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NEWS

SECTION B
SEPTEMBER
2008

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Booth #1005

New Meadow Hill Facility Readies Thumbies® for Future Growth



Meadow Hill's New Offices

LAKE BARRINGTON, IL— Like the sigh of relief that comes when taking off a pair of too-tight shoes, **Meadow Hill** is wiggling its toes in brand new offices. The maker of *Thumbies*® and *Buddies Keepsakes* is enjoying expanded facilities in Lake Barrington. President and founder, **David Gordon**,

commenting on the new space, recently said “Our continued growth in the funeral service industry both necessitated the move to larger offices and made the purchase of a new building possible. This new space doubles our physical size and puts us in a position

CONTINUED ON PAGE B8

Rainman Umbrellas

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Former Airline Manager launches Eagle's Wings Air

Air transportation experts create a centralized airline reservation center for human remains.

FORT WAYNE, IN— **Frank Kaiser**, former aviation professional, recently announced the launch of **Eagle's Wings Air**—the first company to provide targeted air transportation and travel management service to the death care community. They act as a complimentary concierge service for human remains, while also offering bereavement travel assistance to families. “There is a significant opportunity to save funeral professionals time, while also introducing a higher level of tracking which directly benefits the client family,” says Frank Kaiser, founding partner and President of Eagle's Wings Air. Funeral directors, mortuaries and shipping companies all stand to benefit from the enhanced airline management service offered through Eagle's Wings Air.

Frank Kaiser has nearly 20 years of airline-related experience, including serving death care professionals through the development of an airline program to manage human remains. Leveraging his previous

air operations experience from UPS, Eagle's Wings Air has implemented top-tier tracking technology virtually connecting to all major airlines. “Finding flights will become even harder as the airline industry continues to reduce capacity. EWA saves our directors time but more importantly, keeps our firm focused on funeral service related activity verses dealing with the air transportation process,” said **Mark Krause**, President of **Krause Funeral Homes and Cremation Service**, Milwaukee, WI.

For additional information on Eagle's Wings Air, contact Frank Kaiser or visit www.eagleswingsair.com.

Eagle's Wings Air was established in 2007 as the travel agency for funeral service. The headquarters are located in Fort Wayne, IN, out of which they service funeral professionals nationwide. EWA offers concierge services for the air transportation of human remains, while also offering personalized travel assistance for the bereaved.



Frank Kaiser

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CALENDAR of Events

CONVENTIONS

Illinois Cemetery & Funl Hm Assoc - Sep 10-11, Grizzly Jack's Grand Bear Lodge, Utica, IL. Exhibits. (866)758-7731.

New Jersey State FDA - Sep 15-18, Bally's Atlantic City, Atlantic City, NJ. Exhibits. (800)734-3712.

Washington Cemetery & Funl Assoc and Cemetery Assoc of Oregon - Sep 17-20, Resort at the Mountain, Welches, OR. Exhibits. (888)522-7637.

Preferred Funeral Directors International - Sep 20-23, Ameristar Resort, St. Charles, MO. (727)524-8100.

Catholic Cemetery Conference - Sep 30-Oct 3, JW Marriott Orlando, Grande Lakes, FL. Exhibits. (888)850-8131.

Selected Independent Funeral Homes - Oct 1-4, JW Marriott Hotel, Washington, DC. Exhibits. (800)323-4219.

NFDA - Oct 12-15, The Rosen Center, Orlando, FL. Exhibits. (800)228-6332.

Cemetery Assoc of Oregon and Washington Cemetery and Funl Assoc - Oct 17-20, Resort at the Mountain, Welches, OR. Exhibits. cemassn@hotmail.com

Hawaii FDA - Oct 25, Kapaa, HI. (808)455-1041.

Casket & Funeral Supply Assoc - Nov 17-18, Crowne Plaza, Indianapolis, IN. Exhibits. (847)295-6630.

Connecticut FDA - Dec 4, location to be announced, Exhibits. (860)721-0234.

Alliance of Illinois Cemeterians - Jan 22-23, 2009, Best Western Prairie Inn, Galesburg, IL. (217) 789-2340.

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

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

SEMINARS/MEETINGS

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

OGR "Business Fundamentals...Connecting the Dots" - Sep 14-16, InterContinental Harbor Court, Baltimore, MD. (800)637-8030.

Texas Cemeteries Assoc Maintenance Conference - Sep 16-17, Cabela's Outfitter Conference Room, Buda, TX. (817) 336-0584.

Academy of Advance Funeral Planning 2008 Training Courses - Sep 17-18, "Financial Aspects of Advance Funeral Planning"; Oct 21-24, "AFP 101". The Academy of Advance Funeral Planning Training Center, Franklin, OH. (800)331-6270.

Catholic Cemetery Conference Sales and Service for Catholic Cemeterians Seminar - Sep 29, JW Marriott, Orlando, FL. (708)202-1242.

Alliance of Illinois Cemeterians Fall Workshop - Oct 9, Skyline Memorial Park, Monee, IL. (217) 789-2340.

ICCFA Fall Management Conference - Oct 22-25, Ritz Carlton, Naples, FL. (800)645-7700.

Jewish Funl Dirs of America Annual Meeting - Oct 26-30, Omni Tucson National Golf Resort and Spa, Tucson, AZ. (781)477-9300.

OGR "Business Fundamentals...Connecting the Dots" - Nov 9-12, Casa Marina Resort, Key West, FL. (800)637-8030.

NRJ adds "Mortician Picture Frame" and lowers prices of Christmas Ornaments



Mortician Picture Frame



Hand Painted Glass Ornaments

ROYAL OAK, MI— NRJ Enterprise, LLC brings back the popular *Mortician Picture Frame*. It was one of **Vinden USA's** best sellers. **Ron Novak** of NRJ, LLC says, "Last year, several customers from our Vinden USA days asked for them." The picture (7" x 7" with a metal frame) is derived from an original Mason ink drawing. Colors and shadows have been added to enhance this whimsical work of art. Great one-liners hang on signs dangling from the building. Kooky euphemisms are also used as well. Great for home of office. NRJ guarantees a laugh from anyone who looks at it.

NRJ's glass, hand painted ornaments imported from Poland's famous ornament factory are also available at a new low price! These four very cool ornaments are only available from NRJ, LLC. The male and female funeral director (both with a death certificate and shovel in hand), a copper tone casket, and a 1950s retro limousine style hearse are ready for shipment.

NRJ, LLC knows its products will bring years of enjoyment to staff members, spouses, your boss, as well as yourself. A money back guarantee applies to all of our products. Easy secured on-line ordering is available at www.graveyardgift.com or call 1-800-961-6750.



Booth #2031

Scatter Tubes™ introduced by Passages International



ALBUQUERQUE, NM— To meet the increased demand for affordable green funeral products, **Passages International Inc.** introduces the *Scatter Tube™*. With the increase in environmental awareness and with over 40% of cremation consumers intending to scatter, the unique Scatter Tubes™ are the perfect affordable scattering urn.

According to **Darren Crouch**, president of Passages International, Inc., "The Scatter Tube™ is a profitable and attractive product that can be positioned by funeral homes as the economy urn. Its ground-breaking design will impress families and will not threaten permanent urn sales since it is clearly a temporary container."

The new Scatter Tubes™ allow funeral homes to provide a unique and profitable product to families that intend to scatter. They are made of recyclable cardboard and feature nine custom-printed themes. They are attractive, durable and simple for funeral directors and families to use.

Passages International, Inc. specializes in the design and manufacture of green funeral products. Founded in 1999, Passages is the largest supplier of green goods to the funeral industry. For more information on our extensive product line and affordable merchandizing systems, visit us at www.earthurn.com or call toll free at (888) 480-6400.

The Ride Home Urns new from Mabrey



Booth #1417



CHICO, CA— Continuing their long tradition of custom craftsmanship, **Mabrey's** new *Ride Home* cremation urns celebrate the independent spirit of horse and motorcycle riders.

Crafted in solid walnut or oak, The Ride Home designs combine old-time American woodworking with modern laser etching for a three-dimensional work of art. These urns offer a unique memorial for the person who loved riding horse or bike.

Like other Mabrey urns, The Ride Home is handcrafted of solid wood by artisans in Chico and can be personalized with names, dates and additional inscriptions as desired by the family. Even with custom laser personalizing, Mabrey products usually ship within three days, and overnight service is available.

Visit www.mabreyproducts.com or call 1-800-942-3799 for additional information and pricing.

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



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Medals of America Celebrates their 1,000,000th Order



Celebrating their millionth order are (L to R) Lois Owens, Warehouse Manager, Lee Foster, COO, Linda Foster, President, Tony Aldebol, General Manager, and Frank Foster CEO.

FOUNTAIN INN, SC— Medals of America, a Veteran owned and operated catalog and internet sales company in business for over 30 years, recently reached a major milestone when they took their one millionth order. "This is something we never imagined would happen when we started our company over thirty years ago," stated **Frank Foster**, CEO and retired Army colonel "but we are so glad that it has."

Over 30 years ago, Frank and his wife, **Linda**, president of Medals of America, decided to collect his father's World War II medals and give them to him for Christmas. The task took over 9 months. To their surprise, several other family members asked them to display their medals also. Linda, said, "You know, there's a need for a company to do this for Veterans and their families." From that idea, Medals of

America was born. Now they are joined by their son, **Lee**, in the running of the company, which is almost entirely staffed by retired Veterans.

The mission of Medals of America is simple—they want every Veteran to display their military awards that our grateful nation has presented to them. Anything Medals of America can do to have all the great people who served their country in the Armed Forces display their awards will enrich future generations by these symbols of duty, honor and country.

Orders can be placed either over the phone at 1-800-308-0849 or on line at www.usmedals.com. They offer a full line of medals, ribbons, clothing and display cases to the active duty service members and Veterans.

Church Chair® introduces new Viewing Chair for Funeral Homes



The Tall Grand Chair Design from Church Chair®
Photo courtesy of Henderson and Sons Funeral Home, Rome, GA.

ROME, GA— Church Chair® proudly announces their new specialty chair design for the funeral home industry.

The Tall Grand Design™ has been custom designed to the height requirement preferred by funeral homes for a Viewing Chair. Our Tall Grand Design™ is a large, comfortable chair featuring a 20" wide cushion between the arms with thick 4" premium seating. The recessed lumbar support in the front 2" foam back provides ergonomic comfort. This quality chair design is custom-made in your

choice of an unlimited selection of fabrics and frame colors to complement the décor of your facility.

Church Chair® is an American-owned, factory-direct American made chair manufacturer with its two factories located in Rome, GA and offices located in Rome, GA and in England. They manufacture custom-made chairs for all purposes that are shipped worldwide (50 US states and 49 countries). Their chairs have been 99% recyclable since 1985 when the company made its very first chair. For more information on their environmental policy, please visit http://www.churchchair.com/environmental_data.php

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

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

Collegiate Memorials celebrates 10th Anniversary with Redesign of Urn Lines

MACON, GA— Collegiate Memorials, LLC will celebrate its 10th anniversary in the coming year of 2009. In celebration of reaching this business milestone, **Scott Walston**, CEO and founder of Collegiate Memorials, has personally overseen the redesign of its solid cherry Cremation Urn Line, The Glory, The Victory, and The Legacy. This redesign offers more choices for college approved insignias and additional personalization which may include the deceased's name, dates, graduation date, school of study and a 3-D finely etched photo of the alumni or alumnae.

Mr. Walston says, "As other vendors are offering more import burial products, Collegiate Memorials guarantees all of its licensed memorial products to be American made."

Collegiate Memorials was recognized as the first company in America to license a complete line of licensed memorials products which includes caskets, cremations urns, registry books, bronze and granite monuments and burial vaults beginning in 1999. The following year, Collegiate Memorials was recognized by all major media outlets with this distinction. The media outlets included CNN, CNBC, Fox Sports News, CSS Sports, Wall Street Journal, as well as all major newspapers, radio, and European media. Mr. Walston said, "I am looking forward to the next ten years and anticipates a greater interest in Collegiate Memorials as the baby boomers become of age over the next fifteen years."

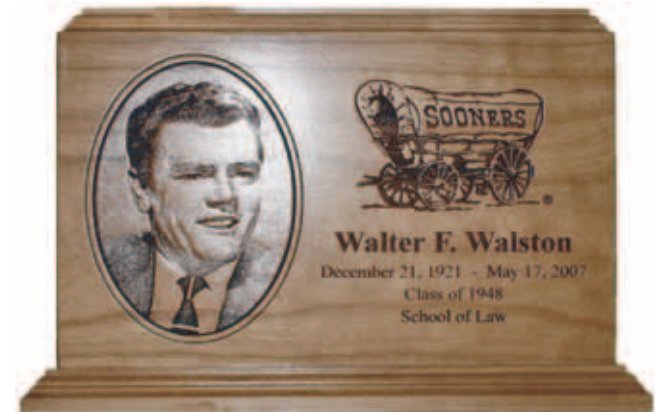
For more information, call 1-888-840-7409 or visit www.collegiatememorials.com.



The Glory



The Victory



The Legacy

New, Less Expensive Bronze Markers from Valley Monuments include More Text, Artwork Choices



products on the market, when including per-letter or word charges, and are professionally cast by a bronze foundry with more than 100 years of experience and a reputation for consistent quality.

In addition, cemetery and funeral home staff are encouraged to make use of a "neutral" website at www.OurBronzeMarkers.com (without pricing or the firm's contact info), an invaluable and time-saving tool for families to leisurely view design choices before or after meeting with a counselor or marker administrator.

As compared to having to look at brochures and catalogs in-person, the website also allows other busy decision-makers who can't come into the sales office to more easily be involved in the process, whether they live in the same town, another state or a different country.

Due to the rising cost of precious metals and thefts of bronze vases at cemeteries and memorial parks throughout North America,

CONTINUED ON PAGE B6

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Mark Thomas announces "Tree Of Life" program as a part of the Reforestation Project in the Superior National Forest in Minnesota

SLEEPY EYE, MN— In conjunction with American Forests, a non-profit conservation organization, Sleepy Eye-based **Mark Thomas Co.** and **Caring Times** announced the launch this month of the "Tree of Life" program to have trees planted as part of the reforestation project in the Superior National Forest of northern Minnesota. Serving America's funeral directors since 1991, Mark Thomas carries a full line of products including memorial folders, acknowledgments, register books, prayer cards, bookmarks, service bulletins, urns and funeral director thank you cards.

A tree will be planted for every adult or child's cremation urn ordered by Mark Thomas customers. There is no additional cost for the funeral home. A certificate of participation in the "Tree of Life" program will be included with the urn shipment. The certificate explains the program and the tree planting project. "The tree planting certificate allows the funeral director to fill in the name of the person being remembered and provides a place for the signature of the funeral director and the name of the funeral home," said **Mark Beito**, president, Mark Thomas Co. "The package included with the urn will also have a postage-paid registration card for the funeral director to return so we have a record of the names of the people being memorialized. This is an excellent gift to pass on to the families the funeral home serves."

Thousands of acres of northern Minnesota forests were blown down in a 1999 wind-

storm and more acres were destroyed in a wildfire in 2007. "This is a beautiful part of Minnesota and one that deserves to be preserved," said Beito.

All Mark Thomas urns other than keepsake urns qualify for the program. There is no need to request the "Tree of Life" program packet; it is automatically included with each qualifying shipment.

"We have several 'green' initiatives at Mark Thomas and expend considerable effort to 'reduce, reuse and recycle,'" said Beito. "For example, we purchase wind generated electrical power from the Central Minnesota Municipal Power Agency, reuse shipping cartons from incoming materials to ship out finished goods, and we recycle as much as three times more material than we discard. Paper used in printing our broad line of products for funeral homes is certified by the Forestry Stewardship Council (www.fsc.org) to be compliant with the Sustainable Forest Initiative Act. The "Tree of Life" program fits neatly with our environmentally conscious efforts."

Headquartered in Sleepy Eye, MN, Mark Thomas Co. has been dedicated to serving America's funeral directors since 1991. Mark Thomas carries a full line of products including memorial folders, acknowledgments, register books, prayer cards, bookmarks, service bulletins, urns and funeral director thank you cards. We also offer our grief information series as well as other memorialization items. To view our product offering visit our web sites: www.markthomasco.com and www.caringtimes.com.

Presley named Southeast Regional Manager for Deaton Kennedy



Keith Presley

JOLIET, IL— **Deaton-Kennedy Company** is pleased to announce that **Keith Presley** has accepted the position of Southeast Regional Business Development Manager. In this role he will be responsible for leading the sales efforts for Deaton-Kennedy throughout the Southeast United States. Presley's solid background in the funeral industry includes both sales and marketing.

"We are pleased to have an individual of Keith's talent join our management team," declared **Margaret Deaton**, Chairman. "Keith has been instrumental in successfully implementing new ideas and changes in the funeral industry with funeral stationery. His proven abilities will facilitate our sales organization managing the challenges that face the funeral industry today." **Bob Nobles**, Chief Executive Officer added "Keith has demonstrated his passion for sales, along with his ability to lead, and will help our customers reach their goals."

Presley is a graduate of the *John Tyler Mortuary Science Program* and Bluefield College. He is the husband of Rose and the father of three children, Elliott, Jonathan and Lyndsi. Keith has been actively involved in his community where he serves in numerous capacities, as well as in various organizations that represent the funeral industry.

With more than twenty years experience in sales as well as the funeral industry, Presley brings a wealth of experience with him. Deaton-Kennedy customers will appreciate his skills as well as the understanding of the daily funeral home operation that he possesses.

Deaton-Kennedy is a family owned business that has been operating since 1928. As long time leaders and innovators in the funeral industry, Deaton-Kennedy has shown both long and short terms visions for the future and a willingness to help each customer reach their goals while paying tribute to the families they serve.

"Does This Mean You'll See Me Naked?: A Funeral Director Reflects on 30 Years of Serving the Living and the Deceased" now available on UndergroundHumor.com

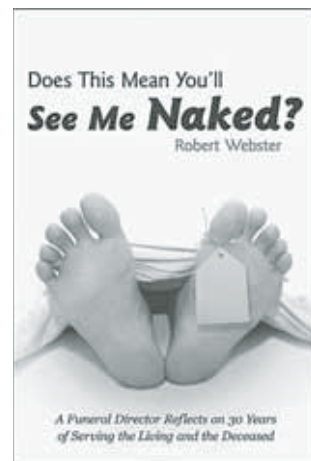
WILTON, CT— **UndergroundHumor.com** is pleased to announce that **Robert A. Webster's** book, *Does This Mean You'll See Me Naked?: A Funeral Director Reflects on 30 Years of Serving the Living and the Deceased*, is now available in its bookstore.

A funeral director reflects on 30 years of serving the living and deceased while providing us with a behind-the-scenes story told with both empathy and humor. He attempts to assuage our curiosity and answer those questions that are uppermost in our minds when faced with death, including:

- How do you handle the loss of a loved one?
- What really happens during a death call?
- Why do people send flowers?
- What occurs during the restoration process?
- What do people leave in loved ones' caskets?
- How has the undertaker's role evolved?
- And much more...

Robert D. Webster has been a licensed embalmer and funeral director in the state of Ohio since 1977. He graduated from Miami University and the *Cincinnati College of Mortuary Science*. Robert worked for funeral homes in the area for twenty-four years before opening **The Webster Funeral Home** in Fairfield, OH, in 2001, where he now resides with his wife.

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



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

New, Less Expensive Bronze Markers from Valley Monuments include More Text, Artwork Choices

Continued from Page B4

a source of heartache for families and headaches for cemeterians, Valley Monuments will not offer any markers with vases, an all-too-easy target for thieves today, which also infringe on the amount of space that could be better used for complete epitaphs.

"We surveyed a variety of cemeteries and funeral homes around the country in the past year and learned marker administrators showed real interest in providing families with another option to what's been available to them for decades from most foundries," says Valley Monuments' marketing director **Stephen Hartmann**.

"What we heard from them," he explains, "was that they would like faster proof turn-arounds, improved customer service and consistency of bronze casting quality, the ability to choose from more contemporary artwork, and—most importantly—they wanted the opportunity to let their families personalize markers and plaques with more expressive poems, Bible verses and other text without having to be penalized with expensive per-character or word charges."

Hartmann says this wish list served as the foundation for the "New Generations" design service that Valley Monuments is launching.

However, he adds, "New Generations" is not intended to be a substitute for the long-standing business relationship cemeteries and funeral homes have with their existing bronze suppliers. Rather, it should be considered as another option to present families, especially the growing number of them who want the freedom to create a more thoughtful and meaningful epitaph on their marker or plaque.

During their survey efforts, Valley Monuments' staff learned from both industry professionals and families themselves that having to spend time understanding and deciding on a confusing array of choices such as bronze background textures and colors, border styles, and types of fonts for the text was largely of no interest to them compared to being able to include more words at no additional charge.

As a result, Valley Monuments' "New Generations" bronze design service has replaced these multitude of minor decisions in the traditional grave marker ordering process with what survey respondents wholeheartedly said would be much more important and satisfying to them...more words and personalization without more cost.

Those families who were interviewed commonly agreed with the statement that after a choice of casket, burial vault and other purchases made as part of a typical arrangement are underground and long gone from view, the only remaining vestige of a loved one in future years is the words of reflection and inspiration on a monument or bronze marker.

And yet, Hartmann shares, adding a simple Bible verse or adequate terms of endearment on bronze is usually too costly for most families since all foundries by necessity impose per-character or per-word charges for anything more than the standard name, date of birth/death and five-word epitaph such as "He Was Loved By Everyone."

"Although it's understandable that high-volume foundries charge \$2.50 to \$3 per character beyond their standard 25-character limit since more text means extra time and effort for their already-busy foundry design staff," Hartmann says, "we see the inflexible pickle they're in as a great chance to introduce our 'New Generations' program now."

He explains that to make up for not being able to give families more generous epitaphs in a high-volume environment, most foundries offer up to three small emblems at no charge. The problem is that these thousands of emblem choices, most from the 1940s and 50s, were described by frustrated deathcare respondents in particular as being "childish, unprofessional, old fashioned, outdated, irrelevant, silly."

In fact, a search of a leading bronze foundry's emblem selection included such items as: a life preserver, shopping cart, kitchen spoon, light bulb, walkie talkie, tattoo gun, 1970s-era typewriters and computers, Scottish dancer, wire spool, phonograph, glass cutting tools and similar images.

This type of artwork, those surveyed said, did little to make families feel they were choosing a graphic that accurately reflected their loved one's personality or interests and provided the feedback that led Valley Monuments to introduce "New Generations."

Valley Monuments, Inc.'s is currently welcoming a limited number of new accounts for its "New Generations" design service. For details, call toll-free (877) 652-1815 ext. 10 or e-mail: Info@ValleyMonuments.com. Visit their website at www.ValleyMonuments.com.

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Trust 100 creates a defining moment for the Independent Funeral Director

RALEIGH, NC— Scott Pontone, CEO and Alan Creedy, President of Trust 100, announced the reinvention of Trust 100, a preneed marketing and funeral service consulting firm. The merger was announced July 31st and the newly formed company will continue under the name Trust 100.

Scott Pontone, CEO of the new Trust 100 said, "We know that most funeral directors have at least 80% of their personal wealth tied up in their business and the risk to them has become too great. It's time somebody gave independents the resources to do something about their future. The opportunity for our customers is exciting. Our new services and insurance plans will enable them to realize economic and business benefits in practical and affordable ways."

The new Trust 100 offers a broad array of new services and resources such as preneed insurance, property and casualty insurance, staff training and strategic consulting to name a few—all designed to enable independent funeral directors to respond more effectively to rapidly changing funeral service industry conditions. The combination of Pontone's and Creedy's unique strengths and long experience in the death-care industry creates a synergy, expanding Trust 100's presence in the industry and positions it to more effectively serve its core customer: the independent funeral director.

"We are joining forces because we believe the funeral service profession is at an inflection point for the independents," said Alan Creedy, president of Trust 100. "We are concerned that profitability continues to decline among independent funeral homes and what that implies for the future of all of us. More so, practitioners are largely unprepared for the many opportunities the future will bring. This is a 'call to action' for independent owners to begin to work together to shape and secure their own individual future. Our goal for the independent owner is to create access to affordable resources, build stronger bonds with their existing families, win new customers, increase profitability and grow and secure the future of their business. The new Trust 100 will level the playing field for the independents."

Shared vision between Pontone and Creedy helps today's independent funeral directors to expand their scope of services and drive new growth through the new Trust 100.

It's Not Too Soon To Be Thinking About How You Can Help Someone Who Has Lost A Loved One Deal With The Holidays

EDINA, MN— *Holiday Grief - Preparing for Holidays and Other Special Days* is an inexpensive little booklet that was published a couple of years ago and has become very popular with bereavement professionals—especially at funeral homes and hospices.

Holidays and the anniversary of a loved one's death are often the source of much distress among grieving people. Managing this stress while planning and experiencing these days is a key topic of this booklet put together by Barbara Moore and Dennis Williams. They recognized the need for a quick-read, inexpensive little booklet that could help a grieving person deal with special days.

Those who have lost a loved one during the past year may be dealing with major emotional concerns about how and where they will spend the holidays—or if they will even acknowledge them at all. The booklet provides direction and comfort for those dealing with loss and change at a critical time of the year.

This is also a booklet that bereavement professionals can incorporate into holiday

memorials and remembrance programs that honor the recently deceased, their families, and funeral home and/or grief support program staff. The booklet is small (3¼" x 3¼") and is relatively inexpensive. This is also a booklet that can be mailed efficiently and is greatly appreciated by those who receive it. It is available on the **Grief Resources Catalog** website (www.griefresourcescatalog.com).

If you would like a complimentary copy of this booklet to see if fits with your holiday bereavement plans, please contact Dennis Williams at Grief Resources Catalog at (952) 922-3469 or e-mail griefrc@griefresourcescatalog.com.

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

Kates-Boylston names Thomas A. Parmalee as Editor

WALL, NJ— Kates-Boylston Publications has named Thomas A. Parmalee as its new executive editor. Parmalee will take over *Funeral Service Insider*.

Parmalee, who has been the associate editor of *American Funeral Director* and *American Cemetery* magazines for the past two years, replaces outgoing editor Stephen Lee, who has left the company to pursue other career options.

Ed Defort, publisher of



Kates-Boylston Publications, noted that *Funeral Service Insider* subscribers can continue to expect a sophisticated level of reporting under Parmalee's direction. Before joining Kates-Boylston in 2006, Parmalee held various positions as a journalist and public relations person.

Accubuilt names Real World Marketing Agency of Record

LIMA, OH— Accubuilt, Inc. has announced Real World Marketing, Inc., a full-service, brand oriented advertising agency, as agency of record to service Accubuilt and strengthen its distribution channels and market position.

Accubuilt Chairman and Chief Executive Officer, Greg Corona, said "We are extremely pleased to announce this relationship with Real World, one of the most capable and well respected national agencies in the automotive advertising and marketing arena. We are confident this relationship will generate the excitement our extensive and diverse product offerings deserve."

Jay Wilson, Chairman and CEO of Real World Marketing based in Scottsdale, AZ, said, "No doubt, the Real World Marketing Team is very excited with the announcement, and look forward to a long, mutually successful relationship." Real World Marketing has a long history of providing strategic advertising and marketing services to automotive manufacturers, dealers, and dealer advertising associations throughout the United States dating back to 1986. Mr. Wilson added, "Our expertise is not only the advertising and marketing business, but our complete knowledge of the automotive business, inside and out."

Accubuilt, Inc. produces specialty vehicles including funeral vehicles and limousine brands—S&S, Superior and Eureka. Other specialty vehicles under the DaBryan, Tuscany and Accubuilt brand names are manufactured in facilities in Lima, OH; Springfield, MO; and Elkhart, IN. For more information on Accubuilt, Inc., companies and specialty transportation vehicles, visit www.accubuilt.com.



Forethought offers extended grace period to consumers affected by recent Flooding

INDIANAPOLIS, IN— Forethought Life Insurance Company ("Forethought") announced an extended premium payment grace period for policyholders affected by recent flooding in Illinois, Indiana and Iowa.

The premium payment grace period for Forethought life insurance has been extended by 60 days in recognition of the disruption and hardships suffered as a result of the floods. During this period, policyholders may delay their payments without penalty.

The extension provides relief to victims of the floods who have been temporarily displaced or who have faced a disruption in their mail service, leaving them unable to receive and respond to mail in a timely manner. Forethought will continue to carefully monitor the situation in the impacted areas and will continue to work to support policyholders during this difficult time.

If you have special needs or any concerns about your premium payment, please call Forethought Customer Service toll-free at 1-800-331-8853.

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Messenger appoints Mike Avon as National Accounts Manager



Mike Avon

AUBURN, IN— Messenger Corporation, the leading funeral stationery supplier in North America, is pleased to announce the appointment of a new National Accounts Manager. **Mike Avon** joins Messenger with over twenty-four years of experience in the manufacturing, purchasing, and sales of funeral stationery products. "I am excited about joining the Messenger Team and representing the quality, service and selection that has become synonymous with the Messenger name," stated Avon.

"Mike's vast experience with the funeral stationery industry makes him an invaluable asset to our company and a welcome addition to our management team," stated **Kevin Keane**, General Manager. "Mike began his funeral stationery career as a pressman where he learned the fundamentals of the busi-

ness first hand. His drive and ambition rewarded him with leadership positions that have enriched his knowledge of the industry and will certainly help him in his new position with Messenger." **Bob Hoaglund**, Vice President of Sales and Marketing added, "We are very pleased to have Mike on the Messenger Sales Team. We strive to provide the best products and service available and are confident that his dedication to the funeral profession will help us deepen our relationships and focus on the needs of funeral directors and the families they serve."

Avon is currently in the process of relocating to Northern Indiana with this wife, Marianne. They have been married for thirty-one years and have one daughter.

Messenger, headquartered in Auburn, IN, has been in business since 1913 and has grown to be the most innovative manufacturer of funeral stationery products in North America. Among a long list of their innovations include an extensive line of funeral stationery products featuring the art of Thomas Kinkade, known as the "Painter of Light." Messenger also introduced the industry to the Retail Box Set for merchandising and the highly personalized LIFE funeral stationery product line.

Golden Considerations, Inc. names Tina Hess as Director of Marketing

DALLASTOWN, PA— Golden Considerations, one of the nation's largest and most experienced preneed agencies, announced today that **Tina Hess** has been named Director of Marketing. Hess will oversee the company's marketing and communications initiatives to help funeral homes maintain and increase market share.

Hess is the former Database Marketing Manager for Rite Aid Corporation, the third largest retail pharmacy in the United States located in Camp Hill, PA. Hess managed the company's retail loyalty programs including in-store promotions, data management and vendor utilization of customer behavior based data.

Prior to joining Rite Aid, Hess served as Marketing Manager for Belco Community Credit Union located in Harrisburg, PA. Hess spearheaded the organization's first branding campaign, initiated new product offerings, and led the implementation of a retail-merchandising program for the 7-branch network.

Hess received a Bachelor's Degree in Humanities/Communications from the Pennsylvania State University.

"Tina brings a very strong understanding of different marketing concepts and unique opportunities for our funeral home partners to brand themselves and ultimately provide more community outreach programs," said **Chad Adams**, Vice-President of Golden Considerations. "We have found that preneed products are commodities, and every preneed provider has one. As long as they are not funding liabilities, the product itself becomes less of a priority when compared with providing innovative ideas for marketing, such as, helping to implement turnkey aftercare programs, setting up an essay contest at a local school or helping to coordinate a program honoring local veterans," Adams added and went on to state, "Having Tina join our staff reinforces our continuous efforts to provide our partners with the newest and most innovative programs to serve their families on both a preneed and at-need basis"

Golden Considerations, Inc. is one of the nation's largest independent preneed insurance agencies serving over 500 funeral homes nationwide.

Westland Services names Bruno as vice president for Business Development

WORCESTER, MA— Donna A. Bruno recently joined Westland Services Corporation as Vice President for Business Development. A graduate of the University of New Hampshire's Whittemore School of Business and Economics, Ms. Bruno most recently served as Elder Care Advisor and Regional Director for "A Place for Mom" – a national eldercare referral service helping seniors and their families navigate the maze of senior care options.

"Ms Bruno's extensive career in hospitality management, in addition to assisting and counseling seniors and their families at a most difficult time in their earthly journey, has provided Donna with a unique sensitivity and understanding of the needs and concerns of seniors," said **Philip G. Haddad, Jr.**, president of Westland Services. "Donna is a genuine and sincere problem-solver, an advocate for the consumer."

Founded in 1987 as Westland Perpetual Trust, Inc., and now known as Westland Services Corporation, their mission is to assist families in properly memorializing their departed loved ones through Westland's personalized beautification and maintenance services at the final resting place. People wishing to be "Respectfully Remembered" can have their final resting place (cemetery plot) lovingly maintained. For a one-time cost, services are provided for 20 years (longer if desired). For more information call (800)622-0772 or visit www.westlandweb.com.



Donna A. Bruno

New Meadow Hill Facility Readies Thumbies® for Future Growth

Continued from Page B1

to grow our business to the next level. It also helps our staff provide the high levels of service our customers deserve with smiles on their faces." The new building has allowed the company to enlarge its Customer Support staff and improve its service infrastructure with a new state of the art technology center, phone system, and order entry, distribution and marketing departments.

In addition to the new space, Meadow Hill has been hard at work on its web support of funeral homes. "Simplicity and efficiency have to be our hallmarks as we move forward," says Communications and Marketing Director **Bob Vokoun**. The Director's Website found at www.meadowhillco.com/directors has streamlined

the pricing of keepsakes made from precious metals. Suggested Retail Pricing is found with the press of a button, guaranteeing you an accurate and up-to-date price in what continues to be a volatile metals market. Wholesale pricing is equally accessible in a secure listing once a funeral director is registered on the site and logged in with a user name and password.

Funeral service providers not familiar with Meadow Hill and its Thumbies® product line are invited to visit the company's website (www.meadowhillco.com) and call David Gordon to learn more about keepsakes that can both help the families you serve and bring revenue to your bottom line. Call us toll free at 877-848-6243.

Duncan Stuart Todd, Ltd. to Exhibit at NFDA Convention

INCLINE VILLAGE, NV— Duncan Stuart Todd, Ltd., the Preparation Room Specialists, will welcome visitors to their Booth 1920 at the NFDA convention in Orlando, October 12-15. A new product will be previewed along with other attractions of particular interest to funeral home owners and directors.

DST is proud to offer the industry a value priced alternative to its top-of-the-line Todd Morgue Table Receptor 5000, a rinsing rim direct drain system for waste removal at the foot-end of the table. The new 8000 version provides the embalmer with a product that retains all the functional benefits of the 5000 model, but at a lower price point. The cost savings are made possible by the substitution of a powder coated steel base while maintain-



ing the stainless steel top and internal working of the original model.

Visitors will have an opportunity to view an ongoing media presentation of DST projects and receive the newly published Premier Source design brochure. The convention also offers show-goers an opportunity to renew acquaintance with **Duncan** and **Marjori Todd** and meet **Donna McKay**, the company's customer service representative and office administrator.

DST invites funeral directors with specific needs to call their office toll free at 866 832 6898 and schedule an appointment during the show.

Surprising Solutions releases Donation Management Program

ORO STATION, ONTARIO, CANADA— Surprising Solutions announces the release of their highly effective donation management program exclusively written for the funeral home industry. The software is designed to streamline the donation process allowing you to save time and money.

This software is customizable with your own logo which is used on all screens and reports. Quick reconciliation of monies collected while providing several easy to generate report makes this software invaluable.

Designed for the North American market, the program automatically adapts for American or Canadian customers (for example, the software will automatically list states first then provinces if you live in the USA).

Automatic data entry for commonly used information (date, city, state/province, area code, deceased, charity name, etc.) speeds up data entry. For power users, there is an Excel export feature that allows you to do "what if" analysis on your data. For inexperienced users the program features "fly-over help" in addition to the standard help computer users are comfortable with.

The program is available for a free thirty day evaluation from www.surprisingssolution.com. After the evaluation period, the program is available for purchase as a site license. The software is multi-user, supporting any number of machines at one location. Imagine that, a front desk and back office version all in one solution.

Contact Surprising Solutions via email at info@surprisingssolution.com, mail: 59 Shelswell Blvd., RR #1, Oro Station, ON, Canada L0L 2E0 or phone (705) 730-8874 for more information.

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Reynoldsville Awards Representatives



(L to R) Front row – Gordon Deible, Mark Stiner, Kevin Moyer, Skip Miller, Mike McGuire, Brian Paul, Eileen Tuffy, and Dan Holleran. Back row – Dave Fragale, Norm Phillips, John Knobloch, Tony Manna, John Matt, and Jim Schraven.

REYNOLDSVILLE, PA— The sales force of **Reynoldsville Casket Company** met recently and awarded Outstanding Sales Representative to **Tony Manna** and **Jim Schraven** for their performances during 2007. Tony is a resident of Depew, NY and serves funeral homes in western New York. Jim is a resident of Erie, PA and serves funeral homes in northwestern Pennsylvania.

Eileen Tuffy was also recognized for completing 10 years of service. Eileen is a resident of Jenkintown, PA and serves funeral homes in southeastern Pennsylvania.

Reynoldsville Casket Company is a full service casket manufacturer located in the northwestern Pennsylvania community of Reynoldsville.



Awardees Tony Manna, Eileen Tuffy, and Jim Schraven.

The company has distribution centers in Allentown, Pittsburgh, and Reynoldsville, PA and in Youngstown, OH, Clarksburg, WV, Buffalo, NY and Syracuse, NY. For more information on

Reynoldsville caskets contact your local Reynoldsville sales representative or call 1-800-441-8224. You can also find out more on their web page at www.reynoldsvillegasket.com.

The Auto Rooftop for Magnetic Illuminated Signs

SOUTH OZONE PARK, NY—

The invention of the *Auto Rooftop for Magnetic Illuminated Signs* is a specially designed illuminated sign boasting an integrated magnet for use in securing the sign to the hood or roof of a motor vehicle involved in a funeral procession. The size of the sign is sufficient to make it easily visible to others. It is manufactured of a non-rusting metal or a hard plastic material and is mounted by four posts with magnets. Internal wiring leads to the magnets to make them electromagnets and also to the lighting system which is battery operated providing 12v or 18v power. The battery can be removed and recharged when necessary.

The Auto Rooftop for Magnetic Illuminated Signs was invented by **Karl Kaufmann** of South Ozone Park, NY. He said, "Mourners in a funeral procession are often cut off by other vehicles because drivers do not recognize they are intercepting or interfering with a funeral cortege. The Auto Rooftop for Magnetic Illuminated Signs is visible to all



The Auto Rooftop for Magnetic Illuminated Signs

and clearly marks a vehicle as a member of a funeral group on the way to burial sites. Conceding the right of way to funeral procession vehicles is easier for others because they have a clear signal and those in the procession will not get separated and arrive late at the cemetery. The Auto Rooftop for Magnetic Illuminated Signs will spare mourners the heartbreak and frustration associated with missing their loved one's internment due to traffic and other complications such as an accident."

To view more complete information on design fea-

tures, advantages, benefits, target markets and distribution channels of the Auto Rooftop for Magnetic Illuminated Signs, go to the Website at www.adventproduct.net/23110/default.htm.

Development of the product is being handled by **Advent Product Development** of Pawleys Island, SC. For more information about licensing or sale, contact the Licensing Department at APD (843-237-5915) at 313 Commerce Drive, Pawleys Island, SC 29585 or contact the APD website at advent@adventproduct.net.

Photique tissue box covers to be available in Four Colors



LIVINGSTON, NJ— **Anthony Funeral Supply** has announced that the *Photique™* tissue box covers will be available in four colors for delivery in November. The covers are currently available for immediate delivery in the Ivory color, and will soon be available in Maroon, Navy, and Hunter Green.

Anthony Funeral Supply, LLC acquired exclusive distributorship from **Photique™** by **Mari-**

lyn Claire, LLC, a product designed for the funeral industry. It is a handmade, decorative eco-friendly tissue box cover. This unique and functional cover has four framed panels made to accommodate 3"x4" portrait type photos, poems, or artwork, along with a business logo.

For more information, contact **Anthony DiTringo** at (862) 485-6999. Fax (973) 992-6593. Email aditr40199@aol.com.

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Have some fun in the sun while you're in Orlando at the 2008 NFDA International Convention & Expo. Shingle Creek Golf Club, which offers an incredible golf experience and great amenities, was voted a "Top 40 Best New Course" by *Golfweek* magazine. It's just minutes from the NFDA Convention, so you can enjoy a fabulous day of golf and camaraderie, then get back to business by mid-afternoon.

Your participation will help to:

- Attract, retain and educate funeral service professionals
- Promote to the public the value of the deathcare profession
- Provide scholarships to funeral service students and professionals
- Support children's grief programs

A registration fee of \$250 includes transportation, continental breakfast, golf cart, greens fees, lunch, gifts and more! A portion of your registration fee is tax deductible. Download a registration form at www.funeralservicefoundation.org or call FSF Executive Director Melinda Mueller at 877-402-5900 for more details. Sponsorship opportunities also available!

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The FUNERAL HOME & CEMETERY DIRECTORY contains listings of virtually every funeral home throughout the United States, as well as listings for over 3,000 active cemeteries. The directory also includes listings for Canadian and select International Funeral Homes, Trade Service Companies, Veterans Administration Facilities, Foreign Consulates, Foreign Shipping Regulations, and US Daily Newspapers.

The directory is published in both the 8.5"x 11" Standard Size and the 5"x 7" Pocket Size editions. The handy Pocket Size edition fits easily into your briefcase, in your nightstand or in your car glove box. *Information in the two editions is identical.*

BUYER'S GUIDE

The Catalog of Funeral Home and Cemetery Supplies has expanded and is now the BUYER'S GUIDE.

In addition to listing all service/supply companies by the product or service offered to the funeral and cemetery industries, the Buyer's Guide also contains listings of firms dealing with Pet Deathcare. For reference purposes the US Daily Newspapers, Educational Services and Trade Associations are also included.



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**DEADLINE IS
 THE 5th OF THE
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PLEASE NOTE:

We do not take responsibility for our boxholders. We hope they will respond promptly in a responsible manner. PLEASE! DO NOT ask us to contact Boxholders. Contact can only be made in writing. NO information will be given regarding boxholders.

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

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Antique Cars/Equipment 1

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11AS



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 We do take phone bids.
NO BUYERS PREMIUM

TOPEKA CARRIAGE SALE

TOPEKA, INDIANA
 OCTOBER 2-3, 2008

The two hearses pictured will be up for auction on Friday, October 3, 2008. Both hearses take a modern casket. The auction will begin at 10:00 AM.



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Business Equipment 2

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Funeral Business For Sale 5

CREMATION/BURIAL SERVICE
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- 2000 CADILLAC S&S MASTERPIECE BLK / GRAY ONLY 39,000 MILES, COMMERCIAL GLASS ~ SAVE THOUSANDS
- 2000 CADILLAC EUREKA BLK / BLUE ONLY 30,000 MILES IN GREAT SHAPE, LOW MILES
- 1999 CADILLAC S&S MASTERPIECE BLK /BLK HALF ROOF PULL OUT TABLE , LOADED ONLY 45,000 MILES

LIMOUSINES IN STOCK

- 2006 CADILLAC 6 DR SILVER / BLK RAISED CLOTH TOP, 15,000 MILES SHARP PAINTED POST, SAVE THOUSANDS OVER NEW !
- 2005 LINCOLN 24HR 6 DR BLK /BLK LOADED 3/4 ROOF, FULL VINYL WRAP, 43,000 MILES SHARP
- 2005 LINCOLN 24 HR 6 DR SILVER / BLK LOADED 3/4 ROOF FULL VINYL WRAP, LOW MILES

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Funl Business For Sale Cont'd 5

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Funeral Home and Business For Sale

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HEARSEs

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Cadillac S&S Hearse (4 in stock) blue/blue leather
- 2004**
Cadillac Eagle Hearse (2 in stock) silver/gray top/gray leather
Cadillac S&S Victoria blue/blue leather
Cadillac S&S Hearse silver/blue leather
- 2003**
Lincoln S&S Hearse (2 in stock) black/black leather
Lincoln Federal Hearse silver/neutral leather
Cadillac Superior Hearse black/black leather
Cadillac Eagle Hearse black/black leather
Cadillac S&S Masterpiece silver/black top/blue leather
- 2002**
Cadillac Eagle Hearse black/gray leather
Lincoln Superior Hearse silver/neutral leather
Cadillac S&S Victoria black/blue leather
- 1999**
Cadillac Eagle Hearse black/blue leather
- 1998**
Cadillac M&M Hearse black/blue leather
Cadillac Eagle Hearse white/blue top/blue leather
Cadillac Eagle Hearse black/black leather
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- 2004**
Cadillac DaBryan 5-door (3 in stock) silver/gray top/gray leather
- 2003**
Lincoln S&S 6-door black/black leather
Cadillac LCW 6-door (3 in stock) black/black leather
- 2002**
Lincoln S&S 6-door silver/neutral leather
- 2001**
Cadillac Superior 6-door silver/black leather
Lincoln S&S 24-hour black/blue leather
Cadillac LCW 120" parchment/shale leather
- 2000**
Cadillac Federal 6-door black/blue leather
Cadillac S&S 6-door silver/black leather
- 1999**
Cadillac DaBryan 5-door silver/black leather
- 1997**
Cadillac Superior 6-door gold/black top/black leather

FIRST CALL

- 2003**
Dodge Eagle 1st Call silver/gray interior
Chevy Eagle 1st Call white/gray interior
- 2000**
Dodge Eagle 1st Call graphite/gray interior



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silver with gray top and gray leather 3 in-stock



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- 1993 Cadillac S&S, FWD, Silver, CLEAN\$2900
- 1993 Cadillac Superior, Silver, 58k mls\$4500
- 1992 Buick Eureka, Black, 59k mls, CLEAN\$4500
- 1980 Cadillac S&S, White, 59k mls\$2700
- 1988 Cadillac Eureka, Flower Car, Maroon, 38k mls\$5900

LIMOUSINES


- 1998 Cadillac Superior, Silver, 82k mls, One Owner, Overheats!\$2975
- 1996 Cadillac S&S, Black, 53k mls\$4500
- 1996 Cadillac S&S, Silver, 17k mls, AS NEW!\$6975
- 1996 Cadillac S&S, Dark Green, 69k mls, SHARP!\$5500
- 1995 Cadillac S&S, Black, 63k mls\$4500
- 1995 Cadillac Krystal, Black, 31k mls, SHARP!\$5975
- 1994 Cadillac S&S Commercial Glass, Black, Flip Seat, 1-owner\$5975
- 1993 Cadillac M&M, 6-door, Black, 129k mls\$2000

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Hearse/Limousines 8

Help Wanted 9



Richard Palandech
 2009 Chevy Express Van w/casket table & entry ramp
 2009 Chevy Suburban
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 1995 Chev Astro Van, gray
 1994 Cad Eureka Coach, blk, 36k mi
 1994 Cad Fed 6-dr Limo, 24 hr car, blk/blk
 1994 Chev Suburban, blue/silver
 1992 Chevrolet Astro Van, blue
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2002 Cadillac S&S Coach	Blk/Blk Ext/Blue Int	59,000 mi
2002 Cadillac Superior Coach	Blk/Blk Ext/Gray Int	53,500 mi
2000 Lincoln Eureka Coach	Blk/Blk Ext/Blue Int	42,200 mi
1998 Cadillac M&M Coach	Blk/Blk Ext/Blue Int	48,000 mi
1997 Cadillac Federal Coach	Wht/Wht Ext/Blue Int	74,000 mi
1996 Cadillac Federal Coach	Blk/Blk Ext/Blk Int	46,000 mi
1992 Cadillac S&S Victoria Coach	Silv/Silv Ext/Blue Int	77,700 mi
1992 Cadillac Federal Coach	Wht/Wht Ext/Blue Int	24,000 mi

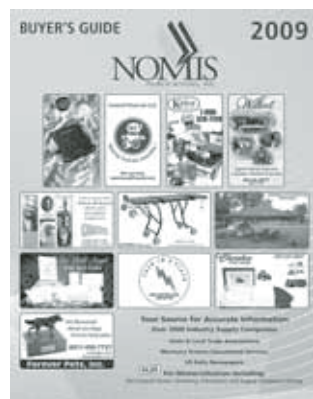
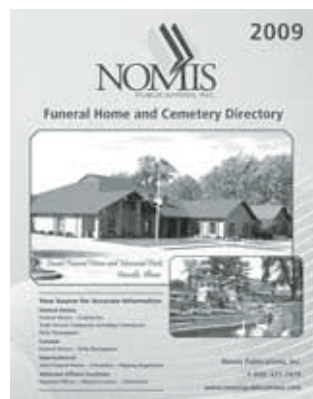
LIMOUSINES		
2003 Cadillac Eureka 90" 5-Dr Limousines	Wht/Wht Ext/Blue Int	51,500 mi
2003 Cadillac Eureka 90" 5-Dr Limousines (2)	Drk Blue Ext/Blue Int	50,000 mi
2003 Cadillac Eureka 6-Dr Limousine	Silver Ext/Gray Int	29,000 mi
1999 Cadillac Eureka 6-Dr Limousine	Wht/Wht Ext/Blue Int	39,000 mi
1997 Cadillac M&M 6-Dr Limousine	Blk/Blk Ext/Blk Int	68,000 mi
1991 Cadillac S&S 6-Dr Limousine	Blk Top/Silv Ext/Blue Int	63,100 mi

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2001 CADILLAC S&S 47" 6-DOOR LIMOUSINE
 BLACK EXTERIOR, BLACK INTERIOR W/16,462 MILES



2001 CADILLAC S&S 47" 6-DOOR LIMOUSINE
 BLACK EXTERIOR, BLACK INTERIOR W/16,462 MILES



2001 CADILLAC M&M COACH W/20,603 MILES
 WHITE EXTERIOR, BLUE INTERIOR

NOT PICTURED

1999 CADILLAC SUPERIOR, BLK EXT, BLK INT W/45,000 MILES
 1998 CADILLAC KRYSTAL, BLK EXT, BLK INT W/27,100 MILES
 1994 CADILLAC SUPERIOR HEARSE, WHITE EXT & BLACK INT 41,000 MILES

NOT PICTURED

1999 CADILLAC 24-HOUR 6-DOOR LIMOUSINE
 SILVER EXTERIOR, BLACK INTERIOR W/56,000 MILES
 NOT PICTURED-BLACK EXT & BLUE INT, ONE OWNER

NOT PICTURED

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00 Cadillac 6 Door	8	Black
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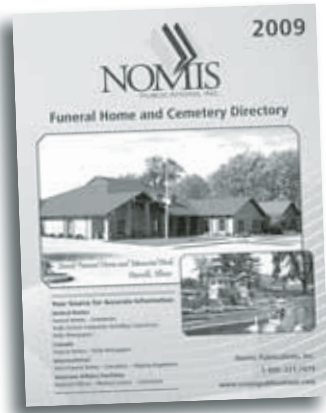
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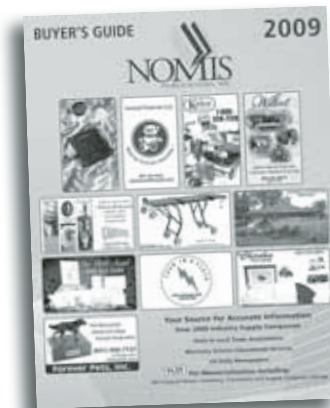
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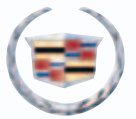
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