, Myrtle Beach, SC. 800-445-3427. www.scfda.org scfda@aol.com

Illinois FDA - Jun 10-13, 2012, Renaissance Schaumburg Convention Center Hotel, Schaumburg, IL. Exhibits. 217-525-2000. www.ifda.org info@ifda.org

Texas FDA - Jun 10-15, 2012, Omni Bayfront Hotel, Corpus Christi, TX. Exhibits. 800-460-8332. www.tfda.com admin@tfda.com

Pennsylvania FDA Convention & Expo - Jun 11-14, 2012, Holiday Inn Harrisburg/Hershey, Grantville, PA. Exhibits. 800-692-6068. www.pfda.org joann@pfda.org

West Virginia FDA - Jun 13-15, 2012, Hollywood Casino at Charles Town Races, Charles Town, WV. Exhibits. 855-345-4711. www.wvfdaweb.org kimesrob@yahoo.com

Virginia Morticians Association Inc - Jun 16-19, 2012, Sheraton Virginia Beach Oceanfront Hotel, Virginia Beach, VA. Exhibits. 804-469-9544. www.virginiamorticiansassociation.org vmainc@msn.com

Georgia FDA - Jun 17-20, 2012, The King and Prince Beach & Golf Resort, St. Simons Island, GA. 770-592-8002. www.gfda.org

Florida Morticians Association, Inc - Jun 17-20, 2012, Sheraton Suites Cypress Creek, Fort Lauderdale, FL. Exhibits. 813-477-2020. lfdekata@aol.com

Funl Dirs & Morticians Assoc of North Carolina - Jun 18-21, 2012, Hilton Greenville, Greenville, NC. Exhibits. 704-982-0347. www.fdmanc.org fdmanc@aol.com

Western Pennsylvania FDA Convention - Jun 18-21, 2012, Courtyard by Marriott, Erie, PA. Exhibits. 800-335-4050. www.wpfda.org steve@osbornefuneralhome.com

FDA of Kentucky - Jun 18-20, 2012, Hyatt Regency Hotel, Louisville, KY. Exhibits. 800-866-3211. www.fdaofky.com info@fdaofky.com

FIAT-IFTA International Convention - Jun 21-24, 2012, Dublin, Ireland. Exhibits. www.fiat-ifta2012.com

Buckeye State Funeral Directors & Embalmers Assoc - Jun 21-23, 2012, Fort Rapids Indoor Waterpark Resort, Columbus, OH. Exhibits. 419-524-6999. www.bsfdca.com wfs753@aol.com

Southern Georgia, South Carolina, North Carolina Cemetery, Cremation & Funeral Associations Joint Convention - Jun 24-26, 2012, Hyatt Regency, Savannah, GA. Exhibits. 251-634-3434. www.scfa.info scfca@bellsouth.net

California FDA - Jun 24-26, 2012, Hyatt Newport Beach Hotel, Newport Beach, CA. Exhibits. 800-255-2332. www.cafda.org cfda@amgroup.us

Virginia FDA - Jun 24-26, 2012, The Cavalier Hotel, Virginia Beach, VA. Exhibits. 804-264-0505. www.vfda.net lwhitaker@vfda.net

New England Cemetery Association Annual Conference - Jun 25, 2012, Attitash Grand Summit Hotel, Bartlett, NH. www.newenglandcemetery.org kc-cody@mtcalvarycem.org

Virginia Cemetery Association - Jun 28 - Jul 01, 2012, The Homestead Resort & Spa, Hot Springs, VA. Exhibits. 804-675-7502. www.virginiacemeteryassociation.org dimunn@asscmgmt.com

Association of California Cremationists Meeting - Jul 10, 2012, Hilton Sacramento Arden West, Sacramento, CA. Exhibits. 562-596-0464. www.accinfo.org kthomas@accinfo.org

Florida Cemetery Cremation & Funeral Assn - Jul 19-22, 2012, Sawgrass Marriott Resort, Ponte Vedra Beach, FL. Exhibits. 800-226-3332. www.thefccfa.com leighann@executiveoffice.org

Assn of Independent Funl Hms of Virginia - Jul 20-22, 2012, Hilton Virginia Beach Oceanfront, Virginia Beach, VA. Exhibits. 804-643-0312. www.ifhv.org ifhv@aol.com

Associated Cemeteries of Missouri - Jul 20-21, 2012, The Resort, Lake of The Ozark, MO. Exhibits. 314-863-3011.

Oregon FDA & CAO - Jul 23-25, 2012, Seaside Convention Center & Shilo Hotel, Seaside, OR. Exhibits. 800-304-5095. www.ofda.org mark@ofda.org

Cemetery Association of Tennessee - Jul 29-31, 2012, Mail Stay Inn and Suites, Pigeon Forge, TN. Exhibits. 615-714-9605. www.cemeterytn.com cforee@afamilylegacy.com

National Funeral Directors & Morticians Association, Inc. - Aug 04-09, 2012, The Mirage Hotel, Las Vegas, NV. Exhibits. 800-434-0958. www.nfdma.com nfdma@nfdma.com

Cremation Assn of North America - Aug 15-18, 2012, The Westin Bayshore, Vancouver, BC. Exhibits. 312-245-1077. www.cremationassociation.org info@cremationassociation.org

Colorado FDA - Aug 22-24, 2012, Ameristar Casino Resort Spa, Black Hawk, CO. Exhibits. 303-791-2336. www.cofda.org mail@cofda.org

New Jersey State FDA - Sep 18-20, 2012, Trump Taj Mahal, Atlantic City, NJ. Exhibits. 800-734-3712. www.njsfda.org njsfda@njsfda.org

Selected Independent Funeral Homes - Sep 19-22, 2012, The Westin Copley Place, Boston, MA. Exhibits. 800-323-4219. www.selectedfuneralhomes.org info@selectedfuneralhomes.org

Catholic Cemetery Conference - Sep 25-28, 2012, Gaylord National Resort & Convention Center, Washington, DC. Exhibits. 888-850-8131. www.catholiccemeteryconference.org

Professional Grounds Management Society - Oct 24-27, 2012, The Galt House, Louisville, KY. Exhibits. 410-223-2861. www.pgms.org pgmas@assnhqtrs.com

CFSA Fall Conference & Trade Show - Nov 05-06, 2012, JW Marriott, Indianapolis, IN. Exhibits. 847-295-6630. www.cfsaa.org mallen@cfsaa.org

Maine FDA - Nov 30 - Dec 01, 2012, Hilton Garden Inn Auburn Riverwatch, Auburn, ME. Exhibits. 207-729-9100. www.mefda.org sallybelanger@aol.com

MEETINGS/SEMINARS

Cremation Assn of North America Crematory Certification Operators Program - Apr 13, 2012, Pittsburgh, PA; May 02, 2012, Hartford, CT; May 11, 2012, Atlanta, GA; Jun 24, 2012, Virginia Beach, VA; Jul 13, 2012, Wheeling, IL; Sep 21, 2012, Jeffersonville, IN; Oct 06, 2012, Charlotte, NC. 312-245-1077. www.cremationassociation.org nanette@cremationassociation.org

Selected Independent Funeral Homes Spring Management Summit - Apr 16-18, 2012, Embassy Suites Buckhead, Atlanta, GA. 800-323-4219. www.selectedfuneralhomes.org info@selectedfuneralhomes.org

Academy of Graduate Embalmers of Georgia, Inc Annual Clinic - Apr 16-18, 2012, Georgia Public Safety Training Center and Ramada Convention Center, Forsyth, GA. 770-445-3180. www.ageg.org academyga@aol.com

The Academy Training Dates - Apr 17-18, 2012 Continuing Care for the Advance Funeral Planner or Aftercare Specialist; Apr 24-25, 2012 Funding Skills for Advance Funeral Planning; May 15-18, 2012 Advance Funeral Planning; Jul 17-20, 2012 Advance Funeral Planning; Aug 07-08, 2012 Community Presentation; Sep 18-21, 2012 Advance Funeral Planning; Sep 25, 2012 Great Ideas Workshop; Oct 02-03, 2012 Green Leads/Referrals; Oct 16-17, 2012 Continuing Care for the Advance Funeral Planner or Aftercare Specialist; Nov 06-07, 2012 Funding Skills for Advance Funeral Planning; Nov 13-16, 2012 Advance Funeral Planning; Jan 15-18, 2013 Advance Funeral Planning; Jan 17-20, 2013 Advance Funeral Planning; The Academy Training Center, Franklin, OH. 800-331-6270. www.theoutlookgroup.com

National Funeral Directors & Morticians Association, Inc. - Apr 28 - May 02, 2012, Sheraton Raleigh Hotel, Raleigh, NC. 800-434-0958. www.nfdma.com nfdma@nfdma.com

New York State Assoc of Cemeteries Seminar - Apr 30 - May 01, 2012, The Desmond, Albany, NY. 518-783-1134. www.nysac.com nysac@nysac.com

Asia Funeral Expo - May 17-19, 2012, Hong Kong www.asiafuneralexpo.com

Jewish Cemetery Assoc of North America - Jun 03-05, 2012, Hampton Inn New York-LaGuardia Airport, New York, NY. 718-672-6600. www.jcana.org

NGFSPA Leadership Seminar Conference & Board of Directors Meeting - Jun 07-10, 2012, Sheraton Charlotte Airport, Charlotte, NC. 843-624-7957. www.ngfspa.org newgenerationfpa@gmail.com

Selected Independent Funeral Homes European Group Annual Meeting - Jun 14-17, 2012, The Grand Hotel, Eastbourne, England. 800-323-4219. www.selectedfuneralhomes.org info@selectedfuneralhomes.org

PCS International Meet - Jun 18-22, 2012, The Shores Resort & Spa, Daytona Beach, FL. 386-255-4704. www.professionalcarsociety.org fantafuss1@yahoo.com

New Hampshire & Vermont FDA Twin States Meeting - Jun 19-20, 2012, Ashworth by The Sea, Hampton Beach, NH. 877-886-4332. www.nhfdaweb.org nhfda1@gmail.com

The Assoc for Gravestone Studies Conference - Jun 19-24, 2012, Monmouth University, West Long Branch, NJ. 413-772-0836. www.gravestonestudies.org info@gravestonestudies.org

Fountain National Academy of Professional Embalming Skills 2nd Biennial Seminar - Aug 02-05, 2012 International Embalming and Reconstructive Surgery Conference for Professional Embalmers, Holiday Inn Convention Center, Springfield, MO. 417-833-5130. www.fnacademy.com vrfountain@earthlink.net

American Bio-Recovery Association Meeting - Aug 20-22, 2012, Sandusky Kalahari Resort, Sandusky, OH. 888-979-2272. www.americanbiorecovery.org info@americanbiorecovery.org

New York State FDA Fall Leadership Meeting - Sep 19-21, 2012, Mirror Lake Inn, Lake Placid, NY. 800-291-2629. www.nysfda.org info@nysfda.org

California Assn of Public Cemeteries - Oct 12-13, 2012, Embassy Suites Resort & Hotel, South Lake Tahoe, CA. 760-746-0662. www.capc.info publiccemeteries@aol.com

AmpliVox Sound Systems Launches Enhanced Website

NORTHBROOK, IL— Northbrook-based **AmpliVox Sound Systems** has unveiled a redesigned website to deliver a seamless, efficient online experience to its customers. The new site contains expanded image options of over 200 products offered by AmpliVox, along with a wealth of resources to assist customers with product selection.

The new features, available immediately at www.ampli.com, offer easy access to the company's wide array of products, including portable sound systems, computer cart workstations, lecterns, electronic accessories, and more. The new website's imaging capabilities gives purchasers a detailed view of AmpliVox's products, including 360 degree views of many items. Pull-down menus for each category of product enable customers to target the items they are seeking.

The site also includes a document library containing descriptive spec sheets and other information. Enhanced cross-referencing links make it simple for purchasers to review package options and select coordinating accessories. The website also provides quick links to AmpliVox's social media platforms, including Facebook, Twitter and the AmpliVox YouTube channel.

"This new website is all about making our customers' lives easier," said AmpliVox CEO **Don Roth**. "We want to provide each buyer with the information he or she needs in a straightforward and manageable format. Our new navigation tools will make shopping on the site enjoyable, and our customers will have confidence at the end that they've made the best choices possible."

AmpliVox® Sound Systems products are predominately made in the USA, meet stringent UL standards, and come with an up to 6-year warranty. Our wide selection meets every speaker's sound coverage and style needs. Whether you are in a small meeting room of 30 people or a large 20,000 square foot auditorium of up to 10,000 people, AmpliVox® Sound Systems' extensive range of superior quality, simple to operate and reliable electronics will provide maximum satisfaction and ensure a crystal clear message. Creators of the Pink Podium Promise cause marketing initiative, AmpliVox donates pink podiums to breast cancer awareness organizations helping lead the effort to "Speak Up for the Cause." Visit www.ampli.com for more information.

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

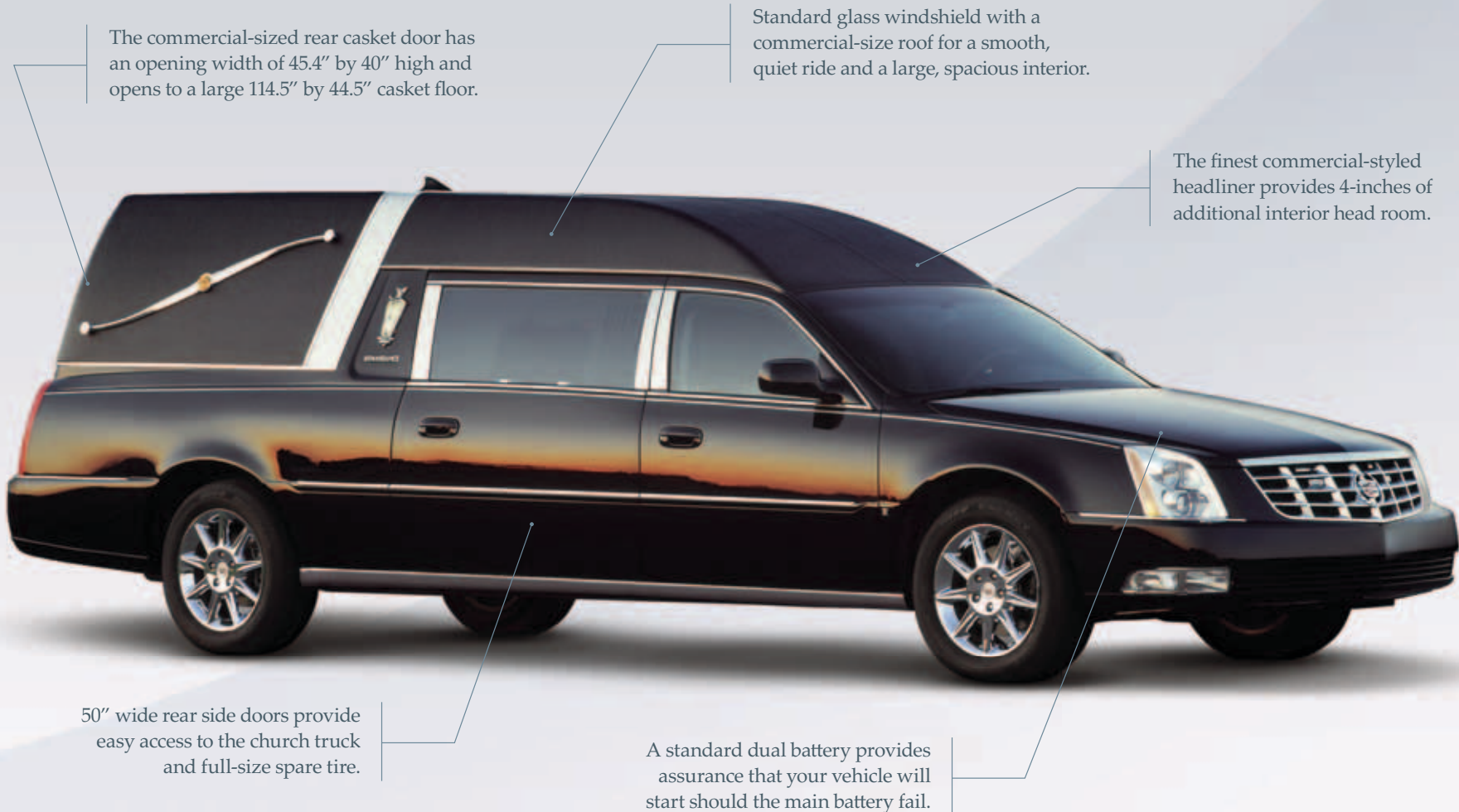
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ValMark Memorial Group provides Funeral Homes with Value Messages and Brand Promises that Deliver

SANIBEL, FL— The key to winning clients and growing market share is value – not discounting. The majority of people think that all funeral homes are alike. That's why so many choose a cremation or funeral provider primarily based on price and not value – and when you compete on price, everyone loses. "Our funeral home clients are thriving and continue to grow market share in this economy, and they are doing it without having to resort to knee-jerk discounting. They are doing it with value," said **Mark Davis**, CEO of funeral industry public relations and marketing firm, **ValMark Memorial Group**. What's the difference between discounting and value?

Value means you give the consumer back the insights that you learned from them. You do this by delivering it in the services and products that they want to buy and telling them about it in a creative message. Then the price becomes tertiary, but it comes at an amount that makes sense. The price doesn't have to be at a discount. It just has to be competitive. A discount means the consumer gets a price cut. Period! Price is a terrible place to compete. There is always someone willing to go out of business sooner than you. Anyone can discount on any day...and out-discount you.

When you deliver actual, insight-driven value to the consumer that means the consumer delivers loyalty and positive word-of-mouth in return. Delivering only a discount though, means the consumer has no loyalty, and no reason to use your funeral home again once someone offers a deeper discount.

Image is everything. Your efforts and ability to influence public perception is the very definition of public relations. What you communicate visually and verbally to your community is a major component of ValMark's brand affiliation strategy. ValMark's highly acclaimed brands, Veterans & Family Memorial Care and Cremation-With-Care create a buzz that will build enthusiasm for your funeral home among people who have influence and persuade others.

"Our comprehensive marketing and public relations programs deliver your brand value message to the community," said Mark Davis. "They tell the community what they can expect from your funeral home by delivering a differentiating message. When you successfully differentiate your funeral home from the others you can make the transition from being another choice, to being the only choice."

ValMark bolsters your funeral home brand, enhances your existing attributes and increases your visibility. ValMark provides the tools and materials necessary to build strong alliances, strengthen your funeral home's position, grow market share and increase revenue. Hundreds of funeral homes nationwide have gained a distinct advantage by outsmarting the competition and getting to the consumer first by taking advantage of the opportunities provided by the ValMark brand affiliations. For more information on ValMark's acclaimed brand affiliates visit: www.VeteransHonored.com and www.Cremation-With-Care.com or call Toll Free: (866) 770-6791.

New "In Memoriam" Coin is a superb way to Honor Veterans



COLUMBIA, SC— On February 7 at the South Carolina Mid-Winter Expo, exhibitor **Military Pride Group** unveiled a new *In Memoriam* coin for funeral directors to present to family members of deceased Veterans.

"As Old Glory is being folded, placed in a flag case and presented to the widow/widower of a Veteran, this new specially designed coin can also be given to the family members of the deceased," stated **Jeff Holt**, Wholesale Manager for Military Pride Group.

Veterans and active duty service men and women have valued commemorative coins since World

War I, when military coins were issued to battalions as symbols of camaraderie and unity. Over time coins came in as a way for a Veteran or service member having a coin to show participation in a campaign, battle, group or event.

The new "In Memoriam" coin, Item CC591, can be purchased wholesale, or it can be produced two-sided with personalized funeral home text/graphics on the reverse side.

Please stop by booth 222 at 2012 the OFDA Convention in Columbus, Ohio, April 24-26, call 1-800-605-4001, or visit www.medalsofamerica.com for more information.

Hillcrest Lawn Memorial in Great Falls, Montana installs the Zontec™ System



Hillcrest Lawn Memorial

TAMPA, FL— **Zontec™ International, Inc.** recently completed the sale of their unique PA2500 system that eliminates mausoleum odors and controls crypt flies to Cemetery Manager, **Ken Lay** of **Hillcrest Lawn Memorial** in Great Falls, MT. "We installed the system back in October and our staff and families have noticed the difference in air quality. The building smells clean and I haven't seen a fly in months. You can add our name to your list of satisfied customers," stated Ken.

"When people come into a mausoleum they expect to smell death. They get an eerie feeling knowing that the walls are lined with the bodies of the deceased making most feel uneasy and suspicious of any odor or insects that they see in the building. When crypt flies fly into your eyes, mouth, and up your nose, telling them that they are coming from the flowers doesn't make it excusable," stated **Lyndi**

Demers, Project Manager, Zontec™ International, Inc.

Hillcrest Lawn Memorial Cemetery has been serving the families of Great Falls, MT since 1932.

For over 25 years, Zontec™ has adhered to the highest quality standards in the industry manufacturing superior products that are built to last. Zontec™ International, Inc. presently serves hundreds of mausoleums and funeral homes throughout North America, and is a supplier member of the CCC, ICCFA, NFDA, FACA, FCCFA, and OACFP. For more information about the Zontec™ system, to see testimonials from many satisfied customers, or to place an order, you may contact the company directly at their headquarters in Tampa, Florida, USA. Or, you may visit them online at www.zontecsolution.com, call 1-800-474-0105 or email them at info@zontecsolution.com.

ASD promotes Training Specialist Juan Silva as New Graphic Designer

MEDIA, PA— ASD – Answering Service for Directors is excited to welcome **Juan Silva** to their talented marketing team. Juan has been with ASD since September 2009 and was recently promoted from his position as a Training Call Specialist to a Graphic Designer position. Juan received his graphic design education from The University of the Arts in Philadelphia, PA while working part time at ASD.

Juan was a natural choice for the position because of his exemplary performance as an ASD Call Specialist. Over the past three years, his compassionate phone demeanor, strong attention to detail and proven reliability did not go unnoticed by ASD's Operations team, who promoted Juan to Training Specialist position last year. Juan trained many of ASD's Call Specialists, which requires excellent communication skills, patience and dedication. Juan is also one of ASD's bilingual staff members and has assisted countless Spanish-speaking callers.

"Coming to ASD's sales department as a graphic designer is great," Juan says. "It allows me to contribute to ASD's already existing success by doing something that I love, and I will still be available to assist callers, which is something I also love doing."

Juan's years of experience taking calls gives him a depth of understanding that will translate well in ASD's marketing. For many businesses, filling an open position is as simple as putting out a Wanted Ad, but for ASD it is essential

that all employees are familiar with the company's core base. Juan's background in the ASD call center will help shape his graphic design work. This type of cross training is common throughout every department at ASD. During business times, management, sales and finance employees assist callers to provide an extra layer of support.

More than 100 people work for ASD, and every employee with the right skill set is trained to answer calls. This "all-hands-on-deck" approach creates a strong, team environment and ensures that the office works as a collective whole to provide highest quality of service. This is possible because employees who were hired from within make up a large number of advanced positions. ASD believes in rewarding proven talent, so it's no surprise that many of their long-standing employees began working for the company as a part-time job and have since made ASD their career. Juan will be an asset to both ASD's sales and operations teams for his ability to shift gears between graphic design work and professionally handling calls.

"Whether you tour our facility in person or speak with our staff over the phone, you will immediately feel a sense of my family's dedication to both funeral clients and ASD staff. Juan has proven himself as compassionate, professional and reliable team member, time and time again for the last three years of call handling," says ASD Family Member Owner **Kevin Czachor**. "He now

will showcase his talents for graphic design, while allowing for even more impressive call handling depth. You will see Juan's ideas and images come to fruition in the near future."

ASD is the leader in answering services and call support for funeral professionals. Family owned and operated, ASD blends state-of-the-art technology with an experienced team of knowledgeable call specialists that possess a high level of understanding of the funeral process. The company's intensive training pro-

grams ensure that the potential value of every call is recognized and communicated to directors in the most cost efficient way. ASD's innovative technology, custom-built systems and call support expertise have made it a national leader in the death care profession. Headquartered in Media, Pennsylvania, ASD offers comprehensive answering services for funeral homes and funeral related businesses of all sizes. For more information, visit myASD.com or call 1-800-868-9950.



Juan Silva

Progressive Environmental Services Updates Tag Line

BARRINGTON, IL—Progressive Environmental Services, providers of environmentally compliant waste management, recycling and metallurgical refining services, are adding a new tagline to all of their media materials, in order to increase name recognition among clients in the funeral service industry.

The new tag line will draw attention to their services regarding the recycling of medical materials and pacemakers, with leads attached, in cremains; *Environmentally compliant recycling of dental materials, titanium and pacemakers.*

Recently, Progressive Environmental Services do-

nated a number of pacemakers to the **University of Michigan Health System's** "Project My Heart-Your Heart", a research study to examine the battery life of devices removed by funeral directors. Their ultimate goal is to acquire FDA approval for a clinical trial to determine if pacemaker reutilization is a safe and effective means of delivering healthcare to those with great need in underserved countries.

In a thank you letter, *Thomas Crawford*, assistant Professor of Medicine at the University stated that "...one out of five pacemakers we receive has at least 70% of the orig-

inal battery left...these pacemakers will offer a needy person a chance at life." Additionally a Certificate of Appreciation was presented in recognition of Progressive Environmental's efforts, "...As a result of your partnership we are changing the world one heartbeat at a time."

For more information on the services provided by Progressive Environmental Services, visit their website at www.progressive-environmental.com/crematories.html, or call 800-323-9785 ext. 8811.

For more information on Project My Heart-Your Heart visit www.med.umich.edu/myheartyourheart/.

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Six Suhor Industries locations honored with 110% Club Awards from Wilbert Funeral Services, Inc.



Lance Ray of SI Funeral Services, Commerce City, CO, receives achievement award from Wilbert President Dennis Welzenbach.



Sly Jackson of SI Funeral Services, San Antonio, TX, receives achievement award from Wilbert President Dennis Welzenbach.



Mike Anderson of SI Funeral Services, Shreveport, LA, receives achievement award from Wilbert President Dennis Welzenbach.



Matt Stewart of SI Funeral Services, Tulsa, OK, receives achievement award from Wilbert President Dennis Welzenbach.



Debbie Fleming of SI Funeral Services, Girard, PA, receives achievement award from Wilbert President Dennis Welzenbach.



Wilbert President Dennis Welzenbach presents achievement award to DJ Roshan of SI Funeral Services, Rolla, MO.

OVERLAND PARK, KS— Six manufacturing locations in the **Suhor Industries, Inc.** network were recently honored at the **Wilbert Funeral Services, Inc. (WFSI)** National Sales Meeting as recipients of the Wilbert 110% Club Award, given to licensees who achieve a year-over-year growth of at least 10%.

“When one applies extraordinary effort, it’s often said that he or she gave 110%,” said **Mark Klingengerger**, Vice-President Sales & Marketing, WFSI. “This award recognizes those efforts.”

Award recipients were: Commerce City, Colorado, Plant Manager **Shawn Thompson**; Rolla, Mis-

souri, Regional Marketing Manager **DJ Roshan**, Plant Manager **Pat Perry**; Shreveport, Louisiana, Plant Manager **Steve Alexander**, Regional Marketing Manager **Brian Lambert**; San Antonio, Texas, Plant Manager **Wayne Sannipoli**, Regional Marketing Manager **Edie Bierschwale**; Girard,

Pennsylvania, Plant Manager **Sharon Olesnanik**, Regional Marketing Manager **Debbie Fleming**; and Tulsa, Oklahoma, Plant Manager **Matt Beal**, Regional Marketing Manager **Matt Stewart**.

“We are extremely pleased and honored to have received these awards from Wilbert Funer-

al Services, Inc.,” said **Joe Suhor**, Chairman/CEO, Suhor Industries. “The 110% Club Award recognizes the fine efforts of the SI team. This achievement also demonstrates the confidence our customers have in our people and our company.”

Suhor Industries, Inc. has been in the funeral indus-

try business since 1933 starting in Kansas City, Missouri. Suhor operates manufacturing and warehouse locations in Arkansas, Colorado, Kansas, Louisiana, Missouri, New York, Oklahoma, Oregon, Pennsylvania, Texas and Washington. Visit Suhor Industries online at www.suhor.com.

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F.A.C. Marketing purchased by Employees

BURLINGTON, IA— After several years of ownership by **Woodward Communications**, three familiar names have taken ownership of **F.A.C. Marketing**, a full-service advertising agency specializing in the funeral care industry. The agency is again calling Burlington, Iowa, home. The purchase, which was completed in late 2011, also allows all three owners an equal stake in the agency's future.

Kim and **Mark Edwards** have been with F.A.C. Marketing, in some capacity, for the past twenty years. Also returning to the agency is **Chris King**, who assisted in building the agency to its highest client volume in the 2005-2006 calendar years. Kim has been named CEO and oversees the day-to-day operations of the agency while King serves as the V.P. of Client Development and Marketing. Mark continues to manage all electronic media production.

F.A.C. Marketing serves the funeral home industry with clients nationwide including funeral homes and their affiliates. The agency provides funeral homes with design services, print and electronic media development, marketing director services, web site and social media development, direct mail management, media placement and marketing strategy.

"We are very proud of what we've been able to accomplish in the past several months," said Kim. "There were several months of uncertainty prior to our decision to do everything we could to continue serving all of these friends we've made throughout the years."

According to Kim, one of the key factors to making F.A.C. Marketing a viable agency was to bring back the creative force behind many of the agency's best known campaigns. "We had discussed approaching Chris to come back and work with us but knew he had moved on and was working as a Paramedic. Once we decided to invite him in, things really took off and all of our decisions have worked out to the advantage of our clients."

"I've known Kim and Mark nearly 15 years and jumped at the chance to come back and be useful in the marketing world again. My four-year degree is in communications so I couldn't pass up the opportunity," said King. King has arranged his schedule to be in the office while still working as a Nationally Registered Emergency Medical Technician - Paramedic Specialist (NREMT-PS).

While F.A.C. Marketing continues to evolve and embrace its new identity, the company web site at www.facmarketing.com is undergoing a complete redesign. The company logo was also simplified and redesigned to include a stylized tree to link the new F.A.C. Marketing back to the company's previous logo which was designed by former owner **Roger Sheagren**. Kim indicates that several key industry relationships have been renewed and there are multiple new designers and consultants on-board to service clients.

F.A.C. Marketing is a full-service marketing agency. With years of experience and concentration in the funeral industry, the professionals at F.A.C. Marketing are dedicated to providing custom marketing strategies to the individual funeral home. For more information on the agency's services please visit www.facmarketing.com or call 800-800-5809.

Trinity Fluids introduces Trini-Fresh Odor Eliminator

LAPEER, MI— **Trinity Fluids, LLC** has introduced their latest product for the funeral industry, *Trini-Fresh* odor eliminator. This newest formulation through extensive testing has outdone even the company's expectations in regards to how fast Trini-Fresh removes organic bacteria odors.

The unique formulation is stabilized to ensure 95% retention of activity after a shelf life of one year. This means that the total 2,000 ppm is available almost instantly if needed to destroy a massive odor. Trini-Fresh can be used in drains, sump pumps, bathrooms, linen bags, bio-hazard containers, decomposition cases, vehicles, carpets, storage coolers, humidifiers to eliminate musty mildew and stale air smells.

Trini-Fresh is very effective

in destroying airborne odors because it is formulated with a novel component that greatly increases ease of atomization and reduces droplet size from pump and trigger sprays. Trini-Fresh does not cover an odor with fragrance, it eliminates it!

Trinity Fluids, LLC formulas are designed to enable funeral homes to better manage inventory and reduce costs while improving quality. Trinity Fluids formulas come ready to use in recyclable cube packaging, a first of its kind in the industry. The full line of arterial, cavity and pre-injection fluids are cost-effective premium products in innovative and recyclable cube packaging. To discover the advantages of Trinity Fluids visit www.trinityfluids.com or follow them on Facebook.

Lundgren Monuments Presents The Potter and the Urn



SEATTLE, WA—In conjunction with the National Council on Education for the Ceramic Arts' 46th Annual Conference, taking place March 28-31 at the Washington State Convention Center in Seattle, Washington, **Lundgren Monuments** presented a new collection of ceramic cremation urns: *The Potter and the Urn*.

The collection features new works by leading artists in the Pacific Northwest, including: Jeffrey Mitchell Charles Krafft, John Ellefson, Laura Brodax, Sylwia Tur, Evan Blackwell, Deborah Schwartzkopf, Tim Foss, Chris Shaw, George Rodriguez, Lauren Gallaspy, Andy Nassise, Peter Olsen, Carol Gouthro, Wally Bivins and Marge Levy.

The NCECA held a special reception on March 29th in honor of the new collection. For more information visit www.lundgrenmonuments.com.

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funeralOne paves the way with The Sympathy Store

DETROIT, MI— After years of facing a decline in traditional funeral services, call volume and profit, funeral firms across the country have discovered an effortless way to generate revenue by selling sympathy gifts and flowers on their website.

“Thousands of funeral firms are turning to **The Sympathy Store** to offer memorial gifts and flowers online. It creates a new revenue stream that offers families more without doing more,” explains **Rochelle Rietow**, Director of Marketing for **funeralOne**.

Leading funeral solutions provider, **funeralOne**, has introduced **The Sympathy Store**, a free plug-in that can be seamlessly integrated into any funeral home website, regardless of provider. **The Sympathy Store** is ultimately an online store featured on your funeral home website. It offers website visitors the convenience of shopping for sympathy gifts and flowers at the same place they're viewing obituaries and sharing memories.

“What interested me the most [about **The Sympathy Store**] was the ability for a family to stay on our website the entire time. When they come to our website to find an obituary and they want to send flowers - they can choose to send those flowers right from our website. They're not leaving to go to some-

Funeral Firms Increase Revenue, Without Increasing Responsibility

one else's [website]. Now we have a way to actually retain that customer,” explains **Amy Rodrigue** from **Tezak's Home to Celebrate Life**.

The Sympathy Store features flowers from each individual firm's local florist of choice, and the largest selection of sympathy gifts online. Funeral firms earn up to 25 percent commissions on every order placed through their **Sympathy Store**.

The Sympathy Store is turnkey ecommerce solution, meaning the funeral home doesn't have to take on any new responsibilities. **funeralOne** handles all of the logistics, from coordinating with local florists, to ordering, billing, shipping, and even customer service.

“Funeral professionals are making money in their sleep while also providing their website visitors convenience. It's push-button simple,” says **Joe Joachim**, CEO and founder of **funeralOne**.

To learn more about **The Sympathy Store**, how it works, or its capabilities, please visit www.funeralone.com/startselling or call 1 (866) 670 - 4782.

funeralOne is on a mission to solve the funeral profession's biggest challenges with simple solutions. For the past 10 years, we've helped funeral professionals connect with their clients in new ways, and become more profitable. We create game-changing solutions through technology, research, design, and most importantly - innovation. We bring to market meaningful products, services and experiences that are transforming how the world honors life and deals with loss.

ACE Caskets, Jim Malamas and others score Big Win in long running Texas Litigation

NEW ORLEANS, LA— On February 9, 2012, **ACE Caskets, Jim Malamas** and the other defendants in long running litigation with **The York Group, Inc.** scored a major victory when the Fifth Circuit Court of Appeals ruled the federal court in Houston, Texas did not have jurisdiction over the case and dismissed it.

ACE Caskets, Jim Malamas and the other defendants, including one of its suppliers **Wuxi Taihu Tractor Company**, have spent years challenging a default judgment **York** obtained in July of 2007 in violation of the defendants' due process rights. Throughout this time, **York** has aggressively sought to

enforce the default judgment against casket companies in North America. The challenge to the default judgment now proceeds in the Houston, Texas state court where it originated.

ACE Caskets and **Jim Malamas** have never wavered and have always remained confident in its belief that the default judgment **York** obtained is not valid and that **ACE Caskets** and the other defendants will prevail.

The decision by the Fifth Circuit is an important victory and a big step toward righting a wrong. **ACE Caskets** and **Jim Malamas** will continue to vigorously defend their rights and look forward to a complete victory in the state court.

Spencer Mortuary of Italy introduces “Jack”



435mm (35.4 in. to 17.1 in.). New rollers, brakes and an increased wheel diameter provide improved handling and safety.

Jack's Self system allows for the transportation of the load without the usual risk of injury that an operator can face during the lifting phase. It completely sustains loading or unloading, into or off the vehicle. The inferior part of the stretcher has an articulation that, during closure can be activated, not by a lifting movement but, by a simple pushing action. With this, the wheels with which it is equipped are easily brought into contact with the surface onto which it has to be loaded. The advantage of this system is that the load can be made to slide without any extra effort. This system therefore, on one hand eliminates any risk of strain on the lumbar region of the operator, and on the other presents itself as highly stable and easy to handle. All this is due to the well balanced structure and a notable smoothness when in motion. This has all been achieved while maintaining low weight and perfect balance.

Customizable options include: attachable rollers to facilitate the loading and unloading of caskets from vehicles; a watertight stainless steel basin with a sloping base and rigid stainless steel support, which also serves as guide for an optional roller without compromising stability when the basin is placed on static surfaces; as well as framework supports for large and small loads.

For more information on **Spencer Mortuary's** range of back-saving devices, visit their online catalog at mortuary.spencer.it/eng/home.

COLLECCHIO, ITALY— **Spencer Mortuary** is known in Italy for traditional excellence and technology in the field of recovery, moving and transport equipment for the funeral industry. In a short time, in fact, **Spencer's** devices have globally become a synonym of high quality and prestige in this sector, offering products that reduce fatigue on the part of the operators and at the same time offer improved services. **Spencer** provides a range of back-saving products that allow customers the best solution for the type of work they need to do. Soon to be available in the United States, these products can provide increased comfort, security, and reduced fatigue due to lumbar strain.

The newest product, **Jack**, is a portable hydraulic lifting cot with a compact structure and vertical geometry that is versatile and easy to use. **Jack** is lightweight, making it easy to transport, and it's easy to clean and sanitize as it is entirely manufactured in electropolished stainless steel. A reliable oleo-dynamic piston guarantees micrometric elevation with a variable height from 900mm to



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Scott Payne joins C&J Financial as Regional Director of Sales & Marketing

RAINBOW CITY, AL— C&J Financial, a leading provider of insurance assignment funding to the funeral industry, is pleased to announce that **Scott Payne** has joined the team as Regional Director of Sales & Marketing.

Scott comes to C&J from one of the most prestigious funeral home companies in America. Scott served as the Director of Funeral Service Operations and Community Outreach at **Baue Funeral Homes** in Missouri. During his 15 year career at Baue he served in many capacities including funeral director where he had the privilege of personally making arrangements for over 2000 families and conducting thousands of services. "I am excited to join C&J and look forward to working with funeral homes and cemeteries in providing a valuable service to reduce receivables while providing an excellent service for client families," says Scott.

According to Executive Vice President, **Jamie Meredith**, "C&J is delighted that Scott has joined our team and will continue serving funeral homes and families by helping them eliminating the hassle, headache and cash flow delay in processing insurance death claims. Scott brings a wealth of funeral service experience to C&J and knows firsthand the benefits of Assignment Funding."

Many funeral homes if not most allow their families to assign insurance proceeds for payment of goods and services. Accepting insurance assignments as a form of payment in these economic times is crucial. However, accepting assignments can be costly and time consuming. The average time to collect an assignment is between 30 to 60 days. Some assignments can take months with pending death certificates, medical examiner and or police reports.

C&J's mission is to relieve the funeral industry of the hassle, headache and cash flow delay of processing insurance death claims by providing the fastest funding possible while offering the friendliest, most knowledgeable and courteous customer service available. C&J's Fast Funding Program is designed to pay funeral homes and cemeteries within 24 hours of verification on their assignment cases, eliminating the issues associated with processing insurance death claims.

A unique balance of funeral service professionals, insurance marketing executives and life insurance claims managers gives C&J an unparalleled understanding of the insurance assignment funding business and the challenges that funeral homes and families face in dealing with life insurance benefits.

C&J has processed more than 100,000 death claims and funded nearly 500 million dollars to funeral homes and cemeteries throughout the U.S., District of Columbia, Puerto Rico and the U.S. Virgin Islands. For more information on C&J visit www.AssignmentFunding.com.



Scott Payne

Southwest Airlines launches new Service from Atlanta, Georgia

DALLAS, TX— Southwest Airlines has delivered the long-awaited Atlanta arrival of the carrier's legendary low fares and positive customer service. Continuing the 40-year mission to serve in its communities, Southwest also announced the launch of LUV Grants for Good, making available \$150,000 in grants to nonprofit organizations from across the State of Georgia.

"Our service from Atlanta brings greatly reduced fares with new flexibility and value for both leisure and business customers," said **Gary Kelly**, Southwest's Chairman, President, and CEO, at a news conference held in the airport's main terminal.

Following on months of community service performed around Greater Atlanta even prior to the August 2011 announcement of Southwest service, Kelly also announced the launch of an online essay and video contest to award \$150,000 in LUV Grants for Good across the State.

The initial schedule of 15 flights to five nonstop destinations, with additional same-plane and con-

necting service to 48 destinations across the country, is just the beginning of a beautiful partnership between the world's busiest airport and the largest airline in the nation, as measured by the U.S. Department of Transportation in terms of originating passengers boarded. Daily nonstop service between Atlanta and Austin, Baltimore/Washington, Chicago Midway, Denver, and Houston (Hobby), will grow with the addition of nonstop service to and from both Las Vegas and Phoenix starting March 10. Southwest also will add nonstop service beginning June 10 between Atlanta and Los Angeles and will offer additional nonstop service connecting Atlanta to Louisville, Norfolk/Virginia Beach, and Seattle starting August 12.

Southwest's arrival also brings Cargo Customers expedited air cargo service between Atlanta and more than 90 destinations across the map. From a brand new facility constructed at the Atlanta airport, Southwest Employees now offer award-winning Customer Service with complimentary Road Feeder

Service and interline destinations.

"We're opening Southwest service to Atlanta with more flights than our traditional start, and we have big plans for the city," Kelly told the crowd. Dallas-based Southwest Airlines Co. acquired AirTran Airways, Atlanta's second-largest carrier, in May 2010, yet maintains two separate airlines until a full integration over the next several years. The carrier anticipates obtaining a Single Operating Certificate from the Federal Aviation Administration in the first quarter of this year, the first step in allowing that process to unfold. AirTran Employees, aircraft, and gates in Atlanta will convert to Southwest Airlines in the future.

With the addition of Atlanta, Southwest Airlines adds Georgia, as its 38th State, to a route map of service now totaling 73 U.S. airports. As of today, AirTran serves 52 cities nonstop from Hartsfield-Jackson Atlanta International Airport, including near-international routes to Mexico and the Caribbean. Visit southwest.com for more information.

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- Funeral Business Wanted Hearses/Limousines Help Wanted Miscellaneous Position Wanted Wanted To Buy

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Phone _____

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DEPARTMENT INDEX

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Business Equipment 2

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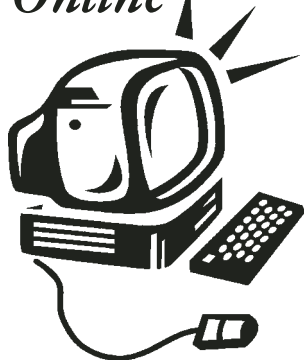
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Funeral Business For Sale 5

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Roanoke, Virginia Transport Removal Service For Sale. 1350-1400 calls per year. Serious calls only. **Call (540)314-7172.** 5FMA

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2005 LINCOLN S&S 6-DOOR LIMO
silver with black top and black leather

HEARSES

| | | |
|------|--------------------------|--------------------------------|
| 2008 | Cadillac S&S Hearse | silver/blue leather |
| 2006 | Cadillac Eagle Hearse | black/black leather |
| | Lincoln Federal Hearse | lt blue/white top/tan leather |
| | Lincoln Eagle Ultimate | black/tan leather |
| 2005 | Cadillac S&S Hearse | black/black leather |
| 2003 | Cadillac Superior Hearse | black/black leather |
| 2002 | Cadillac Superior Hearse | white/blue leather |
| 2000 | Cadillac Eagle Hearse | blue/blue leather |
| | Cadillac Eagle Hearse | white/gray leather |
| 1998 | Cadillac Superior Hearse | gray/black top/ blue leather |
| | Cadillac Superior Hearse | black/black leather |
| | Cadillac Superior Hearse | blue/blue leather |
| 1996 | Cadillac Eagle Hearse | blue/blue interior |
| | Cadillac Superior Hearse | blue/blue interior |
| 1995 | Cadillac Superior Hearse | white/black leather |
| 1993 | Cadillac S&S Masterpiece | silver/black top/blue interior |



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2010 LINCOLN EAGLE HEARSE
black with black leather



2005 CADILLAC S&S HEARSE
black with blue leather

LIMOUSINES

| | | |
|------|--------------------------|--------------------------------|
| 2005 | Lincoln S&S 6-Door | silver/black top/black leather |
| 2004 | Cadillac S&S 6-Door | silver/blue leather |
| | Cadillac Federal 5-Door | blue/black leather |
| | Cadillac DaBryan 5-Door | black/black leather |
| 2002 | Cadillac Federal 6-Door | black/blue leather |
| | Lincoln Royale 24-Hour | black/black leather |
| 1999 | Cadillac Superior 6-Door | blue/blue leather |
| | Cadillac Chicago 5-Door | black/blue leather |
| 1996 | Cadillac Federal 6-Door | blue/blue leather |

FIRST CALL

| | | |
|------|-----------------------------|-------------------------|
| 2007 | Dodge Caravan 1st Call Van | blue/gray interior |
| | Chrysler Eagle 1st Call Van | white/gray interior |
| | Chevy Uplander 1st Call Van | silver/neutral interior |



2004 CADILLAC FEDERAL 5-DOOR LIMO
blue with black leather



2003 CADILLAC SUPERIOR HEARSE
black with black leather



2002 CADILLAC SUPERIOR HEARSE
white and blue leather

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HEARSES

| | |
|---|---------------|
| 1999 Cadillac Superior Crown, Navy, 33k mls | \$6750 |
| 1997 Cadillac Eagle, Crown Molding, Low Miles, Black | \$6950 |
| 1995 Cadillac S&S Victoria, Commercial Glass, Ext Table, Silver | \$4250 |
| 1994 Cadillac Eagle, Silver, Amber Beacon, 47k mls | \$4250 |
| 1993 Cadillac S&S, Black, 61k mls, Clean | \$4250 |
| 1991 Cadillac S&S Commercial Glass, Blue, 128k | \$3250 |
| 1987 Oldsmobile Eureka, Front Drive, Navy, Nice, 47k mls | \$3250 |
| 1968 Cadillac Superior Flower Car, Heavy Body Damage, Worth Fixing | \$4975 |
| 1987 Cadillac Eureka FWD Flower Car, One Owner, Silver, 49k mls | \$7500 |

LIMOUSINES

| | |
|---|--------|
| 2001 Lincoln DaBryan, 90" Stretch, Black, 204k mls | \$7950 |
| 2000 Chevy Venture, Full Eagle Conversion w/Panels, Black, 200k mls | \$2222 |
| 1994 Cadillac Superior Presidential, Commercial Glass, Navy, 38k mls, Some Rust | \$2000 |
| 1994 Cadillac Eureka, 6-Door, Power Flip Seat, Silver, 13k mls, Some Rust | \$2950 |
| 1994 Cadillac VIP Limo, Black, 129k mls | \$1994 |
| 1993 Cadillac Superior, 6-Door, 46" Stretch, Navy Blue, 47k mls | \$2500 |
| 1991 Cadillac FWD, Silver, 75k mls, New Tires | \$1991 |

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Classified **ADS**

Funl Busn For Sale Cont'd 5

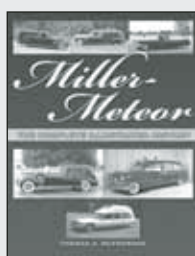
Family owned and operated business in Pennsylvania. Average 70 calls per year. Turn Key operation. Serious inquiries will be given access to financials. Owner is relocating. **Email pafhforsale@gmail.com.** SFMA

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2010 1/2 CADILLAC S&S COACH W/15,600 MILES
BLACK EXTERIOR & TITANIUM INTERIOR

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2006 CADILLAC S&S MASTERPIECE W/44,949 MILES, BLACK EXTERIOR
2004 CADILLAC S&S MEDALIST W/20,654 MILES, BLUE EXTERIOR & BLUE INTERIOR
1997 CADILLAC S&S MEDALIST COACH W/19,437 MILES, WHITE EXTERIOR

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|-----------------------------------|--------------------------------|-----------|
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| 2004 Lincoln Eureka Coach..... | Blk Ext/Blk Int..... | 39,000 mi |
| 2002 Cadillac Superior Coach..... | Bronze Ext/Blk Int..... | 28,000 mi |
| 2001 Cadillac Federal Coach..... | Drk Blue Ext/Drk Blue Int..... | 48,000 mi |
| 1995 Cadillac Eagle Coach..... | Wht Ext/Drk Burg Int..... | 41,000 mi |

LIMOUSINES

| | | |
|---------------------------------------|-------------------------|-----------|
| 2005 Cadillac S&S 6-Door 24-Hour..... | Wht Ext/Blue Int..... | 33,200 mi |
| 2003 Cadillac Superior 6-Door..... | Blk Ext/Blk Int..... | 27,000 mi |
| 2002 Cadillac LCW 24-Hour..... | Blk Ext/Blk Int..... | 42,000 mi |
| 2002 Cadillac Superior 6-Door..... | Bronze Ext/Blk Int..... | 25,000 mi |
| (2) 1999 Cadillac Eureka 6-Door..... | Wht Ext/Blue Int..... | 62,000 mi |
| 2005 GMC Denali XLT..... | Wht Ext/Neut Int..... | 88,500 mi |



2002 Cadillac Federal Coach
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Hearse/Limousines 8



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Classified ADS

Hearses/Limousines Cont'd 8

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 2012 Chevy Suburban w/custom casket tbl w/8 built in rollers w/entry ramp
 2011 Cadillac DTS Sedan, silver
 2007 Chevy Express Van w/casket table & entry ramp
 2004 Chev Astro Van w/casket tbl, blu

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 1998 Cad S&S Masterpiece Coach, blu
 1994 Cad Eureka Coach, blk, 36k mi
 1994 Chevy Suburban, blue/silver
 1990 Cadillac Funeral Coach, blk

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2009 Cadillac S&S Medalist Hearse, triple black, 13K miles, \$64,900. 2008 Cadillac Medalist Hearse, silver with silver tuxedo top, 21K miles, \$59,900. Both hearses are in like new condition, under Cadillac's bumper to bumper warranty and purchased new by Pacer Funeral Home, 716-523-6000. 8MAM

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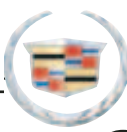


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 2003 Federal Lincoln Stratford, silver.
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 1994 Superior Cadillac Sovereign, Commercial Glass, white.
 1994 Superior Cadillac Statesman Landau, black.
 1992 Superior Cadillac Crown Sovereign, white w/black roof.
 1992 M&M LeClassic Landau, white.
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