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# FUNERAL HOME & CEMETERY

# NEWS

SECTION B

JULY  
2011

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## WoodMiller introduces new urns for the Jewish Community

NEW OXFORD, PA— WoodMiller Fine Woodworking is a high-end wood products company that produces an extensive line of fine art cremation urns in its New Oxford workshop. Company owner **Jaime Miller**, who has been involved in the wood trade for over 30 years, established WoodMiller Fine Woodworking in 1997 and offers high quality wood-working services that include custom furniture, antique repair and restoration, and architectural model making. Mr. Miller has also exhibited and sold fine hand-made wood products such as clocks, jewelry boxes and cigar humidors at some of the most prestigious juried art shows in the US. Cremation urns were added to the WoodMiller catalog in 2005 and the line has steadily expanded to meet the cremation needs of both religious and secular customers.



Star of David urns stand 10¾ inches high, are 9½ inches wide and 6¼ inches deep. Internal capacity is 225 cubic inches and the remains compartment is accessed via a removable base, which preserves the clean lines of the WoodMiller design.

Jaime Miller has poured his many years of experience into the Star of David models, as well as the 21 additional designs currently available from WoodMiller. His goal is to provide funeral directors with the finest quality cremation urns available, and to provide families with the comfort of knowing that they have selected a truly dignified and durable resting place for their loved one's remains.

WoodMiller Fine Woodworking will also create custom urns, companion urns, and matching marble-top pedestals for home display or in-house services. To see the entire line of WoodMiller cremation urns, visit their website at [www.woodmillerurns.com/wholesale\\_products.htm](http://www.woodmillerurns.com/wholesale_products.htm). To contact Jaime directly, call (717) 624-0997 or email [woodmillerurns@embarqmail.com](mailto:woodmillerurns@embarqmail.com).

The latest addition to the WoodMiller line of cremation urns is offered for members of the Jewish community seeking a handsome and dignified resting place for their loved one's remains. The Star of David Series is available with either WoodMiller's Classic or Contemporary style moldings and are made of high-grade cherry and walnut wood. The three-dimensional effect of the Star of David emblem is achieved by careful hand fitting of the finest hardwoods and veneers, which are laser cut to ensure the most precise alignment within the finely grained inlays. All WoodMiller cremation urns are finished in clear satin lacquer, which highlights the grain of the domestic and exotic woods, including mahogany, zebrawood and tulipwood. The finish is moisture-resistant, and requires only an occasional dusting to maintain its appearance.

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## El Paso Saddleblanket Company announces The Last Rodeo Casket Company Cowboy Caskets



EL PASO, TX— El Paso Saddleblanket Company announced the creation of **The Last Rodeo Casket Company**, manufacturers and wholesalers of western and southwest style solid wood caskets.

"We have found a way to utilize our world renowned ranch and Santa Fe style furniture craftsman to make a unique burial product for folks who lived the western life-

CONTINUED ON PAGE B8

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# CALENDAR of Events

## CONVENTIONS/ CONFERENCES

**Florida Cemetery Cremation & Funl Assn** - Jul 14-16, 2011, Hilton Daytona Beach Hotel, Daytona Beach, FL. Exhibits. 800-226-3332. [www.thefccfa.com](http://www.thefccfa.com) [knopke@curlewshills.com](mailto:knopke@curlewshills.com)

**Assoc of California Cremationists** - Jul 21, 2011, Embassy Suites, Oxnard, CA. Exhibits. 877-936-7222. [www.accinfo.org](http://www.accinfo.org)

**Associated Cemeteries of Missouri** - Jul 22-23, 2011, Port Arrow, Lake of the Ozarks, MO. Exhibits. 314-863-3011.

**Assn of Independent Fnl Hms of Virginia** - Jul 22-24, 2011, Hilton Hotel, Virginia Beach, VA. Exhibits. 804-643-0312. [www.ifhv.org](http://www.ifhv.org) [ifhv@aol.com](mailto:ifhv@aol.com)

**National Funeral Dirs & Morticians Assn Inc** - Jul 31 - Aug 05, 2011, The Omni Hotel at CNN Center, Atlanta, GA. Exhibits. 800-434-0958. [www.nfdma.com](http://www.nfdma.com) [nfdma@nfdma.com](mailto:nfdma@nfdma.com)

**Assn of AL Cemeteries, LA Cemeteries Assn & MS Cemetery Assn Tri State** - Aug 07-09, 2011, Imperial Palace Casino & Resort, Biloxi, MS. Exhibits. 601-898-8565. [lchedotal@comcast.net](mailto:lchedotal@comcast.net)

**NY State FDA** - Aug 14-17, 2011, The Crowne Plaza Convention Hotel, Niagara Falls, NY. Exhibits. 800-291-2629. [www.nysfda.org](http://www.nysfda.org) [info@nysfda.org](mailto:info@nysfda.org)

**Washington State FDA & Washington Cemetery, Cremation & Funeral Assn Joint Convention** - Aug 24-27, 2011, Suncadia Lodge, Roslyn, WA. Exhibits. 253-588-7111. [www.wsfda.org](http://www.wsfda.org) [jewell@wsfda.org](mailto:jewell@wsfda.org)

**Catholic Cemetery Conference** - Aug 27-31, 2011, Gaylord National Resort & Convention Center, Washington, DC. Exhibits. 888-850-8131.

**Colorado FDA & CAC Combined Convention** - Sep 07-09, 2011, Denver Marriott South at Park Meadows, Littleton, CO. Exhibits. 303-791-2336. [www.cofda.org](http://www.cofda.org) [mail@cofda.org](mailto:mail@cofda.org)

**New Jersey State FDA** - Sep 26-28, 2011, The New Taj, Atlantic City, NJ. Exhibits. 800-734-3712. [www.njsfda.org](http://www.njsfda.org) [njsfda@njsfda.org](mailto:njsfda@njsfda.org)

**Catholic Cemetery Conference** - Oct 05-08, 2011, Gaylord Opryland Resort & Convention Center, Nashville, TN. Exhibits. 888-850-8131. [www.catholiccemeteryconference.org](http://www.catholiccemeteryconference.org)

**Cemetery Assn of Oregon Fall Conference** - Oct 06-07, 2011, Village Green Resort, Cottage Grove, OR. 503-651-1724. [www.cemeteryassociationoforegon.com](http://www.cemeteryassociationoforegon.com) [cemeteryassociationoforegon@gmail.com](mailto:cemeteryassociationoforegon@gmail.com)

**Maine FDA** - Oct 13-14, 2011, Hilton Garden Inn - Auburn Riverwatch, Auburn, ME. 207-729-9100. [www.mefda.org](http://www.mefda.org) [sallybelanger@aol.com](mailto:sallybelanger@aol.com)

**NFDA & CANA Joint Convention** - Oct 23-26, 2011, McCormick Place, Chicago, IL. Exhibits. 800-228-6332. [www.nfda.org](http://www.nfda.org) [nfda@nfda.org](mailto:nfda@nfda.org)

**Casket & Funeral Supply Assn Fall Conference & Trade Show** - Nov 14-15, 2011, Crowne Plaza Hotel, Indianapolis, IN. Exhibits. 847-295-6630. [www.cfsaa.org](http://www.cfsaa.org) [mallen@cfsaa.org](mailto:mallen@cfsaa.org)

**FDSA of Greater Chicago** - Nov 16, 2011, Przybylo's The White Eagle Restaurant and Banquets, Niles, IL. Exhibits. 630-980-4740. [www.fdsachicago.com](http://www.fdsachicago.com) [office@fdsachicago.com](mailto:office@fdsachicago.com)

## MEETINGS/SEMINARS

**NFDA Leadership Conference** - Jul 10-13, 2011, Coeur d'Alene Golf & Spa Resort, Coeur d'Alene, ID. 800-228-6332. [www.nfda.org](http://www.nfda.org) [nfda@nfda.org](mailto:nfda@nfda.org)

**Professional Car Society Meeting** - Jul 12-16, 2011, Clarion Inn and Conference Center, Hudson, OH. 973-729-8083. [www.professionalcarsociety.org](http://www.professionalcarsociety.org)

**The Academy Training Dates** - Jul 12, 2011 Continuing Care Program Development for the FH Owner or Manager; Jul 19, 2011 Continuing Care for the AFP/Continuing Care Specialist; Jul 26-29, 2011 Advance Funeral Planning; Sep 13-16, 2011 Advance Funeral Planning; Sep 20, 2011 Continuing Care Program Development for the FH Owner or Manager; Oct 11, 2011 Continuing Care for the AFP/Continuing Care Specialist; Oct 13, 2011 Green Leads/Referrals; Oct 18-21, 2011 Advance Funeral Planning; Nov 01-02, 2011 Financial Aspects of AFP; Jan 17-20, 2012 Advance Funeral Planning, The Academy Training Center, Franklin, OH. 800-331-6270. [www.theoutlookgroup.com](http://www.theoutlookgroup.com)

**Assoc of California Cremationists Operator Training** - Jul 20, 2011, Embassy Suites, Oxnard, CA. 877-936-7222. [www.accinfo.org](http://www.accinfo.org)

**Assoc of California Cremationists General Meeting** - Jul 21, 2011, Embassy Suites, Oxnard, CA. 877-936-7222. [www.accinfo.org](http://www.accinfo.org) [kthomas@accinfo.org](mailto:kthomas@accinfo.org)

**OGR Fall Forum** - Sep 18-20, 2011, Loews Coronado Bay, San Diego, CA. 800-637-8030. [www.ogr.org](http://www.ogr.org)

**Selected Independent Funeral Homes** - Sep 21-24, 2011, Westin Kierland Resort & Spa, Scottsdale, AZ. 800-323-4219. [www.selected-funeralhomes.org](http://www.selected-funeralhomes.org) [info@selected-funeralhomes.org](mailto:info@selected-funeralhomes.org)

**California Assn of Public Cemeteries Seminar & Area Meeting** - Oct 07-08, 2011, Crowne Plaza Beach Hotel, Ventura, CA. 888-344-9858. [www.capc.info](http://www.capc.info) [publiccemeteries@aol.com](mailto:publiccemeteries@aol.com)

**The American Society of Embalmers Conference & Meeting** - Oct 21, 2011, Chicago South Loop Hotel, Chicago, IL. 800-728-9185. [www.amsocembalmers.org](http://www.amsocembalmers.org) [AmSocEmbalmers@sbcglobal.net](mailto:AmSocEmbalmers@sbcglobal.net)

## Mark Thomas acquires funeral urn operation of Hilltop Woodworking



Kensington Cherry Urn from the Reverence Line

**SLEEPY EYE, MN— Mark Thomas Co.** recently completed the acquisition of the funeral urn operation of **Hilltop Woodworking** of Chatfield, MN. The funeral urns have been renamed the *Reverence* line, and have been integrated into the *Chapel Craft* division of Mark Thomas Co. Chapel Craft designs, builds and sells handcrafted hardwood and ceramic urns, crosses, crucifixes and flag cases.

"**Robert Redalen** started Hilltop Woodworking and **Urns by HTW** in 2003, developing hardwood urns for people and pets," said **Mark Beito**, president, Mark Thomas Co. "Bob has chosen to focus on urns for pets, and he and I thought Mark Thomas would be better able to promote the hardwood urns for people to the funeral industry. We are very pleased to have acquired the unique designs of Hilltop Woodworking and feel that these urns are a natural complement to our

growing funeral urn business."

Reverence urns by Chapel Craft include features often found in custom cabinetry: dovetail joinery, custom moldings, and raised panels. Reverence urns are available in oak, walnut and cherry, and are sold direct to funeral homes.

Headquartered in Sleepy Eye, MN, Mark Thomas Co. has been dedicated to serving America's funeral directors in all 50 states since 1991. Mark Thomas produces a full line of products including memorial folders, acknowledgments, register books, prayer cards, bookmarks, service bulletins, funeral director thank you cards, professional products and the Chapel Craft line of urns, crosses and crucifixes, all produced in Sleepy Eye. They also offer a grief information series as well as other memorialization items. To view product offerings visit [www.markthomasco.com](http://www.markthomasco.com).

## Memories from Ashes can offer Families a Personal Tribute



A Memories From Ashes Tribute Painting

**BLAIRSTOWN, NJ —** When a loved one or treasured pet passes away, many people have begun seeking comfort from memorial keepsakes. What better way to bring to mind cherished happy memories than with a unique memorial painting. **Wayne DeFrances**, of **Memories from Ashes**, offers stunning portraits and a variety of themed images, into which he will incorporate an ounce of the loved one's remains.

Working from a favorite photograph, depicting the departed or any other special scene, Wayne creates dynamic portraits that capture the subject with a warmth that photography lacks. To further customize the piece, the customer can choose from the photograph's background or a portrait background which can be color matched to the room where this sure-to-be-treasured piece is to be displayed.

A variety of themed art is also available. Spiritually-themed paintings, hobbies and special places that celebrate the personality of the deceased are all within the realm of possibilities.

Canvas sizes range from 8x10 to 24x36. Memories from Ashes uses the highest quality canvas and paints, which are then sealed with museum quality UV coating that ensures that this unique memorial will last a lifetime without fading.

The comfort of knowing that a part of a loved one or treasured pet is close can be very reassuring to grieving families. These paintings are an everlasting source of beauty and comfort.

Family packages are available to make multiple heirlooms more affordable. To learn more, visit their website at [www.memoriesfromashes.com](http://www.memoriesfromashes.com) or call 908-362-5553.

## Butler Coach celebrates 75 Year Anniversary

**AMELIA, OH— Eagle Coach Company** is proud to acknowledge that **Butler Coach** is celebrating its 75th Anniversary in the professional vehicle industry. According to **Fred Wolfinger**, Eagle Brand Sales Manger, Butler Coach has been representing Eagle in Indiana for over 20 years. "Both **Paulane Butler** and **Ron King** devote 100% of their time to serving the needs of Indiana's funeral professionals, and we are pleased that they are an exclusively dedicated Eagle dealer," said Wolfinger.

Butler Coach Company was founded by **Mr. John Spearling** in Indianapolis, IN back in 1936. At that time, they were selling Henney coaches built on the Packard chassis. Mr. Spearling operated the business until 1948 when **Charles O. Butler** purchased the company and changed the name to Butler Coach Company. In 1957 the second genera-



Ron King and Paulane Butler with Fred Wolfinger of Eagle Coach.

tion of Butlers entered the business, with **Charles R. Butler**. In 1972 Charles O. Butler passed away leaving the company to his wife, **Mrs. Lois Butler**.

Mrs. Butler ran the company until Charles R. Butler purchased the company from her in 1983. In 1992, Paulane Butler joined Butler Coach Company to become the Office Manager and is still the first voice you hear when you call their office. In 1999, Butler Coach Company made the move from the West Side of Indi-

anapolis to its current location in Carbon, IN. In 2002, Charles R. Butler's stepson, Mr. Ron King, was hired as the on-the-road Sales Representative, and with this, the next generation of Butler Coach Company had begun.

With all of the changes that have occurred in the funeral business over the past 75 years, one name has continued to be there — selling the highest quality coaches, limousines, and specialty vehicles to funeral service professionals, and that name is Butler Coach. "At Butler Coach, we believe in selling the highest quality products to our customers," said Ron King. "We are proud to offer Eagle products to our customers, and we stand behind all of our vehicles. It's been a great way to do business over the past 75 years, and we will continue to operate our business with these same principles in the future."

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

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**McDonald Containers opens New Facility**



McDonald Containers New Facility in Columbia

**COLUMBIA, SC**— **McDonald Containers** is pleased to announce its recent move to a new facility, now doubling its square footage. This represents the next step in the expansion of its cremation and shipping container production. After more than 30 years of

quality service to the funeral and cremation industries, McDonald Containers has established itself as a rapidly developing partner in this expanding business field.

Currently based in Columbia, SC, the McDonald Containers company

was started in the Daytona Beach area. After purchasing the company in 2005, owner and operator **Jim Faber** relocated the business to Columbia, working on-site to ensure superior quality and customer satisfaction. Today, the staff of McDonald Containers

maintains the tradition of reliable customer service.

In spite of the fragile national economy, the cremation industry continues to develop at a steady pace. In light of this, McDonald Containers has not only relocated to a larger facility, but is also pleased to announce the availability of a new product, the over-size cremation container. According to Jim Faber, "this product fills the previous unmet need for a sturdy wooden-based cremation tray for your more challenging cremations."

After decades of providing great service, quality products, and competitive pricing, McDonald Containers looks forward to the opportunity to support even more funeral homes and crematories.

McDonald Containers is now located at 740 S. Edisto Avenue, Columbia, SC, 29205. For further information, visit [mcdonaldcontainers.com](http://mcdonaldcontainers.com) or contact Jim Faber at 800-888-0753.

**Zontec™ System installed in Bayview Cemetery, Burlington, Ontario**

**TAMPA, FL**— Operations Manager **Gary Francis** of **Bayview Cemetery**, stated, "We recently purchased and installed the **Zontec™** Solution in the mausoleum at Bayview Cemetery in Burlington, Ontario. I cannot believe that we waited so long to install this system. We have seen in just a short time a significant improvement in the mausoleum. We not only have eliminated at least 90% of the phorid flies (gnats) but our mausoleum also smells great. It has a 'fresh rain smell' and we have received many compliments. I would recommend



**Steve Penman joins GRN Batesville**

**BATESVILLE, IN**— **Global Recruiters of Batesville** has announced the appointment of **Steve Penman** to their team of Search Consultants. Penman has an extensive background in the funeral service profession, including more than 25 years of executive-level sales management with market leading suppliers.

Steve is joining the firm located in Batesville, IN. Owner and President **Mark Jorgensen** shared, "Steve and I have worked together before in this industry, and he possesses a proven track record of hiring, training and leading high-performance sales teams. He also has demonstrated an ability to develop long-term relationships with funeral service professionals at all levels. That combination will prove to be a real asset to our work with both client firms and candidates."

"Global Recruiters of Batesville enjoys the reputation as the leader in matching quality people with great funeral companies," said Penman. "I am excited to partner in this process with Mark and I know that we will have a productive future."

Global Recruiters of Batesville offers client companies and candidates integrity, personal attention, confidentiality and professional standards. The search firm welcomes the opportunity to present the most highly qualified candidates to funeral service clients throughout the United States.



Steve Penman

the Zontec Solution to any of my colleagues, the units clean the air at night (free from insects and odors) while the mausoleum is closed and by morning the air has that "fresh rain smell". It's that simple and it works."

"The Zontec™ System has timers on each unit that are programmed by the factory to run while your mausoleum is closed. Most mausoleums have their units turn on around 9-10 p.m. and shut off at 5-6 a.m. The timers also have a separate lithium battery as a safeguard so if you lose electricity in your building by a lightning strike or a power failure, your timers will continue to stay programmed to your original settings. Each night the units turn on and clean the air and by morning your mausoleum smells fresh and clean. It's that simple," stated **Lyndi Demers**, Project Manager, Zontec™ International, Inc.

Bayview Mausoleum was built in 1920 and remains one of the most beautiful in Canada. The perfectly manicured and maintained grounds of Bayview Cemetery and Crematory feature a scattering garden for ashes, memorial benches, outdoor niches and the one of a kind Carillon Tower. For more information visit [www.baygardens.ca](http://www.baygardens.ca).

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. Or, you may visit them online at [www.zontecsolution.com](http://www.zontecsolution.com), call 1-800-474-0105 or email them at [info@zontecsolution.com](mailto:info@zontecsolution.com).

## ASD - Answering Service for Directors expands "First Call" Features

**MEDIA, PA**— Recently, **ASD - Answering Service for Directors** became the first answering service company that allowed clients to be instantaneously patched to family members calling to report a loved one's passing, without ever putting the caller on hold. Now, with new available options, this powerful tool ensures funeral professionals maintain complete control over all of their incoming first calls.

Guaranteeing unmatched immediacy, this patent-pending feature is rapidly becoming a must-have for many of ASD's clients. In less than a year since ASD began promoting First Call Connect and offering their clients a free trial, over 2,500 funeral professionals have already signed on to utilize this convenient feature. These directors will receive a "First Call Alert" text message immediately after an operator begins to record First Call information. The message will include a phone number directors can call to listen to the First Call as it is taking place.

Now, directors may choose between three different options to decide how to respond to the incoming First Call. If a client feels the caller requires immediate attention, they can press 3 to be instantly patched through to the family member without the caller ever being put on hold. This option guarantees real-time communication that significantly decreases the possibility of a lost business opportunity.

Sometimes, a "First Call Alert" may come in during a time when a director is assisting another family. When directors press 1 instead, they have the ability to listen to the call first while in a stealth monitor mode. This provides added time to find a quiet place to return the family member's call while listening in a muted mode and taking note of any pertinent information. If a director notices the "First Call Alert"

text a few minutes after it is sent, they can press 0 to speak with the ASD call specialist who is taking the First Call before they are patched through to the caller. This provides funeral professionals with added convenience by allowing them to ascertain any vital information they may not have heard at the beginning of the call.

**Melissa Moran** at **Joseph A. Moran Funeral Home** agrees: "The First Call Connect feature is wonderful. Sometimes, when you get first calls, you might be in the car and you don't have a piece of paper or a pen, so it gives you time to pull over to get ready and it works so much better. We've had other answering service companies taking our calls and they are just average, but ASD really goes above and beyond and makes it so much easier for us."

This unrivaled functionality benefits both funeral professionals and the families they serve by reducing the time it takes to begin discussing funeral arrangements. With even more advanced options, First Call Connect combined with ASD's other innovative, timesaving features ensure directors remain connected with their customers 24/7.

According to Vice President, **Kevin Czachor**, "The funeral profession has always represented the pinnacle of compassionate, personalized care. ASD's First Call Connect allows funeral directors the freedom to step away from the funeral home while still being available for the families they serve. This is the perfect adaptation of technology in such a non-technical arena."

ASD is the leader in answering services and call support for funeral professionals. As a full service provider, ASD give directors and staff of funeral homes the tools they need to offer the highest caliber of service, both at and away from the office. ASD's innovative technology and call sup-

port expertise have made it a national leader in the death care space. Headquartered in Media, Pennsylvania the firm offers comprehensive answering services for funeral homes and funeral related businesses of all

sizes. For more information about ASD's First Call Alert and First Call Connect features, visit [www.myasd.com](http://www.myasd.com) or call the 24-hour customer service hotline at 1-800-868-9950.

## MemorialTechnology.com marks Memorial Day by launching New Website

**WOODSTOCK, VA**— **MemorialTechnology.com** announced its new online presence as a resource for the funeral and cemetery industry and families nationwide to help them take advantage of new and innovative memorial technology and memorial service options.

"When my family and I lost my mother on Thanksgiving Day, we never knew these new memorial options existed," said **Christopher P. Hill**, founder of [FuneralResources.com](http://FuneralResources.com) and [MemorialTechnology.com](http://MemorialTechnology.com). "My personal loss inspired me to create [www.MemorialTechnology.com](http://www.MemorialTechnology.com)."

[MemorialTechnology.com](http://MemorialTechnology.com) is a new website that makes it easier for families, funeral directors, and cemetery directors to raise awareness about new and creative ways to heal and remem-

ber by providing a quick and easy tool designed to educate every family about these excellent additions to their funeral and memorial planning.

[MemorialTechnology.com](http://MemorialTechnology.com) features six options that studies show most families are choosing to add to their funeral, memorial, or cremation planning:

- New Gravestone Technology – An amazing way to see much more than a name and date
- DVD Video Tributes – A powerful combination of video, pictures, and funeral music
- Funeral Webcasting – Allows families to "attend" a memorial service "live" online
- Memorial Diamonds – Customized genuine diamonds for family heirlooms
- Memorial Reefs – Green

burials at sea offer an underwater living legacy

- Memorial Websites - Personalized websites so families can share together anywhere

"MemorialTechnology.com provides a true win-win situation," said Hill. "Funeral and cemetery directors can now offer even more valuable services and families can learn and possibly take advantage of ways to enhance and improve a loved one's life tribute. I hope my mother is proud to know she inspired such a wonderful blessing."

**FuneralResources.com** is the funeral industry's leading online resource center for both families and funeral directors. This comprehensive website offers easy access to all of the key aspects of planning a funeral, memorial service, and an End of Life Plan.

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## Overweight Population creates a challenge that Astral Addresses

**LYNN, IN**— Because of their size, many people endure limited choices. Now, the reality of our economy has disproportionately impacted many of those.

Funeral directors are challenged in many ways to meet the needs of larger people. Costs associated with additional size are difficult to explain, much less make up in some way. As you know, the casket in many cases is the first item the family wants to change in order to stay within budget.

**Astral Industries** has taken the initiative to engineer an innovative solution to these specific issues.

They are pleased to introduce the most financially-feasible solution, the *CONCORD*, a non-gasketed casket. It comes in two sizes: one is 32" wide inside, 32½" on the outside and fits most oversize vaults. The other size is



Astral's CONCORD 32"

28" wide inside, 28½" outside and fits a city vault. Both sizes are available in silver with silver powder-coated swing bar hardware. The *CONCORD* is a good approach.

For a better approach, the new *Royal Series* offers the same two sizes in four colors, available in non-gasketed with plated hardware.

For the best approach, the *Royal Series* offers the same in gasketed caskets.

These three new caskets, each one in two sizes, have great eye appeal. Also, Astral's personalized panels fit every casket – a practical choice for today's oversized population that just make sense.

For more information about Astral and their products, visit the company's website at [www.astralindustries.com](http://www.astralindustries.com), call the Customer Service Department at 1-800-278-7252 or email [sales@astralindustries.com](mailto:sales@astralindustries.com).

## DST Announces Relocation to Boulder, Colorado

**INCLINE VILLAGE, NV**— **Duncan Stuart Todd, Ltd.** has announced that it will move the company to Boulder, CO. The relocation is expected to be completed by August 1, 2011. "This more central location will afford greater access to resources positioning us for future growth and service to the industry," **Duncan Todd** explains.

"During the transition we will serve our clients with a minimum of disruption," he goes on to say. "However, given the logistics involved in a move of this magnitude, which also includes our family, there are bound to be bumps along the road. We ask for your patience and will do our best to see that those instances are few and far between," he continued. "We invite you to call with any concerns you have regarding your present project or any that you might be contemplating."

The company has also announced that they will be exhibiting at the NFDA International Convention & Expo in Chicago, October 24-26. The DST display in Booth 927 will feature Premier Source design plan services, exclusive OSHA compliant ventilating systems, PrepAir and PrepArm, and custom designed equipment for the foot-end of the embalming table. An enhancement to the company's localized exhaust ventilation system, PrepArm, will be previewed. DST has participated in this event annually since 1993 when the firm was founded by **J. Stuart Todd** and later owned and operated by **Marjori** and **Duncan Todd**.

For more information contact DST toll-free at 877-832-6898 by email at [info@duncanstuarttodd.com](mailto:info@duncanstuarttodd.com) or visit their website at [www.duncanstuarttodd.com](http://www.duncanstuarttodd.com).

## Thacker welcomes two new Sales Associates

**CLINTON, MD**— **Mike Beardsley**, vice president of Sales and Marketing for **Thacker Caskets, Inc.**, is pleased to announce the hiring of two new Thacker Casket sales associates. As America's fourth largest and fastest growing casket company, Thacker has been expanding its sales reach for several years. Leading funeral directors are welcoming Thacker's winning combination of high eye appeal and high value metal caskets, proudly made in the USA.

**Megan Waldrop** is a native of Birmingham, AL. She will provide sales attention to Thacker's valued customers in Central and Northern Alabama, Eastern Mississippi, and Northwestern Georgia. Megan comes to Thacker with a strong background in the insurance field, and in health care risk management. She is a proud graduate of the University of Alabama where she earned her Bachelor's Degree in Business Management. At school, Megan served on the Executive Committee for her Kappa Alpha Theta sorority, and was a member of Alabama's Gamma Beta Phi Academic Honor Society. In her spare time Megan enjoys golf, singing, and scuba diving.

**Ryan Kieser** is a graduate of the University of Southern Indiana in Evansville where he earned his Bachelor's Degree in Physical Education with a minor in Health and Safety. Following college, Ryan taught Physical Education at Elizabethtown



Megan Waldrop



Ryan Kieser

High School in Elizabethtown, KY. Later, he returned to his hometown of Tell City, IN where he became Operations Manager for Becco Hardwoods. Presently Ryan lives in Madison, IN. He enjoys providing top notch sales attention to Thacker's customers in Central and Eastern Kentucky, Southern Indiana, Western West Virginia, and Southern Ohio. Ryan is an avid outdoorsman who enjoys hunting, fishing, and an occasional round of golf.

Thacker President **CJ Thacker**, expressed his delight in adding such bright, enthusiastic talent to the Thacker Sales team. "In their relatively short time with Thacker, both Ryan and Megan have impressed us with their ability to quickly learn the basics of the funeral industry; their dedication to serving their customers; and their strong work ethic. We know that our funeral director customers will enjoy working with these talented sales professionals," said Thacker.

Thacker Caskets, Inc. is headquartered in Clinton, Maryland, and produces this country's "most American-made" caskets at its state-of-the-art factory located in Florence, AL. While America's corporate casket giants continue to close factories and send needed jobs to Mexico and beyond, Thacker is proud to employ over 200 Americans.

For more information regarding Thacker Caskets, Inc. contact the Thacker Customer Service Center at 1-800-637-8891.



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## Mortuary Lift brings efficiency to Funeral Homes and Mausoleums

**CEDAR RAPIDS, IA**— In 2010, women comprised 57% of the mortuary student population, an increase of more than 60% since 1995, according to NFDA. Not content to be in the front office only, these women want an active role in all aspects of funeral service, including the prep room. **Katie Hill**, a third-generation licensed funeral director, understands firsthand the physical demands of the job. So her company, **Mortuary Lift**, manufactures the *Ultimate 1000 Lift™*, making it possible for employers to get beyond their concern of whether or not a female candidate can lift.

“Women are often drawn to the funeral industry because of their empathy,” states company president Hill. “However, once in the profession they realize it’s not just about meeting with and supporting families. It’s all the additional responsibilities such as dressing bodies, lifting them onto prep tables, lifting caskets in and out of shipping trays and onto casket biers.” The *Ultimate 1000 Lift™* enables a woman to carry out a full range of responsibilities singlehandedly. Not only does it broaden her capabilities, but it eliminates the

need for several people to be involved in the processes.

Hill spent ten years as a licensed funeral director at her family’s funeral home. Early on, her father realized the benefits a lift would offer, not just to his daughter but to the entire staff. His search brought him to a boat hoist manufacturer who had designed a version of a hoist for funeral homes and mortuaries. Unfamiliar with the death-care industry, the manufacturer was struggling to market and sell it. So Hill’s father recognized the opportunity, bought the company and its inventory and made his own lift. His daughter, Katie, managed this new venture and today she owns and operates the company, Mortuary Lift.

Hill’s business has experienced annual double-digit growth, in part a reflection of women choosing funeral service as a career. “I am seeing an increase in calls from funeral home owners who say they are impressed with a woman they have interviewed and think they should have a lift to accommodate her,” says Hill. But, she points out, a lift brings efficiency to funeral homes and mausoleums, whether or not women are employed there.



Mortuary Life Ultimate 1000 Lift

Lifting can challenge men as well as women, particularly with the growing number of large and obese cases. “A 500-pound body and an oversized casket can weigh 700 pounds,” Hill points out. “Just lifting it onto the casket bier requires multiple employees and puts all of them at risk of injury.” The *Ultimate 1000 Lift™* allows one person to perform all lifting – up to as much as 1000 pounds. “Tighter profit margins require fewer employees,” says Hill. “Our customers appreciate the streamlined staff our lift allows as well as the independence it brings to women and the overall reduction in risks of injury.”

“Being able to do all elements of the job is very liberating for women and allows them to compete shoulder-to-shoulder with men in the job market,” says Hill. “And a lift gives a positive answer to the question ‘Can she lift?’”

See a demonstration of the *Ultimate 1000 Lift™* and hear what funeral home owners say about the lift at [www.mortuarylift.com](http://www.mortuarylift.com).

## Passages International has a large selection of Biodegradable Urns for Water Burial

**ALBUQUERQUE, NM**— Did you know that the majority of urns purchased today are used for water burial? This trend is spreading quickly to all areas of the United States. It’s better to be educated, if not prepared to serve these families than to respond by saying you will find something for them.

**Passages International’s** collection of biodegradable water burial urns is making its way into funeral homes and cemeteries across the country. These urns are designed specifically to allow the family some time for a final farewell by floating briefly before gracefully sinking. The length of time each urn takes to sink depends on the product selected, the weight of the cremated remains and the water conditions. Each urn comes with a water soluble bag in which the cremated remains must be placed.

“To be on the cutting-edge of funeral service today, you should be carrying at least a small urn selection that is conducive to eco-friendly water burial,” says **Darren Crouch**, president of Passages International. “We are here to help you with the process of selecting those urns as well as best-practice ways of marketing them. Our experience is that funeral arrangers enjoy having these options to present.”

Passages offers several lines of environmentally-friendly water burial urns which come in varying colors, designs and sizes and all are carefully created from sustainable materials such as: Himalayan rock salt, non-toxic, food-grade recycled paper, sand and gelatin, as well as sustainably produced biodegradable paper.

Some urn names that may be familiar are Journey, Memento, Oceane Sand or The Shell. Round out your urn selection with some beautiful and colorful water burial urns



Biodegradable Urns from Passages

to better serve your families and increase your revenue. This could very well lead to an urn sale that otherwise would not have occurred.

Passages International, Inc. is the largest supplier of green and eco-friendly funeral products. Since 1999, it has led the funeral industry with innovative and environmentally-friendly urns, caskets and memorial products. Passages provides urns for water and earth burial as well as for scattering. The eco-friendly, woven caskets are used for cremation or burial and are available for adults, children and infants.

For more information on Passages’ biodegradable product lines and to see photos of all products, visit [www.Passages-International.com](http://www.Passages-International.com), email [amwehr@passagesinternational.com](mailto:amwehr@passagesinternational.com), or call (888) 480-6400.

## California Professional Manufacturing announces release of new Website

**MODESTO, CA**— **California Professional Manufacturing**, a leading mortuary wholesale supplier recently announced the release of their new and comprehensive website.

CPM has been providing products to the death care industry for over 25 years and is located in Modesto, CA.

**Glenn Robison**, CEO of CPM, stated, “A great deal of work and effort has gone into our new website which now uses all of the current search techniques to find any product of interest. This allows the customer several options to find the inventory item and with a minimal effort,” he noted.

Robison also stated that “Not only is the new website more useful for the customer to find any product, but it also allows us to immediately update the information with new and current products important to the customer. The new site has been greatly expanded with new products not seen in the older site, and we will be adding these new products immediately as we receive them.”

The CPM website is now divided into three major parts. The customer can choose which of the methods they feel most comfortable using to search the CPM catalog, easily accessed at [www.cpmbags.com](http://www.cpmbags.com) or [cpmbags.com](http://cpmbags.com). Customers may search for products by Category, Product Name or by Order Number.

Robison was quick to note that “If all else fails, we welcome the customer calling our toll-free numbers and we



will help them find the item, either in our catalog, or from one of our suppliers.”

The new website has been custom designed especially for use by CPM by a staff that has extensive years of experience in programming and death care work. “That certainly made it easier for the CPM staff to communicate what we wanted to display,” Robison said, adding, “We welcome any suggestions from the customer for ideas and suggestions for improvement of the website at [www.cpmbags.com](http://www.cpmbags.com). We are committed to providing our customers with the best service possible.”

## El Paso Saddleblanket Company announces The Last Rodeo Casket Company Cowboy Caskets

*Continued from Page B1*

style,” said **Dusty Henson**, owner and founder of El Paso Saddleblanket Company and Last Rodeo Casket Company, “After more than forty years of living and trading in the West, I looked around and realized there was not a good option in the way of caskets and burial items- for cowboys, cowgirls, and really anyone who enjoys the western lifestyle.”

The Last Rodeo Caskets are handcrafted of solid American alder wood, hand-forged custom hardware, the highest quality hand-tooled saddle leather, western conchos, and cowhides.

Each casket is individually built and handcrafted, and although they do offer a running line of caskets, each one is unique.

The current lineup of western caskets includes seven models that range from the working cowboy styled *Wrangler* and *Western Classic* to the stunning top of the line hand-tooled model *Bound For Glory*.

Also available is *The Lady of West*, crafted from beautiful golden Alder wood and

complete with hand-tooled and painted roses, leather fringe, and ladies western styled belt tips.

The *Cattle King*, a Brazilian cowhide adorned cowboy casket, and two Native American styled caskets that feature southwest textiles and hand chipped arrow-head decoration round out the collection.

“A lot of folks have already told me we are selling these caskets too cheap,” Henson said, “but we come from the ranch style furniture business, so we just made the best quality casket we could, with the kind of good quality leathers and wood cowboys and cowgirls can appreciate, and then gave them an honest low price.”

The Last Rodeo Casket Company is part of the El Paso Saddleblanket Family of Brands. For more information contact The Last Rodeo Casket Company at the Two Acre El Paso Saddleblanket World Headquarters Showroom at 6926 Gateway East, El Paso, TX, call 1-800-351-7847 or visit [www.LastRodeoCaskets.com](http://www.LastRodeoCaskets.com).



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**Funl Busn For Sale Cont'd 5**

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**Funeral Business For Sale is continued on Next Page**

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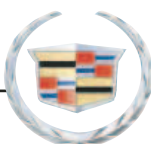
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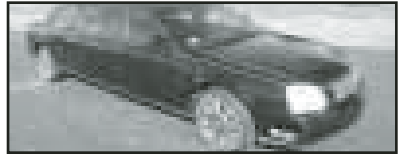
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**Hearses/Limousines 8**

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Hearses/Limousines is continued on Page B19

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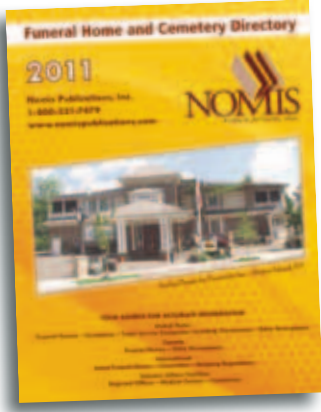
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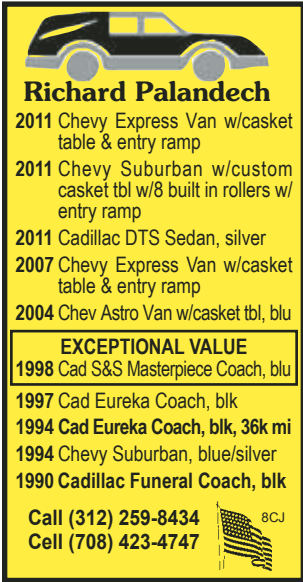
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