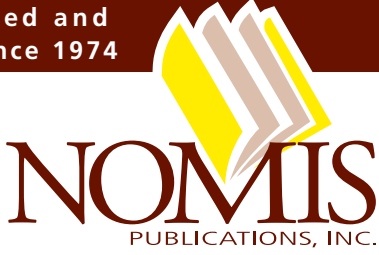


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# FUNERAL HOME & CEMETERY

# NEWS

SECTION B  
SEPTEMBER  
2010

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## Glass Remembrance tributes encase cremated remains in Sculpture



Blue and purple glass flowers



Galaxy glass bead on gold ribbon



Purple glass paperweight

**COLUMBUS, OH**—Leatrice Guttentag moved from New Jersey to Ohio after September 11, 2001. On that day she had been working in her office on the 80th floor of the north tower. She escaped just minutes before the building collapsed. Her job was gone, but she reassessed her life and returned to her love of art.

Art was therapeutic and helped console her after losing many friends. Her dog Dozer, sensing her sadness, was a major comfort, providing Lee with unlimited love. After Dozer's passing Lee sought a way to save Dozer's ashes in a beautiful piece of glass art that would honor

her beloved friend and so "Glass Remembrance" was born.

Although we can no longer be with our loved ones we can capture their memories in custom, hand blown glass tributes. In today's highly mobile society people can be separated from a loved one's resting place. The new company,

**CONTINUED ON PAGE B8**

## BK Umbrella Industries

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## Custom Crafted Wood introduces new line of Urns



Hand-turned wooden urns by Custom Crafted Wood

**ROSELLE, IL**—Custom Crafted Wood is rolling out their new Select Line of hand turned wooden urns to complement their

Premium Line. Competitively priced, the new Select Line of urns are individually made by segmenting multiple pieces of natural

woods together for a one-of-a-kind, artistic look. "Funeral homes have been asking for something new

**CONTINUED ON PAGE B7**

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# CALENDAR of Events

## CONVENTIONS/ CONFERENCES

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

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

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

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

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

**Texas Cemeteries Assoc Maintenance Conference** - Sep 28-29, 2010, Hilton Garden Inn, Arlington, TX. 817-336-0584. [www.txca.us](http://www.txca.us) llberger@txca.us

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

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

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

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

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

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

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

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

**OGR Annual Conference** - Apr 08-09, 2011, Loews Atlanta Midtown, Atlanta, GA. 800-637-8030. [www.ogr.org](http://www.ogr.org)

**Catholic Cemetery Conference** - Oct 05-08, 2011, Gaylord Opryland Resort & Convention Center, Nashville, TN. Exhibits. 888-850-8131.

**Catholic Cemetery Conference** - Aug 27-31, 2012, Gaylord National Resort & Convention Center, Washington, DC. Exhibits. 888-850-8131.

## MEETINGS/SEMINARS

**The Academy Training Dates** - Sep 21-22, 2010 Community Connections; Oct 19-22, 2010 Advanced Funeral Planning; Oct 25, 2010 Continuing Care Program Development; Oct 26-27, 2010 Continuing Care for the Advance Planner or Aftercare Specialist; Nov 02-03, 2010 Financial Aspects of Advance Funeral Planning, The Academy Training Center, Franklin, OH. 800-331-6270. [www.theoutlookgroup.com](http://www.theoutlookgroup.com)

**The Foresight Companies** - Oct 10, 2010 "The 21st Century Funeral Home", Marriott New Orleans Convention Center, New Orleans, LA. 800-426-0165.

**OGR Fall Forum** - Nov 01-02, 2010, Marriott Cincinnati at Rivercenter, Cincinnati, OH. 800-637-8030. [www.ogr.org](http://www.ogr.org)

**Funeral Service Business Forum** - Nov 17-19, 2010, Palazzo at the Venetian, Las Vegas, NV. 732-730-2586. [katesboylston.com/bizforum](http://katesboylston.com/bizforum) tparmalee@katesboylston.com

## AmpliVox goes Pink

**NORTHRBOOK, IL**—AmpliVox Sound Systems announced an unprecedented corporate campaign to support the cause for Breast Cancer Awareness that has teamed up with breast cancer awareness organizations, hospitals and events around the country. The Pink Podium Promise Campaign is raising the bar on "being heard" by donating one pink podium to every breast cancer awareness related event.

Pink Podiums have been donated to nationwide Susan G. Komen chapters, the American Cancer Society, and Pink Ghost Breast and Health Foundation for minority women, among other diverse groups, for various walks, seminars and events. AmpliVox's Pink Podiums are advancing the shared mission to connect with new audiences and heighten the awareness and education on the importance of the early detection of breast cancer.

"We've affirmed our ongoing commitment to the fight against breast cancer, which AmpliVox supports through its Pink Podium Promise. The Pink Podium is our way of allowing all voices to be heard," commented **Don Roth**, CEO of AmpliVox.

AmpliVox® Sound Systems products are made in the USA (with only a few exceptions) and meet stringent UL standards. AmpliVox® Sound Systems' extensive range of quality, simple-to-operate and reliable electronics will provide maximum satisfaction and ensure a crystal clear message. For more information visit [www.ampli.com](http://www.ampli.com) or call (800) 267-5486.



AmpliVox pink podium

## Great Burial Reef introduces Living Urn



Great Burial Reef Living Urn

**BRADENTON, FL**—Great Burial Reef® announces the long-awaited addition to its portfolio of Living Burial Reef™ products, the Great Burial Reef Living Urn™, the world's first and only permanent ocean burial urn that protects the cremated remains of an individual while fostering life for generations and that can be permanently placed by the individual's family.

CONTINUED ON PAGE B7

## Windsong Memorials creates Pet Memorials from Cremation Ash



Windsong Memorials founder Alex Lynch with a Pet Memorial.

**CUMBERLAND, RI**—Windsong Memorials, the innovative design company of the Eternal Cross, has introduced a similar memorial product line for pet owners who have had their deceased pets cremated. "We're using the same process designed for the Eternal Cross of transforming pet cremains into decorative artwork in the image of the pet for loving owners to remember. Our unique memorials can be hung on the wall, placed on a shelf, or set in the garden to serve as constant reminders of the love your pet brought to you and your family," said **Alex Lynch**, founder of Windsong Memorials.

"The idea of creating pet memorials using pet cremains came to me after meeting with several funeral directors to show them the Eternal Cross. Several owners asked if I could make crosses for their dogs. To maintain uniqueness, I wanted to keep the product separate from the Eternal Cross so I suggested making the memorials in

their dog's image. Their reception was fantastic, and my pet memorial business began."

Each memorial is hand-made by a skilled artist located in Rhode Island. Great care is taken in handling pet cremains during the design process. Current pet memorials include the most popular breeds of dogs, cats, horses, and rabbits. Custom pet memorials can also be made for virtually any type of pet or breed. Memorials range in size from 9 to 13 inches and vary in shape. Windsong Memorials will engrave the pet's name and "life years" on the back. Some memorials are delivered with mounting screws for hanging. All memorials are treated with a special moisture barrier so placing them outdoors won't be harmful.

For further information on the Pet Memorials, contact Alex Lynch at Windsong Memorials, 401-578-8645 or email at [info@windsong-memorials.com](mailto:info@windsong-memorials.com). Also visit their web site at [www.windsong-memorials.com](http://www.windsong-memorials.com).

## Artistique Urns offers New Line



The Vibrance Series by Artistique Urns

**MILWAUKEE, WI**—Artistique Urns is a small company based out of Milwaukee specializing in Art Gallery quality wood turned vessel style urns and dovetail box urns. On top of their two production lines, they are proud to announce a new line, *The Vibrance Series*.

Their new series of urns are made out of curly maple with a special metallic dye that enhances the woods beauty. Curly maple, also known as flamed maple, fiddle back or tiger stripe, is a feature of maple in which the growth of the wood fibers is distorted in an undulating chatoyant pattern, producing wavy lines known as "flames". This effect is often mistakenly said to be part of the grain of the wood; it is more accurately called "figure", as the distortion is perpendicular to the grain direction. Prized for its beautiful appearance, it is used frequently in the manufacturing of musical instruments such as violins, and fine furniture. Another well-known use of the material is its use in guitars, especially the venerated Gibson, Les Paul. The difference with metallic wood dye and stain: wood dye actually soaks into the fibers of the wood instead of building up a film on the surface. What this does is gives the wood a holographic surface. When turning each piece in your hand, depending on your perspective it gives life to the wood by constantly changing colors because of how the light reflects off of the grain. By incorporating color with their already high quality finish, you truly are get a piece of art that serves as a great memorial for your loved ones.

For more information, visit [www.artistiqueurns.com](http://www.artistiqueurns.com).

*If you have a  
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## New Funeral Car Tag makes Cars More Visible; eliminates Residue

**PITTSBURGH, PA**—An inventor from Plainfield, NJ, has developed a funeral motorcade sign that makes the procession stand out and is easy for mortuary personnel to use.

The inventor's professional career as a funeral-home director inspired the idea. He currently uses standard tags to denote a funeral procession and has noted several problems with their design. "Part of my job is to ensure a smooth, dignified service. Even little things, like a broken motorcade, can be disruptive and upsetting for our clients," said the inventor. "I invented this tag to ensure that other drivers won't cut into the procession and to save the drivers in the funeral procession from the hassle of scraping tags off the windows."

The *High-Visibility Funeral-Car Tag* leaves windows free of residue and is easy to apply and remove. Because it distinguishes a motorcade in an attention-getting manner, the tag can help mourners to stay together, as well as prevent other motorists from accidentally cutting between mourners' cars.

The original design was submitted to the Iselin office of **InventHelp**. It is currently available for licensing or sale to manufacturers or marketers. For more information, write Dept. 08-NWK-5405, InventHelp, 217 Ninth Street, Pittsburgh, PA 15222, or call (412) 288-1300 ext. 1368. Learn more about InventHelp's Invention Submission Services at [www.InventHelp.com](http://www.InventHelp.com).

## Norris succeeds Ward at Homesteaders

**DES MOINES, IA**—**Homesteaders Life Company** vice president of field sales **Dan Lodermeier** has announced that **Greg Norris** will succeed the retiring **Jim Ward** as West regional director. Norris is currently Homesteaders' Texas-based senior account executive and is well prepared for his new role. He is an experienced manager and worked in the field as a pre-need counselor and sales manager prior to joining Homesteaders. Norris is a two-time recipient of *The Graham J. Cook Award for Account Executive of the Year*. He was honored in both 2007 and 2008. He will take over as regional director on August 1, 2010.

"Greg is a great fit for this position," says Lodermeier. "He has an exceptional understanding of the pre-need business and a proven commitment to the success of Homesteaders' funeral home customers."

The regional director provides support for the account executive in the field and builds the quality of service provided to funeral home customers. By working together, the regional director and account executive help Homesteaders funeral home customers find the right combination of marketing services and funding products to grow their business and provide the best options for their families.

Lodermeier adds, "I knew I had a challenge in replacing Jim Ward, who has so much industry knowledge and such well-earned respect among funeral service professionals across the country. That we could fill the position from within our own ranks is a clear demonstration of the commitment we've made to the account executive program and to Jim's leadership."

Focused solely on funeral insurance funding and support, Homesteaders Life Company is a market leader associated with more than 3,000 funeral homes and 8,000 licensed agents across the United States. Visit [www.homesteaderslife.com](http://www.homesteaderslife.com) for more information or contact Dan Lodermeier at 515-440-7744 with questions about the account executive program.



Greg Norris

## Funeral Homes Partner with Sympathyfood.com to offer a Comforting Alternative to Flowers

**BOWLING GREEN, VA**—Now any funeral home with a website can partner with the online food provider, **Sympathyfood.com**, which offers an alternative to traditional funeral flowers as an expression of sympathy.

"Flowers have long been the only option available to consumers as an expression of condolence, and most would agree that although beautiful, flowers are often times left at the cemetery to wither and die," said funeral director, **David Storke**.

Food has always been a welcome and useful gift to a family suffering a loss. Like flowers, food is an immediate way of letting a family know that they are thought of. Until now, demanding schedules or living far away made it difficult to uphold the time-honored tradition of taking food to the grieving family.

Sympathyfood.com is an online food provider of traditional comfort foods that include: soups, meat items,

casseroles, vegetable side dishes and dessert items. All are typical foods that are so appreciated when a loved one has died and friends and family have gathered. Consumers select food items online, and Sympathyfood.com ships directly to the families that have experienced a loss.

Any Funeral Home with a website can put a link to Sympathyfood.com on their site and start earning a 10% commission on food sales. It is extra income with no investment, inventory or maintenance and a great PR tool to add relevance to the Funeral Home's web presence.

Founded in 2006, by Bowling Green, VA Funeral Director and Mayor, David Storke, Sympathyfood.com is a comforting alternative to the traditional expression of sympathy: flowers.

For more information contact [dstorke@sympathyfood.com](mailto:dstorke@sympathyfood.com), call (804)994-7401 or visit [www.sympathyfood.com](http://www.sympathyfood.com).

## Updated Monitoring System for Hospital Mortuaries



Veriteq now offers continuous monitoring systems for large enterprises.

**RICHMOND, BC, CANADA**—Hospital mortuary administrators seeking continuous monitoring systems specifically geared for larger enterprises can deploy *viewLinc 3.5*, a new monitoring system launched by **Veriteq**, a **Vaisala** company.

Veriteq's *viewLinc 3.5* is fully validatable for FDA regulated, GxP compliant environments, and all applications where product quality or patient safety is a concern. The *viewLinc* system provides continuous records, 24/7 alarming, and automated reporting. More powerful than ever, *viewLinc* is easily deployed for monitoring temperature, relative humidity, carbon dioxide, differential pressure, level, door switches, and more.

The *viewLinc 3.5* enhancements include a range of new functions, including faster updates, advanced alarm scheduling, zone security for customized access and viewing, easy installation on existing networks, as well as web-based access for multiple facilities.

The latest version of *viewLinc* still ensures gap-free data recording with triple redundancy: point-of-measurement, host server, and automatic data transfers. Highly secure and audit-trail capable, *viewLinc* is designed to meet compliance requirements for 21 CFR Part 11, CBER, The Joint Commission, AATB, AABB, and other life science and technology regulatory and accreditation bodies.

Veriteq's *viewLinc* system is available from its worldwide network of direct sales and independent distributors. For product inquiries, call 800-683-8374 (North America), 604-273-6850 (International) or email [veriteqsupport@vaisala.com](mailto:veriteqsupport@vaisala.com). For more information, visit [www.vaisala.com](http://www.vaisala.com).

## Augie Bottiger celebrates 50 Years

**BRADENTON, FL**—**Augie Bottiger** is celebrating 50 years in the funeral industry. He is the owner of **Best Friend Tribute, Inc.**, a company that imports cremation urns to funeral homes in Florida and several territories.

Bottiger started the business when he and two partners acquired **Blanchard Fluid Company** in Tucker, GA in 1960. After selling his interest in the Blanchard company, Bottiger moved to Florida and started **Control Chemical Corporation**, which later acquired **Pav Chemical Company**, where he acted as president in both companies. When Pav was acquired by **American Funeral Supply Company**, Bottiger was promoted to vice president of sales and marketing for **Belmont Casket Company** until he resigned and worked for **Boyertown Casket Company**.

Bottiger resigned after Boyertown Casket Company was acquired by another company and started **Funeral Tribute Inc.**, which is now known as **Final Tribute Inc.** After selling that company, he has maintained a relationship with the funeral business as a representative and consultant for a pre-arranged cremation business. Two years ago he started **Best Friend Tribute Inc.** and continues to operate the growing enterprise.

For more information on **Best Friend Tribute, Inc.**, email [augiebo767@aol.com](mailto:augiebo767@aol.com) or call 941-753-5539.

## Aetna Life offers preplanning

**HARTFORD, CT**—**Aetna Life Insurance** announced the addition of expedited claims payment and funeral planning available to its life insurance customers. These new funeral planning services provide access to knowledgeable advisors 24 hours a day, seven days a week, extensive funeral planning tools and cost-savings services. Members and their beneficiaries can get help making decisions about difficult and costly issues at the end of life. In addition, Aetna now offers expedited claims payment if beneficiaries need an immediate death benefit to pay for funeral costs. These enhancements join Aetna's full suite of options available to its life insurance customers of all sizes.

Aetna also offers the **Aetna Life Essentials<sup>SM</sup>** program with all life insurance plans to give members and beneficiaries access to financial advice and legal services. Aetna Life Essentials also offers discounts on fitness center memberships, fitness equipment, hearing and vision services as well as personalized counseling services from a licensed social worker for employees and beneficiaries who are suffering from disabilities or dealing with a serious medical condition.

"Our customers are looking to us to provide value-added services aimed at protecting and rewarding talented employees," said **Scott Beeman**, head of Aetna Life Insurance. "Life insurance is an important part of the benefits package our customers offer their employees, so providing more than just benefit payouts is critical. Our offerings provide information and access to resources on a variety of issues including funeral costs, financial advice, estate planning and legal ser-

vices. These services can truly make a difference for consumers at a time when they need it most."

The funeral planning services, offered through **Everest Funeral Package, LLC**, a nationwide funeral planning and concierge service, provide 24/7 Advisor Assistance to discuss funeral planning issues with consumers. The services also include PriceFinder Research Reports as well as Online Planning Tools.

In addition, this new offering also provides resources for families after the member has passed away. They include Family Assistance and Plan Implementation as well as Negotiation Assistance.

Aetna is one of the nation's leading diversified health care benefits companies, serving approximately 36.1 million people with information and resources to help them make better informed decisions about their health care. Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid plans. Customers include employer groups, individuals, college students, part-time and hourly workers, health plans, governmental units, government-sponsored plans, labor groups and expatriates. For more information, see [www.aetna.com](http://www.aetna.com).

Everest Funeral Package, LLC (Everest) is not affiliated with Aetna and is not a provider of insurance services. Everest and its affiliates have no affiliation with Everest Re Group, Ltd., Everest Reinsurance Company or any of their affiliates.

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# Pontone Family Marks Nearly Eight Decades in Funeral Service Industry

**BROOKLYN, NY**— After over sixty years of active leadership in the funeral service industry, **Harry Pontone** has decided to retire effective September 30, 2010. For the last five years, Harry has held key executive roles in **Matthews Casket Division**, most recently as Chairman of **The York Group, Inc.** and President of **The York Children's Foundation**. **James P. Doyle**, President of **Matthews Memorialization Group**, commented that Harry leaves a well-recognized legacy in the industry and will be missed by both employees and customers of Matthews. Mr. Doyle went on to say that he looks forward to receiving the continuing support of Harry as he completes his post-retirement obligations with Matthews.

Indeed, the collective Pontone family legacy in the funeral service industry is quite impressive. In 1931, **Thomas Pontone** and his wife **Angelina** started the **South Brooklyn Casket Company** in Brooklyn, New York, which has continued for eighty years at the 534 Union Street location – the very same offices where the company continues to dutifully service customers from today. Thomas and Angelina had three daughters and five sons. Their sons, **Harry, Louis, Thomas Jr., Andrew,** and **Michael** each joined the fam-

ily business and have worked together for over fifty years.

In 2005, the Pontone family decided that in order to realize Thomas and Angelina's vision of one day serving funeral directors across the country, they should partner with a company that shared the values of personalized customer service, supported product manufacturing excellence, and had an already-established nationwide distribution network. Louis, Michael, Andrew Sr., Harry and the rest of the Pontone family unanimously determined it would be in the best interest of their customers and employees to join **Matthews International Corporation**, a company already widely recognized as a leader in the death-care industry through its renowned bronze cemetery memorials and York wood caskets.

The commitment to excellence in the funeral service industry started by Thomas and Angelina Pontone almost eighty years ago remains ever present at Matthews today through the continuing contributions and leadership of the Pontone family. Matthews is pleased to announce the appointment of **Michael Pontone** as President of The York Children's Foundation and to the Board of Directors of The York Group, Inc. Michael's appointment will be effective October 1, 2010

upon Harry Pontone's retirement.

Matthews is further pleased to announce that **Thomas Pontone**, President of Matthews Funeral Home Products, also joined the Board of Directors of The York Group, Inc. The company is also pleased to announce that **Steven Pontone** has accepted

## Nine Family Members are Serving in Key Leadership, Sales and Service Positions at Matthews International

the position of Vice President of Sales and Business Development for the Tri-State area and will report to his brother, **Andrew Pontone**, Vice President and General Manager of Matthews Funeral Home Products - Northeast region.

Mr. Doyle further commented that he is extremely pleased that nine members of the Pontone family remain in key leadership, sales and service positions at Matthews. The continued commitment by the Pontone family to provide outstanding products and service to funeral directors and the families they serve at Matthews remains a lasting tribute to the pioneering vision and work ethic of the beloved founders of the South Brooklyn Casket

Company, Thomas and Angelina Pontone.

In addition to Thomas, Michael, Andrew, and Steven, whose position are described herein, **Louis, Thomas Jr., Andrew Sr., Donna** and **Robert (Maniglia)** are all actively involved in the day-to-day operations of the business and are relied upon by Matthews to support the company's expanding sales and marketing initiatives. To this extent, Louis Pontone remarked: "I am even more convinced today than I was in 2005 that my family's decision to partner with Matthews was the correct choice for the funeral homes that our family has faithfully served. 2011 marks the 80<sup>th</sup> anniversary of the Pontone tradition of dedicated service to the funeral service profession. I am confident our mother and father would be exceedingly proud that their sons and grandchildren are continuing to uphold the ideals they valued and the vision they started at the South Brooklyn Casket Company in 1931 through Matthews."

Matthews International Corporation, headquartered in Pittsburgh, PA, is a designer, manufacturer and marketer principally of memorialization products and brand solutions. Memorialization products consist primarily of bronze memorials and other memorialization products,

caskets and cremation equipment for the cemetery and funeral home industries. Brand solutions include graphics imaging products and services, marking products and merchandising solutions. The company's products and services include cast bronze memorials and other memorialization products; caskets; cast and etched architectural products; cremation equipment and cremation-related products; mausoleums; brand

management, printing plates, pre-press services and imaging services for the primary packaging and corrugated industries; marking and coding equipment and consumables, and industrial automation products for identifying, tracking and conveying various consumer and industrial products, components and packaging containers; and merchandising display systems and marketing and design services.

## Complete Scene Intervention opens

**FLORENCE, SC**— After several years of volunteering to save lives, **Bill Flynn** realized that often after police, EMS and fire/rescue teams left a trauma scene, there was much to clean up. Leaving the family to clean up seemed too much during a difficult time.

Before retirement, Flynn worked as a member of the Florida Fire/Rescue department and two local volunteer fire departments as well as a volunteer rescue service in the Florence, SC area. He wanted to continue to help those in need. This prompted him to found **Complete Scene Intervention, LLC**.

Flynn has put together a team of employees sharing his same desire to help those needing the specialized service of crime and trauma scene clean up. He also extends his services to property owners in need of gross filth cleanup left behind by tenants.

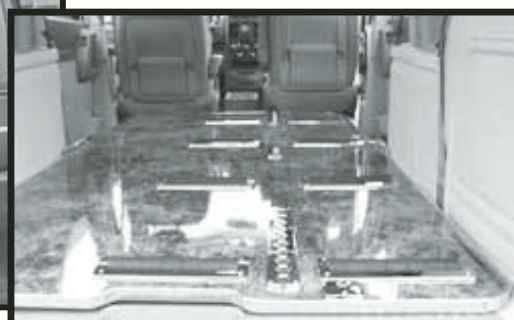
Flynn's certification includes: blood borne pathogens, respiratory protection, hazard communication, Hazmat I & II, CPR/AED, vehicle extrication and weapons of mass destruction.

Complete Scene Intervention, LLC services the Carolinas, Georgia, North central Florida and New England.

For more information about Complete Scene Intervention, LLC, visit [www.csirecovery.com](http://www.csirecovery.com).

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## PredaSCENT keeps Unwanted Wildlife Away

**ORADELL, NJ**—PredaSCENT, a product used on golf courses for years is now being introduced to the death-care industry. Now you can protect your funeral home and cemetery property from unwanted wildlife!

PredaSCENT contains an all natural predator scent. When released it creates a masking agent that acts as a barrier around the property. Just place the PredaSCENT capsules around the perimeter of the area you would like to protect, add water and the masking agent is released. Wildlife smell that a predator is in the area and they will vacate that area.

PredaSCENT is environmentally safe and compatible, odorless and harmless to humans and pets and all active ingredients are pure, all natural and biodegradable.

Protect your property from: deer, geese, rabbits, moles/voles, snakes, raccoons, opossums, gophers, skunks, armadillos and turkeys. The animals are not harmed by this product. They are simply scared away from the scent of a predator in the area. If you are having a problem with any of the wildlife mentioned above you need PredaSCENT!

"We have used PredaSCENT deer capsules throughout our property here at Oakmont with great success. We have placed them along the perimeter of the property, around bunkers, and surrounding greens complexes. Deer tracks and deer damage have been virtually eliminated. The capsules are easy to use, safe, odorless, and provide a long window of control. I would strongly recommend PredaSCENT



deer capsules to anyone who wants to achieve noninvasive control of deer on any property," said **John Zimmers**, golf course superintendent, **Oakmont Country Club**.

Also available is PredaSCENT Organic Insect Repellent Effective against mosquitoes, flies, gnats, spiders and ants! Just place the tea bag size pouch on the table or clip one to your clothes and it will keep the bugs away. It is made from natural ingredients.

For more information about PredaSCENT, contact Tom Hughes at: T. Hughes Supply Company 201-599-1057 or email [tnthughes@hotmail.com](mailto:tnthughes@hotmail.com)

## Fencl Web Design adds Social Networking features to Websites

**MELBOURNE, FL**— In the latest twist to the social networking craze on the Internet, a web design company based in Florida recently came up with the unique idea of adding social networking to the web sites of their funeral home clients.

The project started two years ago at **Fencl Web Design**, in Melbourne, FL after several current and potential clients all asked for a more robust obituaries section to be included in their funeral home web sites.

While creating the web sites, designers realized that a lot of people only see distant family and friends at weddings and funerals. This gave **Bret Fencl**, President of Fencl Web Design, the idea of lending a social networking aspect to the web sites, which allows the visitors to communicate with each other as well as leaving condolences on the obituaries. Fencl added the obituaries, but he also added the social networking features to his clients' web sites and the combination was an instant hit.

Since then, the project has grown into a complete software and website package called *MemorialSoft™* that will soon be taking the funeral home industry by storm, when it goes into full scale promotion later this month.

While it initially sounded fairly simple, the project was actually quite a large scale task, since the funeral homes wanted to manually add the obituaries themselves but then also let web site visitors post individual condolences. Because this allowed anyone to leave a condolence, they had to make sure the posts could be moderated. Rather than use something off-the-shelf, Fencl Web Design decided to write the entire program from scratch, adding

the social networking features and the ability to moderate and edit posts before they go live on the web site.

The *MemorialSoft™* package has all the features of other social networking sites: guest-book-style message posting (condolences), private messaging, photo uploading, and secure email, where the email address of the person you are communicating with is not visible. This type of private email messaging system is what brings visitors back to the site over and over again.

"Most funeral home web sites don't give you much of a reason to keep coming back," Fencl said. "The more the visitors return to the website, the more it brands and builds name recognition for the funeral home within their community," Fencl then added, "But the important thing is, it also brings families and friends closer together in a time of need. This is what we were really going for."

Just how much do people visit a funeral home web site? According to Fencl, most online obituary services actually drive visitors away from the funeral home's web site, where the *MemorialSoft™* websites keep visitors on the website and brings them back regularly. "One of the funeral homes running our software is averaging around 200 visitors and 1,000 page views a day," Fencl said. "That may not sound like much, but that is in a small town with a population of just 10,000, so that is huge web site traffic. Imagine what it could do for funeral homes in larger cities. This software is definitely going to change how we view obituaries and the funeral home industry forever."

For more information visit [www.MemorialSoft.com](http://www.MemorialSoft.com) and test the software on actual client's funeral home websites.

## VFMC Providers partner with Wreaths Across America

**SANIBEL, FL**— For the second year in a row nearly 1000 exclusive **Veterans & Family Memorial Care** Providers in 49 states are supporting the 2010 *Wreaths Across America* project. From Labor Day through Veterans Day people all across the nation may honor and pay tribute to our nation's veterans buried in VA state and national cemeteries. Only \$15 sponsors a Christmas Wreath to adorn a veteran's grave. Wreaths will be placed by volunteers during ceremonies honoring our heroes on December 11, 2010. Exclusive Veterans & Family Memorial Care Providers nationwide have been designated official Wreath Sponsorship Outlets. "We are extremely proud and honored to again be participating in this national event to pay tribute to our veterans," said **Mark Davis**, Founder and CEO of Veterans & Family Memorial Care.

Wreaths Across America, a nonprofit 501-c3 organization, was formed as an extension of the Arlington Wreath Project. The Arlington Wreath program was started by *Morrill Worcester* in 1992 with the donation and laying of 5000 Christmas wreaths at **Arlington National Cemetery**. This became an annual journey for Mr. Worcester.

It was relatively obscure until 2005 when a photo of the stones adorned with wreaths and covered in snow circulated around the internet. The project received national attention. Thousands of requests poured in from all over the country from people wanting to emulate the Arlington project at their National and State VA cemeteries which spurred the creation of Wreaths Across America. Unable to donate thousands of wreaths to each state, Mr. Worcester conceived the idea of sending seven wreaths (one for each branch of the military as well as POW/MIA). In 2006 with the help of the CAP and other civic organizations, over 150 locations held wreath laying ceremonies simultaneously.

The Patriot Guard Riders volunteered as escort for the wreaths going to Arlington. This began the annual "Veterans Honor Parade" that travels the east coast in early December.

By 2007 the requests for more wreaths grew. The Worcester family established the non-profit group Wreaths Across America to further promote Veterans remembrance. The mission Remember, Honor and Teach characterize the projects goals perfectly.

By 2008 over 300 locations held wreath laying ceremonies in every state, Puerto Rico and 24 overseas cemeteries. Over 100,000 wreaths were placed on veterans graves. Over 60,000 volunteers participated.

WAA reached out to thousands of children with the message of Remember, Honor and Teach. The importance of honoring each and every veteran as an individual is stressed.

The wreath laying is now held annually on the second Saturday of December. December 13, 2008 was unanimously voted by the U.S. Congress as "Wreaths Across America Day." Wreaths Across America would not be successful without the help of the volunteers, many active organizations and the generosity of the trucking industry.

CONTINUED ON PAGE B8

## Homesteaders named to Ward 50

**DES MOINES, IA**—**Ward Group**®, an independent firm specializing in insurance industry benchmarking and best practices, has included **Homesteaders Life Company** in its 2010 list of 50 top performing life and health insurers in the United States. More than 800 insurers were analyzed for this year's benchmarking.

Each company must pass certain safety and consistency screens and achieve superior performance over a five-year period prior to being recognized among the top 50.

**Jeff Rieder**, president of Ward Group said during the webinar announcing 2010's top 50 that the recognized firms were notably able to keep expenses down without compromising customer service and added "These firms were able to grow profitably in difficult operating conditions."

Homesteaders Life Company sustains a business culture and financial philosophy that provides long-term security for policy owners, customers, and employees. Throughout the challenging financial times of recent years, Homesteaders has made good on its promises to policy owners and funeral home owners while also emerging as a national leader in prearranged funeral funding.

"There continues to be a great deal of uncertainty among funeral home owners about which pre-need funding companies are secure," says **Graham Cook**, Homesteaders president. "We hope being included among this prestigious list of top-performing insurers for the second consecutive year gives people in funeral service another reason to be confident that Homesteaders is the safe and secure option for their families and their businesses."

For more information about the 2010 Ward's 50 visit [www.wardinc.com/wards50/life-health.php](http://www.wardinc.com/wards50/life-health.php).

## Johnson Consulting Group announces Significant Acquisitions

**PHOENIX, AZ**— **Jake Johnson**, President of the **Johnson Consulting Group (JCG)**, the death care industry's premier succession planning and acquisition specialist, has announced two large-scale corporate acquisitions. According to Mr. Johnson, "These acquisitions are significant, not because of their scale, but because they occurred in an economic environment when deals of this type are not supposed to happen. Many would be acquirers are experiencing difficulty lining up financing while others are pessimistic about the death care industry. Nonetheless, by using our proprietary analysis and marketing system, JCG was able to facilitate lucrative financial packages for both sellers."

The **Fuller Funeral Services**, located in Naples, Florida, was founded by **Michael Fuller** in 1996. Fuller Funeral Service is the leading funeral and cremation provider in Naples performing approximately 1,800 funerals and cremations annually from four locations. The firm was acquired by **Carriage Services**. Fuller Funeral Services was represented by Johnson Consulting Group.

**Palm Mortuaries and Cemeteries** is the leading funeral, cremation and cemetery services provider in Las Vegas, NV with a market share greater than 50%. The firm performs approximately 6,700 funerals and 2,550 cemetery cases annually from eight funeral locations and five cemeteries. The Johnson Consulting Group represented **Ken Knauss** and family in the divestiture of Palm Mortuaries and Cemeteries to **Service Corporation International**.

Johnson Consulting Group, founded in 1998, provides business appraisal services to funeral home and cemetery owners nationally, often in conjunction with the formulation of succession plans. The Johnson Consulting Group team of financial analyst has assisted hundreds of death care business owners to sort out their priorities so as to allow them to make sound, long-term business decisions.

According to Jake Johnson, "We consider our role in assisting a family in the divestiture of their business as a significant act of trust. Our clients represent some of the largest death care businesses in the industry, both as sellers and buyers. Our team of recognized business consultants work with our clients to realize the largest selling prices for their businesses. The sale of a family business, when it represents their single greatest financial asset, is not a process that should be taken lightly, and should not be accomplished alone. It's a one-time deal that must realize its maximum potential."

"Just as important as the selling price, is how much of that the seller actually keeps. The U.S. and state tax codes are shifting as the country works its way through the worst recession in nearly a century. Understanding the intricacies of the tax codes as well as the seller's priorities is what makes JCG the choice of knowledgeable death care business owners."

For additional information about the Johnson Consulting Group, visit their website at [www.johnsonconsulting-groupinc.com](http://www.johnsonconsulting-groupinc.com) or telephone them at 888-250-7747.

## Custom Crafted Wood introduces new line

*Continued from Page B1*

to offer families who love the warmth of wood, but want a design more elegant and unique than a simple box. Our vessels look more like an art gallery piece than an urn," said **Steve Shannon**, owner and designer. Urns are offered in a variety of woods including maple, black walnut, bloodwood, yellowheart, and zebra-wood. No minimum quantity is necessary to place an order. A discount is given to all first-time customers.

Shannon is a highly regarded, professional segmented wood turner. His custom designed wood pieces reflect an exciting, creative, and contemporary flair. His blends of woods express both a harmony and a genuine integration of nature's best offerings. Such expression can be witnessed in his custom-crafted vessels, furniture, and artwork previously showcased in Art Space at Textures Gallery in Scottsdale, AZ, and currently in **Salerno's and Coun-**

**tryside Funeral Homes** as well as **Hinsdale Pet Cemetery** in suburban Chicago.

Shannon's passion began during his first high school woodworking class. His subsequent work in the tool and die industry as a mold maker provided him with a special and unique perspective for his craft.

Having a strong desire to demonstrate that any obstacle can be overcome transfers into his wood creations, Shannon has served as an inspiration to others who also have Type I diabetes by completing a number of marathons and triathlons.

With the production of hundreds of custom pieces made over the past 25 years, Shannon has become one of Chicagoland's most talented and sought after wood turners.

To obtain a brochure or a wholesale pricelist, call 847-687-1473, email [customcraftedwood@comcast.net](mailto:customcraftedwood@comcast.net), or visit [www.customcraftedwood.com](http://www.customcraftedwood.com).

## Whitman Burial Vault hires new executives



Bill Wilson



Larry Roache

**WHITMAN, MA—Whitman Burial Vault & Commonwealth Casket** are pleased to announce the addition of two Account Executives, **Bill Wilson** and **Larry Roache**.

Bill Wilson has over 25 years in the burial vault industry. He has served with Whitman Vault in many different capacities over the 25 years. He will now directly work with funeral home management to help develop programs that allow our customers to capitalize on our full line of product and services.

Larry Roache is new to the death care industry, but comes to Whitman Burial Vault & Commonwealth Casket with a strong background in Marketing and Customer Relations. Larry worked with Continuity Programs Inc. for the last 18 years; he was the New England areas district manager in charge of customer relations and marketing training. With Larry's strong marketing background he will help develop new programs and sales tools for funeral professionals.

Both Bill and Larry are eager to provide funeral professionals exceptional customer service and personalized support.

## Messenger adds Trudeau in Canada

**AUBURN, IN—Messenger Corporation**, the leading funeral stationery supplier in North America, has expanded its sales team in eastern Canada. **Martin Trudeau** now represents Messenger for the province of Quebec. Trudeau completed his Thanatology course in 1999 at *College Rosemont* in Montreal and has over ten years of experience in the funeral industry. "We have always made it our commitment to provide customers with the highest quality products and the most respected sales and service representatives available in the industry. Martin's experience and dedication will certainly be a benefit to customers in the province of Quebec," stated **Bob Hoaglund**, Vice President of Sales and Marketing at Messenger. **Eddy Filteau**, who has served Quebec for past few years, will continue to represent Messenger in the Maritime Provinces.



Martin Trudeau

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 the United States. 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 Box Set for merchandising and the Stationery Builder Software – a simple-to-use tool for printing Messenger stationery products.

For more information visit [www.messengerstationery.com](http://www.messengerstationery.com) or call Messenger at 1-800-827-5151.

## Great Burial Reef introduces Living Urn

*Continued from Page B2*

Great Burial Reef® founder and CEO **Jason B. Rew** unveiled the Great Burial Reef Living Urn™ on July 14, 2010. The 60-pound Living Urn™, cast from 100% natural concrete, has a uniquely designed **Care Chamber™** into which the cremated remains of an individual are sealed. Once sealed, the Living Urn™ is designed for permanent placement in the ocean, where it immediately attracts and fosters life for generations. The Living Urn™ is the only permanent scattering urn on the market.

"What sets the Living Urn™ apart from other cremation urns," says Rew, a pioneer in the green burial movement since 1999, "is that it addresses four critical values and benefits of our product portfolio: The Living Urn™ is affordable, environmental, can be placed without anyone's assistance, and is genuinely 'cool.'"

Funeral service providers can purchase The Living Urn™ directly from Great Burial Reef® on a wholesale basis, and it can be shipped directly to the business or to the family's front door. The package includes the patent-pending Living Urn™, Heart Seal™, two Sharpie® markers that the family can use to inscribe final farewell messages, and instructional documentation, all packaged in a recycled, reusable carton that makes traveling with the Living Urn™ easy.

**Andrew Whitaker**, Great Burial Reef® Vice President, explains how the process works. "Once the funeral service provider or family seals their loved one's remains into the urn, it can be placed in any of the world's oceans, or alternatively in freshwater or on land, making it possible for the family to celebrate the life of their loved one any way, anywhere, and at any time they wish to do so... on their own terms."

"Consumers are asking their funeral service providers for environmentally-friendly options, and until now, there haven't been many that are truly green," Rew said. "Conceptually, being green is defined as doing less harm to the planet today than you did yesterday. There are certainly industry products out there that do that, but our Living Urn™ and Classic™ burial reef do far more - they create life wherever they are placed. Each Living Urn™ and Classic™ burial reef we sell adds critically needed habitat to what is arguably the most diverse and endangered ecosystem on the planet - the coral reef."

The 600 pound Classic™ burial reef is also available, and is placed in the ocean by Great Burial Reef® from four U.S. ports of call Sarasota, Miami, Chesapeake Bay and Boston Harbor. Optional family participation is available.

The Living Urn™ meets another need. Whitaker explained, "A large percentage of our calls are from funeral homes who have 'stored' individuals' cremated remains because they were unclaimed. We get similar calls from families every day who have requested cremation and don't know what to do with their loved one's remains. The Living Urn™ provides an exceptionally affordable way to permanently and safely honor these individuals while creating life in the process,

no matter when the cremation took place."

"Our Living Urn™ brings Great Burial Reef® to funeral services professionals regardless of their proximity to the world's oceans. With generous wholesale pricing and my personal guarantee to fully refund any funeral service provider purchase of a Living Urn™ that does not sell itself within 60 days and is returned to my warehouse, it's truly a risk-free decision to offer families Great Burial Reef®," said Rew.

Licensed funeral service provider firms wishing to offer Great Burial Reef® products to the families they serve should visit the firm's website at <http://www.GreatBurialReef.com/fsp.html>, and complete the online contact form to learn more about the no-obligation opportunity to add a lucrative, truly green disposition solution to their service

portfolio. They may also call **GBR Wholesale Sales** at (941) 548-6121.

Great Burial Reef®, based in Bradenton, FL, designs and manufactures natural concrete burial reefs and accessories, based on the belief that lives should be celebrated, not mourned. The venerable Great Burial Reef Classic™ burial reef is available for Ocean Placement Life Celebrations from four U.S. ports of call. The Great Burial Reef Living Urn™ offers families the opportunity to privately place their loved one's burial reef in any of the world's oceans or almost anywhere on the planet and, in the process, create their own unique Life Celebration event. Both patent-pending products have a unique Care Chamber™ that protects the cremated remains of our loved ones for generations.

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## Thacker adds Weston Casket to Value Line

CLINTON, MD—Thacker Caskets, Inc. is pleased to announce the *Weston* as the eagerly awaited third addition to the Thacker Value Line. Thacker's innovative Value Line was developed to provide funeral directors with a selection of high eye appeal, low cost caskets to serve their families during these tough economic times. Value Line caskets are priced hundreds of dollars below their industry counterparts. Funeral directors using the Thacker Value Line are able to offer reasonably priced, top quality caskets to their families, and at the same time restore profit margins battered by the economic downturn.

The *Weston* is the first wood casket to be offered in the Value Line. The casket offers so much that resonates with today's funeral consumers. Baby boomers are known to favor all things natural. Yet, they are price conscious and concerned about preserving our nation's natural resources. The new Thacker *Weston* offers all of the beauty and warmth of nature's own precious hardwood. Crafted from recycled hardwood products and featuring a rich, hand rubbed cherry veneer finish the *Weston* offers a perfect blend of eye appeal, economy, and environmental friendliness.



Best of all, the *Weston* is priced hundreds of dollars below comparable caskets on the market today.

Thacker Caskets, Inc. understands the challenges being faced by today's funeral directors. Families are buying less expensive caskets, and cremation is rising. Profits are under attack. It's difficult to pay the corporate casket company's bloated casket prices and make ends meet. The Thacker Value Line is the savvy funeral director's "home-grown, family-owned" alternative... a pathway to profitability.

For more information call 1-800-637-8891.

## Eternal reefs adds Galveston, Texas



An Eternal Reefs Memorial Reef

SARASOTA, FL—As 12 people found their final resting place in the waters off the Sarasota coast, **Eternal Reefs** announced a just-approved reef location in Galveston, TX. The new Texas location makes the 20th approved site for the company to offer an eco-friendly alternative to spreading the ashes of a loved one: participation in the preparation and placement of an individually-designed memorial reef ball that contributes to a new ecosystem.

An Eternal Reefs "memorial reef" looks like a huge, hollow concrete ball with Swiss cheese holes specially designed to entice fish and other forms of sea life into the reef, building new habitats in and around the uneven structure. Eternal Reefs takes cremated remains and incorporates them into an environmentally safe cast cement mixture weighing between 600 pounds (2' high x 4' wide) and 4500 pounds (4' high x 6' wide).

Eternal Reefs encourages family members and friends to become involved in creating their loved one's memorial reef. If they wish, family members can mix the concrete and remains and have the opportunity to personalize the Eternal Reef with handprints, written messages and other memorabilia in the damp concrete. The entire Eternal Reefs process is designed to be a positive and healing experience for the families and the sea.

"While many people who participate in our programs have been vitally connected to the ocean their entire life, we get to memorialize people who just like the idea of making a meaningful contribution to the health of the planet and to benefit future generations," **George Frankel**, Eternal Reefs CEO, said. "We find it provides great joy for everyone involved to know their loved one will be surrounded by marine life and to know they leave behind an environmentally-sustainable, living legacy."

Memorial reefs have become a solution for the "shelf people" crisis across the country. An astonishing 45 percent of families that have chosen cremation still have their loved ones remains sitting on a shelf or in a closet. Thousands of individuals pass away unexpectedly and don't leave a will, leaving the next generation to handle their remains. Eternal Reefs offers a final resting place for these individuals.

With every Memorial Reef, the executor of the estate receives two memorial certificates that identify the longitude and latitude of the memorials, which are marked with bronze plaques. Loved ones can participate in every step of the Memorial Reef process and gather for the reef casting, viewing and placement ceremonies. Throughout the year, families and friends often return to the memorial reef site to dive, fish or visit by boat.

The new reef site off Galveston, TX will have its first memorial service and placement November 12, 2010 at Barr's Reef, 11 miles off the water break in Galveston Bay. It is anticipated the families of about 15 people will participate in the activities.

Eternal Reefs, Inc is an Atlanta-based company that provides creative environmentally enhancing means to memorialize the cremated remains of a loved one. The company incorporates cremated remains into a concrete mixture used to cast artificial reef formations. The artificial reefs are dedicated as permanent memorials while also bolstering natural coastal reef formations. Since 1998, the company has placed more than 300 Memorial Reefs in 20 locations off the coasts of Florida, South Carolina, North Carolina, Maryland, New Jersey, Texas and Virginia, substantially increasing the ocean's diminishing reef systems. Memorial reefs can only go in properly permitted locations by the US Government.

For more information visit [www.eternalreefs.com](http://www.eternalreefs.com).

## NRJ's Mort-Port System for tissue procurement cases



Demonstration of how Mort-Port is used with plastic garment bag.

ROYAL OAK, MI—The ultimate in protective mortuary plastic garments, **Mort-Port**, are perfect for organ, tissue, and bone donor cases. These high risk cases are a great fit for the next genera-

tion in plastic garments, offered by **NRJ Enterprises LLC**.

**Sean Oberski**, CFSP, a funeral director and tissue procurement specialist, states, "I am very pleased with the Mort-Port line of plastic garments. The added protection of the super-capris works great with back skin procedures. I also like the drainage ports that the unionalls and the super-capris offer. It reduces the call backs from funeral directors who have experienced fluid overflow cases."

Mort-Port inventor **Ron Novak** agrees, "If you have to use a protective plastic garment, you have to use a Mort-Port protective garment."

Because cases can be drained at any time, even if dressed and in the casket, the Mort-Port system can be a great tool for improving relations between the tissue procurement community and funeral directors by streamlining the process.

For more information on the Mort-Port super-capri, call 248-577-9975, fax 248-597-3759, or email [ron@graveyardgift.com](mailto:ron@graveyardgift.com). See the entire line of Mort-Port products at [www.mortport.com](http://www.mortport.com).

## Funeral Director Christmas Ornament Company celebrates Third Anniversary



ROYAL OAK, MI—**Ron Novak**, President of **NRJ Enterprises**, is proud to offer mortician themed Christmas ornaments for a third year.

These unique ornaments are available in four creative figures: a male funeral direc-

tor, a female funeral director (both with death certificates and shovel in hand), a copper toned casket, and a 1950s retro limousine style hearse. Each ornament is hand painted and manufactured by a world famous Christmas ornament fac-

tory in Poland. These ornaments will bring years of enjoyment to staff members, spouses, your boss, as well as yourself. Order today to guarantee you will have a Merry Christmas at [www.graveyardgift.com](http://www.graveyardgift.com) or call 248-577-9975.

## VFMC Wreaths Across America

"Freedom is never more than one generation away from extinction. We didn't pass it to our children in the bloodstream. It must be fought for, protected, and handed on for them to do the same, or one day we will spend our sunset years telling our children and our children's children what it was once like in the United States where men were free." —Ronald Reagan

By offering sponsorships to the public, Wreaths Across America hopes that one day every veteran's resting place will be adorned with a wreath. We need your help to make this a reality. For more information on becoming an exclusive VFMC Provider and Wreaths Across America sponsorship outlet visit [www.VeteransFuneralHomes.com](http://www.VeteransFuneralHomes.com) or call (866) 770-6791.

*Continued from Page B6*

## Glass Remembrance Sculpture

*Continued from Page B1*

Glass Remembrance creates portable tributes that can always be part of your life.

A small portion of the actual ashes are encased in a choice of glass sculpture. Glass by its nature can be recycled and used in many new ways. The company's lines of recycled glass tributes are environmentally sound and made of 100% post con-

sumer recycled glass in a beautiful shade of emerald green.

All products are hand blown in the U.S and are individually signed by talented glass artists who respect the love for departed and treat the ashes with reverence.

For more information visit [www.glassremembrance.com](http://www.glassremembrance.com) or call 740-877-0967.

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Cadillac Eagle Hearse	white/blue leather
Lincoln Eagle Hearse Ext Table	black/tan leather
2004	
Lincoln Eagle Hearse	black/black leather
2003	
Cadillac Eagle Oval Window Ext Table	black/black leather
2002	
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2001	
Cadillac Eagle Hearse	black/gray leather
2000	
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Cadillac M&M Hearse	black/black leather
1999	
Cadillac S&S Masterpiece	blue/blue leather
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PLEASE NOTE: We do not take responsibility for our box holders. We hope they will respond promptly in a responsible manner. PLEASE! DO NOT ask us to contact Box holders. Contact can only be made in writing. NO information will be given regarding box holders.

Funeral Business Wanted 6

Hearse/Limousines 8

**Looking for an opportunity to purchase a Funeral Home located in Texas**, preferably the Dallas/Fort Worth area. Will consider all areas. Minimum 150+ cases. Our family has owned a Funeral Home for 20 years and would like to continue as a family owned and operated Funeral Home. All responses will be kept confidential. **Reply to: Nomis Publications, Inc., PO Box 5159, Dept. 671, Youngstown, OH 44514.** 6BJAS

**Two 2005 Eagle Coupe de Fleurs:** white, 32k miles and 9k miles. **2005 Eagle Ultimate:** all black, 26k miles, features formal cloth top. These are Southern California, garaged, immaculate vehicles and are priced to move. **For pictures and full descriptions go to [www.tributeenterprises.com](http://www.tributeenterprises.com) and click on "inventory" or call 562-715-4594.** 85ON

**1998 Eureka Cadillac Hearse**, black/blue leather interior, digital dash, 73,390 miles, \$7,500. **1948 Cadillac sedan car and hearse**, including parts for restoration, both \$7,000. **Call 606-758-9600 or email [owensfh@aol.com](mailto:owensfh@aol.com).** 85

**Funeral Director with 20+ years of experience looking to purchase funeral home in the Midwest.** Financially secure individual willing to carry on your business the way you want it to be carried on. Substantial financial commitment is no problem. I am a family individual who is ready if you are. **Contact me at 651-492-5084 or email [seekingFH@aol.com](mailto:seekingFH@aol.com). All replies kept strictly confidential.** 65ON

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Hearse/Limousines Cont'd 8

**Richard Palandech**  
 2010 Chevy Express Van w/casket table & entry ramp  
 2010 Chevy Suburban w/custom casket tbl w/8 built in rollers w/entry ramp  
 2010 Cadillac Hearse, blk  
 2004 Chev Astro Van w/casket tbl, blu  
 2002 Cadillac Superior Coach, blk, 35k mi  
 2000 Chevy Suburban w/casket table & entry ramp  
 1998 Cad S&S Masterpiece Coach, blu  
 1997 Cad Eureka Coach, blk  
 1994 Cad Eureka Coach, blk, 36k mi  
 1994 Chevy Suburban, blue/silver  
 1990 Cadillac Funeral Coach, blk  
 1988 Cadillac Superior Coach, slvr/slvr  
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**1995 Eureka Funeral Coach.** Low mileage, near mint condition. Black vinyl top / light grey body / light blue velour interior. 5.6 liter engine, original spare tire. Priced at \$10,500. For more information please call 606-349-2318 or 606-422-9803 Luther D. Dunn. BCS

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- 2002 Eagle Cadillac Ultimate, black, Low Miles!
- 1999 Eagle Cadillac Ultimate, dark blue.
- 1999 Superior Cadillac, 49" 6-dr, black w/black top.
- (2) 1996 M&M Cadillac, 6-dr, black, Low Miles!
- 1996 M&M Cadillac LeClassic Landau, black, Sharp!
- 1994 Superior Cadillac Sovereign, Commercial Glass, white.
- 1994 Superior Cadillac Statesman Landau, black.
- 1992 Superior Cadillac Crown Sovereign, white w/black roof.

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55,000 Mi.

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### \$43,500\*



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### Help Wanted

9

The Department of Cell Biology at the State University of New York - Health Science Center at Brooklyn invites applications for the following position: **Instructional Support Technician.** The individual selected should have a degree in Mortuary Science and a minimum of 4 years related experience and knowledge in the handling and disposition of human cadavers and anatomical waste. The individual must be well versed in knowledge of local/state laws regarding receiving, use and disposition of human cadavers and anatomical waste. Responsibilities would include embalming of human cadavers, anatomical preparation and storage, maintenance of Gross Anatomy teaching laboratories, record keeping and crematory operation. **Applications should be sent to Ellyn Goldberg, Senior Administrator, Dept. of Cell Biology, SUNY - Downstate Medical Center, 450 Clarkson Ave, Box 5, Brooklyn, NY 11203, or faxed to (718) 270-3732. The State University of New York is an Equal Opportunity/Affirmative Action Employer.**

### Northeast Ohio firm seeking licensed funeral director and embalmer to become part of our family oriented business.

We serve approximately 100 families per year from two funeral homes. You will be an integral part of our business. You will be meeting all families and making arrangements with them so you get to know our clientele. We are looking for an individual who is outgoing and is a people person. Must possess good verbal skills. Owner is looking to retire in 7-10 years. The proper candidate will have the opportunity to purchase the business. We will provide housing, insurance and salary commensurate with experience. **Please mail resume to: Nomis Publications, Inc., PO Box 5159, Dept. 672, Youngstown, OH 44514.**

### Progressive Central PA funeral home looking for an energetic, self motivated funeral director or intern.

Applicant needs to be a team player looking to better themselves by serving the community with enthusiasm and compassion. Funeral director/intern will assume all duties associated with the small town funeral home. Paid time off, salary commensurate with experience, on location apartment if desired. **Please send resume and references to kevin@beardsleyfuneral-home.com.**



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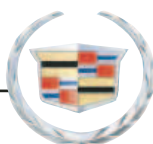
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# Classified ADS

**Help Wanted Cont'd** 9

**Bradford Memorials, a second generation, 50 year old manufacturer** of clocks, theater seating and other custom wood products, is now diversifying its product line to human urns, green urns, pet urns, and flag cases. We are looking for experienced sales reps across the US. Highest commissions paid. Highest quality and all of our wood products are 100% "Made in USA." **Reply to Bradford Memorials at 1-800-772-0178. Ask for Dan or Leo. Email leo@bradfordclocks.com or dan@bradfordclocks.com.** 9JAS

**FuneralStaff, LLC Offers Opportunities In Funeral Service**

FuneralStaff, the industry leader in recruiting and staffing, has immediate openings for Managers, Funeral Directors/Embalmers, Arrangers, and Sales Reps Nationwide. If you are career minded and looking for opportunities for advancement, then **visit our website and complete a free Job Seekers Profile at www.FuneralStaff.com.** We are always accepting new client companies in need of quality talent! We Now Offer Pet Cremation Consulting! 9SON

**Sales Representative - SinoSource International Company Inc.**

SinoSource International is an industry leading supplier of cremation and memorialization products with a proven 17-year track record of consistent growth. We are looking to expand our dynamic line of products and services nationwide within the funeral industry by hiring highly motivated individuals with death care industry experience. Available positions will have a designated territory, established accounts and a monthly expense per diem. Income earning potential is unlimited. Available positions include full time, part time employment and independent contractors. Retired industry professionals looking for a flexible work schedule are encouraged to apply. **Please send resumes to hr@sinosource.biz.** 9ASO

**Immediate opening at small independent funeral home in Broward County, Florida for a well rounded clerical detail person for busy Fort Lauderdale location. Must be willing to work overtime. Experienced only need to apply. Contact bbafd287@aol.com.** 9S

**Northwestern Vermont Funeral Home located in Champlain Valley is seeking a licensed funeral director/embalmer.**

We service approximately 100 families per year with two locations. Motivated candidate must possess outgoing social skills to be with our clients for personal removals, arrangements and services. Possible future purchase of business as owner is considering retirement in 7 to 10 years. Housing included with salary. **Please send resume and salary requirements to: Nomis Publications, Inc., PO Box 5159, Dept. 676, Youngstown, OH 44514.** 9S

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**Immediate opening at small independent funeral home in Broward County, Florida for experienced Florida Licensed Funeral Director/Embalmer with valid Florida drivers license. Contact bbafd287@aol.com.** 9S

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**2007 Superior Lincoln Hearse**  
black/black top/black leather interior, 11,000 miles  
Has Matching Limousine

**2006 Superior Cadillac Statesman Hearse**  
black/black top/black leather interior, 15,000 miles

**2005 Federal Lincoln Hearse**  
black/black top, 38,000 miles  
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**1997 Krystal Lincoln Hearse**  
silver, \$9,995

**1996 Cadillac M&M**  
black/black top, 55,000 miles  
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**2007 Superior Lincoln Limousine 6-Door**  
black/black top/black leather interior, 31,000 miles  
Great Price \$39,000

**2004 Superior 68" 24hr Cadillac Limousine**  
black/black top/black leather interior, 44,000 miles  
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**2004 S&S Cadillac 47" 6-Door Limousine**  
black/black top/black leather interior, 74,000 miles  
\$14,995

**1999 Federal Cadillac 6-Door Limousine**  
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**1996 Cadillac 6-Door Limousine**  
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**2005 Superior Cadillac Hearse**  
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**1985 Eldorado Biarritz Convertible**  
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Featured Car of the Month



**2010 1/2 Superior Coach Cadillac "Statesmen"**

Take Advantage Of Cadillac's "Rebates" and End Of Year Incentive!



This all redesigned Cadillac Hearse is the HOTTEST Hearse on the market. Six year warranty, extra wide floors, with the widest opening rear door in the industry! Call today and ask about the most popular hearse on the market! *The Superior Statesmen is the SUPERIOR choice!*

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**2007 Eagle Coach Cadillac Hearse**  
Black w/Crown Band - Lower Chrome - "B" Pillar Chrome - Factory Warranty - Only 11,000 Miles  
**Lease For \$929.00/month plus TTL**



**2007 Federal Coach Cadillac 46" 6-Door**  
Raised Roof - Flat Floor - Recessed Spare Tire - Factory Warranties - Only 11,000 Miles - 3 In Stock  
**Lease For \$895.00/month plus TTL**



**2005 Federal Coach Cadillac Hearse**  
All Black with Chrome Wheels - Only 42,000 Miles - One Owner Car - Just Came In Off Lease - Very Clean  
**Lease For \$666.00/month plus TTL**



**2004 S&S Coach Cadillac "Masterpiece" Hearse**  
All Black with Electric Extend Table - Strobe Lights - Lower Chrome - Only Has 22,000 Miles  
**Lease For \$699.00/month plus TTL**



**2005 Federal Coach Cadillac Hearse**  
Black Top with Silver Body - Only 24,000 Miles - Just Came In Off Lease And Ready To Go!  
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**2003 Eagle Coach Cadillac Ultimate**  
All Black - Lower Chrome Moldings - Only 23,500 Miles - One Owner Car - Just Came In Trade Last Week -  
**Lease For \$589.00/month plus TTL**



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**2004 Superior Coach Cadillac 47" 6-Door Limousine**  
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**2003 Federal Coach Cadillac Hearse**  
All Black w/Blue Leather Interior - Chrome Wheels - This Is The Renaissance Model And Is Top Of The Line!  
**Lease For \$599.00/month plus TTL**



**2003 S&S Coach Cadillac Commercial Glass 6-Door**  
All Black - Presidential Style 6-Door Limo - Only 22,000 Miles - Very Clean - One Owner Car That Just Came In On Trade  
**Lease For \$499.00.00/month plus TTL**



**2000 Eureka Coach Cadillac Six Door Limo**  
All silver with a blue leather interior with only 68K miles Very clean car inside and out, and is ready to go.  
**Lease For \$260.00.00/month plus TTL**



**1997 Eureka Coach Cadillac Hearse**  
Silver with Blue Interior - Only 60,000 Miles - Very Clean Car Both Inside & Out - Ready To Go!  
**Purchase Price \$10,900.00**



**2000 Superior Coach Cadillac "Statesmen"**  
Black Top with Gray Paint - Only 69,000 Miles - Car Is Very Clean & Ready To Go  
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**1996 Superior Coach Cadillac "Sovereign" Hearse**  
Academy Gray - Only 41,000 Miles - Full Commercial Glass Hearse - Very Clean Inside & Out!  
**Purchase Price \$7,900.00**



**1996 Eagle Coach Cadillac "Ultimate" Hearse**  
All Black - Only 17,000 Miles - Very Clean - One Owner Car - Just Came In On Trade  
**Purchase Price \$7,900.00**

**www.parkssuperior.com**