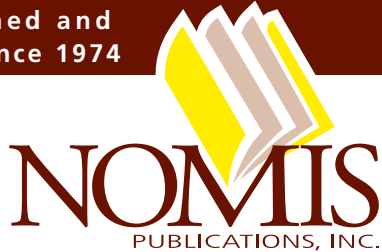


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FUNERAL HOME & CEMETERY

NEWS

SECTION B

OCTOBER
2009

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

HOPE Greetings launches Customizable Keepsakes to personalize your Gift Presentations



HOPE Greetings Handkerchief



HOPE Greetings Tissue Packets

JACKSONVILLE, FL— Born out of frustration during the funeral services of a great uncle three years ago, **Jeanine** and **Cleveland Ferguson** birthed **HOPE Greetings**.

HOPE (Handkerchiefs Of Prayer and Encouragement) Greetings provides embroidered handkerchiefs and tissue greetings customized with encouraging scriptures and quotes designed to be given as a unique and practical gift in lieu of or in addition to a paper card. The handkerchief greetings are also packaged in clear envelopes for mailing.

"Three years ago, my great uncle's family and I did not receive the caring service I anticipated. We didn't receive any-

thing that memorialized the service or befit the occasion," stated Jeanine, president of the company. "Attention to the fine details was missing. Coming from a background in sales and marketing, I thought the service could have had a more personal feel and practical keepsakes could have been a part of that," she continued.

The tissue packets, which contain four-color inspirational quotes, are the second primary item that HOPE Greetings retails. The packets can be re-sealed as well as refilled and allow for customization with a business logo and contact information.

"Despite the name, these greetings don't come with a promise of having 'miraculous powers,'" stated Cleveland Ferguson, co-owner. "Instead, we expect that they will serve as a unique memento for those in bereavement, a sign of comfort for those who need encouragement, and a distinguishing marketing tool for those businesses who seek to distinguish themselves in a sea of competition," he continued.

For more information on HOPE Greetings products and offerings, contact 866-998-4299, or visit: www.hopegreetings.com.

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Urns With A Soul: Because Art is about Relationships and so is the Funeral Business



Jay Rotberg's new niche urns feature one of his sculptures and will fit in standard monument niches.

GREENSBORO, NC— Greensboro, artist **Jay Rotberg** started his company, **Urns With A Soul**, in 2009 because "urns shouldn't just sit there. They should express the emotions of a special relationship—the love, the tenderness, the happiness, the passion."

Rotberg's designs for his distinctive cremation urns and keepsakes are based on his popular sculpture collections. His sculptures have found their way into shops, galleries, personal collections, catalogs and museums around the world. His art reflects his beliefs, interests and loves—the closeness of fam-

CONTINUED ON PAGE B6

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CALENDAR of Events

CONVENTIONS

Selected Independent Funeral Homes - Oct 7-10, Hard Rock Hotel, San Diego, CA. Exhibits. (800)323-4219.

NFDA - Oct 25-28, 2009, Boston Convention & Expo Center, Boston, MA. Exhibits. (800)228-6332.

Professional Grounds Management Society - Oct 28-31, 2009, Louisville, KY. Exhibits. (800)609-7467.

CFSA Fall Conference - Nov 16-17, 2009, Crowne Plaza, Indianapolis, IN. Exhibits. (847)295-6630.

Pennsylvania Cemetery, Crematory & Funl Hm Assoc Super Expo - Nov 18-19, Greater Philadelphia Expo Center, Philadelphia, PA. Exhibits. (717) 236-9970.

2010

National Concrete Burial Vault Assoc (NCBVA) - Feb 2-4, Bellagio Hotel, Las Vegas, NV. Exhibits. (800)538-1423.

ICCFA - Mar 10-13, 2010, Grand Hyatt & San Antonio Convention Center, San Antonio, TX. Exhibits. (800)645-7700.

Kansas, Missouri and Nebraska Funeral Directors Associations Tri-State Convention - May 2-5, 2010, Overland Park Convention Center, Overland Park, KS. Exhibits. (785)232-7789 or (573)635-1661 or (402)423-8900.

West Virginia FDA - Jun 6-10, 2010, Marriott Hotel, Charleston, WV. Exhibits. (800)585-2351.

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

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

SEMINARS/MEETINGS

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

ICCFA Fall Management Conference - Oct 7-10, 2009, Washington, DC. (800)645-7700.

Mt. Ida College and ADEC Online Courses - Oct 19-Nov 13, Spiritual Issues at the End of Life; Nov 16-Dec 18, Training Facilitators for Children's Programs and Bereavement Support Groups. (617)928-4649 or www.mountida.edu/ncde

The Academy Training Dates - Oct 20-23, AFP 101; Oct 27-28, Financial Aspects of Advance Funeral Planning; Nov 10-11, Leadership Lessons; Jan 19-22, 2010, AFP 101. The Academy Training Center, Franklin, OH, unless otherwise noted. (800)331-6270.

Jewish Funeral Directors of America Annual Meeting - Nov 1-5, 2009, St. Regis Monarch Beach Resort, Dana Point, CA. (781)477-9300.

2010

ICCFA Wide World of Sales Conference - Jan 13-15, 2010, Riverside Hilton, New Orleans, LA. (800)645-7700.

West Virginia FDA Mid-winter Meeting - Feb 9-11, 2010, Marriott Hotel, Charleston, WV. (800)585-2351.

CFSA Winter Seminar - Mar 25-27, 2010, Charleston Place Hotel, Charleston, SC. (847)295-6630.

NFDA Professional Women's Conference - Apr 8-10, 2010, The Mulberry Inn, Savannah, GA. (800)228-6332.

Roberts & Downey Chapel Equipment introduces Urn Carrier

NFDA²
BOSTON MASS.  OCTOBER 25-28



slightly larger than the outside dimensions of the handles. Thus the finished urn carrier will never touch the metal bier pins in the hearse, protecting the Urn Carrier from damage.

At the cemetery, the Urn Carrier will sit atop your church truck for the committal service.

Many customers have asked "What would I do with the unit between services?" We are suggesting that the funeral home place one of their popular urns in the carrier and display the unit prominently in the cremation selection room at the funeral home. This will allow your families to visualize how elegant the service will be for their loved one.

As a combination unit instead of just an Urn Carrier, you have many different functions for your investment. For customers who already own the Large Baby Bier/Cremation Altar, you may purchase the Urn Carrier separately.

If during the cremation funeral service, even one future client can be convinced that even if they choose cremation, they can still have a formal funeral service, you can start to be more successful and profitable from cremation services.

Roberts & Downey is evolving their furniture lines to keep up with today's growing trends by offering funeral homes elegant chapel furniture with which to service families.

They offer five designs: Queen Anne, Prairie Craftsman, Classic, Jamestown Colonial and Provincial. Any of the styles can be made using: Oak, Cherry, Walnut or African Ribbon Mahogany. Oak and cherry have 22 stain colors to choose from. Walnut and Mahogany are both dark colored woods, which dictate the end results.

All Roberts & Downey furniture is hand crafted on a custom order basis by skilled craftsman in the family owned and operated American shop.

The new Urn Carrier unit can be previewed at www.robertsanddowney.com by clicking on the New Products heading.

For additional information call Rick or Elizabeth toll free at 1-800-331-9093 or stop by NFDA Booth 436 in Boston.

ARGENTA,IL— Rick and Elizabeth Roberts, owners of **Roberts & Downey Chapel Equipment** are proud to introduce their new *Urn Carrier* that works in conjunction with their ever popular *Large Baby Bier/Cremation Altar*.

With the Large Baby Bier/Cremation Altar as the base of the Urn Carrier, customers are getting multi-purpose functionality.

Using the bier base with the altar top removed, you can accommodate a youth casket from 30" to 60". The height of the bier base is designed to bring the child to a more appropriate viewing height.

With the open altar top installed, the unit will provide you with a table area of 20" x 40". This open altar can be used for newborn or stillborn caskets, displaying today's ever growing memorialization collages (with the ability to roll the unit right up near the casket) and even an altar for Masonic Rites.

If you are having a service with cremains, you can use the open altar for visitations and or wakes. The open presentation of the cremains allows friends and family members to approach the urn and say their goodbyes, touching the urn if they desire.

The enclosed Urn Carrier provides a way to present the cremains in a more formal manner for the funeral service. You will utilize four pall bearers and visualize to friends and family members that "even if I choose cremation, I can have a formal funeral service," producing more cremation service revenue for your firm, including the use of your hearse and possibly the family car as well.

Roberts & Downey provides a piece of plywood painted black, on which to place the Urn Carrier as you slide it into the hearse. This plywood is

Halo International adds to its Luxurious Stone Collection



TWINSBURG,OH— Mark Pennington, creator and founder of **Halo International** has added four new Genuine Stone Urns to his gallery. Stunning new shapes and colors are available, each in four sizes, including Adult, Youth, Pet, and Remembrance size.

For a truly classic memorial, review the entire collection online at www.halointlcorp.com, or request a printed brochure from your Halo International Corp. distributor. This stone urn collection includes urns in black, gray/white, stonewood, onyx and travertine marble. Genuine Stone Remembrance Urns make a handsome display.

Halo International Corp. located in the Cleveland suburb of Twinsburg, is a national OEM sourcer and procurer of uniquely different products for the funeral, cemetery, and religious goods markets. Halo markets through a national network of distributors/jobbers. Catalogs of our varied product line are available through our dealers and/or you can refer to our website www.halointlcorp.com. For more information contact Mark Pennington at 330-425-3800 or Mark@halointlcorp.com.

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

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“Eagle Coach Company sets itself apart from their competitors in their service. They’re so personal, and they truly take care of their customers. We have owned other brands of coaches in the past, but when we had problems with the vehicles they didn’t want to fix them. I’ve driven Eagle coaches for 10 years and have had virtually no problems with the vehicles. These vehicles are incredibly reliable, with a sturdy construction that translates into having little or no maintenance. I would recommend an Eagle Coach to other funeral directors in a heartbeat.”



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Patchwork Memorials introduces Hand Carved Marble Memorial Busts

SAINT CLOUD, MN— Patchwork Memorials, a manufacturer of heirloom quality memorial products featuring their proprietary patchwork memorial photo quilt, recently announced that they are now offering memorial hand carved marble busts created from photographs provided by the purchaser.

The busts are offered via the company's specially equipped online shopping cart, which allows participating funeral homes to sell all Patchwork Memorial products and earn industry standard profits simply by adding a link to their website. Patchwork Memorials affiliate accounting system identifies the source of each visitor and automatically credits sales to the originating dealer, all without any involvement on the part of funeral home personnel beyond the referral.

The memorial busts are hand carved by skilled artisans out of solid white marble and are approximately 12" high. Prior to carving in marble, the artisan works directly with the customer for feedback as he creates a clay model. Only once the customer is satisfied that the subject has been accurately captured in clay, does the craftsman proceed with producing the bust out of marble. Photos to be used in the process can either be uploaded or mailed to Patchwork Memorials for scanning. Submitted photos will be returned unharmed.

Each bust is also equipped with a waterproof, stainless steel keepsake urn inserted into its base allowing families who have chosen cremation to retain a small portion of the ashes in a unique work of art, further memorializing their departed loved one. Additionally, Patchwork Memorials offers customers the opportunity to create multiple marble/resin replicas of the original bust at reduced prices should more than one family member desire their own bust.

According to **Timothy Miles**, President of Patchwork Memorials, "For over 3,000 years societies throughout the world have honored and remembered important people through busts and statues. Previously, this honor was reserved only for the rich and famous yet to



any family, their recently departed are no less important or cherished. It's for this reason that we are delighted to now be able to offer this time honored tradition through our funeral home dealers with heirloom quality and affordable pricing.

"As with our quilts, our online shopping solution allows participating dealers to offer the busts through a simple link on their website and requires no paperwork or effort whatsoever on the part of funeral home personnel. Patchwork Memorials handles the entire fulfillment process and is committed to providing the highest level of service possible to both its dealers and their customers."

Patchwork Memorials is currently accepting dealer applications. Applications are limited to licensed Funeral Homes. For more information, visit the company's website at www.PatchworkMemorials.com.

Hallmark Monogram celebrates 60 years as a family-owned Manufacturer of Personalization Systems



Hallmark Monogram Co. Nameplate

DEERFIELD BEACH, FL— **Hallmark Monogram Co.** has created a new website to showcase all of their self-adhesive monograms, lettering and casket/urn nameplates to mark their 60th year in the business.

Since its inception in 1949, Hallmark Monogram has been a leader in innovative do-it-yourself personalization, beginning with iron-on decals. Owners **George** and **Donna Giordani** say, "our customers like the fact that they can create their own casket/vault or urn nameplate in just minutes using our patented lettering guide and our self adhesive letters and numbers. We at Hallmark Monogram strive to

maintain a reasonably priced alternative to engraving and a high quality product made completely in the USA."

With many states now requiring permanent identification on caskets, Hallmark Monogram's self-adhering nameplates are ideal. A long-time customer, **Charles Coelho Funeral Home** of Rhode Island told the company of a casket that had to be exhumed. "The cemetery had difficulty locating this individual due to poor records. Finally, they found the metal casket in question. Fortunately, I used a Hallmark nameplate for this case, as I always do, and there it was, on the casket, in-tact after 15 years in the earth."

Hallmark Monogram Company has always been a small family-owned business, like many of their customers, who pride themselves on manufacturing all their products in the USA. Donna Giordani worked for the original owners in New Jersey and has been at the new location in Florida for over ten years.

Her husband **George** and daughter **Kristin** complete the operation and do all the manufacturing themselves.

In this hard economy Hallmark Monogram has kept its nameplates and lettering at an affordable level and invites you to visit their website www.hallmarkmonogram.com.

Three Neighbors Form Business after Leaving Funeral Home



CHESTERFIELD TOWNSHIP, MI— "Sending a gift to a funeral will never be the same," says CEO and founder, **Lorraine Sawicki** who has teamed up with two neighbors to create **Remember Me Stone Co.** Remember Me Stones are the first of its kind where the message from the deceased becomes the gift and a keepsake that will remain long after the service is over.

Believe it or not, 74% of people do not comply with "in lieu of flowers," simply because they are directed by tradition or obligation. We tend to send flowers to funerals no matter what the obituary reads. "It's time for change," says **Andrea Hilgendorf** Director of Marketing and founder. "Now you can send a meaningful gift not just for one, but one for everyone." While creating Remember Me Stones, it was important for a gift to do three things: pay respect to the family, provide a keepsake for the survivors and pay tribute to the deceased.

Remember Me Stone Co. offers hand crafted stones, varying

from 2 to 3 inches. The name of the deceased is beautifully hand written on each individual stone with a phrase that best portrays his/her love for family, friends, occupation, sports, hobbies, etc. "The best part about creating this type of company," says **Angela Gearin** Executive Director of Operations and founder, "was creating over 150 phrases that can be applied to the stones." The phrases are available for our customers to choose from in categories such as patriotic, humorous, and inspirational or you can simply create your own phrase. One family ordered stones with "Please don't sell the Harley" and another family chose "Save the earth, it's the only planet with beer." Badge numbers and military rankings are quite popular.

Not only are Remember Me Stones affordable, they are available in several languages and can be shipped immediately.

"Remember your loved one when they are gone, but cherish their memory as you live on."

For more information, visit www.remembermestones.com, email info@remembermestones.com or call 1-888-767-8006.

R&S Design Gallery's Innovative Urns and Columbaria blend Beauty with Environmental Responsibility

INDIANAPOLIS, IN— **R&S Design Gallery** is respected in the funeral service industry for crafting urns and columbaria using marble that has been hand selected from mines it owns deep in the Himalayan Mountains. While quality and beauty are hallmarks of R&S products, environmentally responsible options are the most unique in the industry.

Biodegradable urn. R&S believes that families deserve a "green" option that is as attractive as it is environmentally friendly. The exclusive biodegradable urn is made of rock salt from the mountains of the Middle East, where for centuries Mother Nature has compacted salt crystals under the ground. The beauty of the urn comes from its reddish hue derived from the high iron content in the salt bed. Families select the biodegradable urn both for its magnificence as well as its bio-responsible feature, for it dissolves in less than four hours when totally submerged.

Family columbaria. R&S has created a columbarium with six stacked niches, designed for the cremated remains of people with the same family. This unique design, also crafted from Himalayan marble, is another effort to be responsible stewards of the earth because the vertical construction of the columbaria conserves land usage. Families have the convenience of one location to memorialize loved ones.

"We are committed to providing the funeral



industry with innovative products," says **Rahila Hewitt Robinson**, President and CEO of R&S Design Gallery. "Our ecological choices are just one of the ways in which we strive to be the ultimate source for superior-quality marble products."

R&S Design Gallery, in business since 1989, is a wholesale manufacturer using materials from mines which they own. So they are positioned to control the quality, inventory and price of their products. They offer the largest selection of urns, temporary grave markers, ossuaries and columbaria. The extensive selection of products can be viewed online at rsmemorialproducts.com. For more information call 1-800-669-5291.

Farnsworth Gowns to preview New Designs at Booth #947



PITTSBURGH, PA— Farnsworth Gowns & Supplies will feature their latest designs of traditional and modern street style burial garments in several different materials and colors for women, men, and infants at the National Funeral Directors Association's 128th annual Convention & Expo, October 25-28, in Boston.

With environmentally sustainable funeral services growing in popularity a new line of "Green Burial Garments" is being introduced. Made from all natural Cotton or Linen materials these simple styles will meet the needs of these conscientious families.



Farnsworth Gowns, family owned for over 45 years, prides itself in providing its customers with a superior line of burial garments: street dresses, gowns, negligees, men's suits, underclothing, slippers and other accessories. As the leading provider of unmatched quality and style burial clothing to funeral homes in the United States, U.S. Virgin Islands and Canada, Farnsworth offers a wide range of colors and materials and more than 100 styles to choose from.

Custom services offering color change, oversize to 4X in most styles, special requests, and next day delivery sets Farnsworth apart from the rest.

For more information or to view the complete catalog online visit www.farnsworthgowns.com or call 412-881-GOWN for a free brochure. Be sure to stop by Booth #947 to register to win a Maine Lobster and Chowder Dinner.

Memories By Design launches new Live Broadcast Quality Webcasting



SPOKANE, WA— Memories By Design, the premier provider of quality tribute videos, has once again harnessed the power of cutting edge technology.

In keeping the tradition of offering only premium quality, high value products and services, MBD has recently announced the launch of a new LIVE webcasting service: *Streaming Memories*. "Now funeral homes can broadcast their families' funeral services LIVE over the internet in stunning clarity and pristine sound direct from the funeral home, church or cemetery," says Dan Womach, Co-President of Memories By Design. "The most exciting part for me, in addition to the technology, is the fact that we can now bring television-like video quality, at an affordable price point, to the funeral industry. And our client's will save money by leveraging existing camera and computer equipment." The other key element for Dan was to make the webcasting service easy to use. "With Memories By Design's outstanding 24/7/365 customer support team, we will have funeral directors broadcasting with confidence in minutes."

"With this service, funeral directors can bring families together, no matter the distance, from anywhere there is a High Speed Internet connection or Wi-Fi network," says Barb Gustin, who co-founded Memories By Design with Dan Womach in 2002. "Not only can memorial services be webcast on site or off, both LIVE and On-Demand, this new service provides endless possibilities to broadcast special events: family reunions, weddings, presentations and meetings". Not only will this service provide profitable revenue stream opportunities, it can increase community awareness and advertising for funeral homes.

There's never been a better time to leap ahead into the 21st Century with easy access to new innovative technology. To see how Memories By Design is prepared to lead the way stop by their NFDA Booth #467 in Boston, call (800) 223-3050 or visit www.memoriesbydesign.com.

Beyond Indigo announces Social Media Division

HANOVER, MN— Beyond Indigo, the creators of *365 Grief Support* and *Light a Candle* are proud to announce their Social Media division. Since its inception, Beyond Indigo has harnessed the power of the Internet to bridge connections and use resources in valuable and exciting ways. Beyond Indigo has integrated the established power of social media into our websites to provide our clients and customers with greater value and more marketing potential.

There is literally no overestimating the importance of social media. It elects presidents, supports causes, sells products and can make a super star from an unknown almost overnight. Every aspect of our lives has the potential to be influenced by sites like Facebook and Twitter.

Facebook has become one of the best ways for potential customers to find the services they're looking for. If you're not on Facebook, you're missing the chance to reach out to millions of people, and they are people who want what you have to offer. The great thing about Facebook is that it's free. And, for the foreseeable future, it's going to stay free. Setting up a Facebook page can be tricky.

Beyond Indigo created the industry leading tools *Light a Candle* and *365 Grief Support*. Don't be fooled by imitation sites and companies. Beyond Indigo is known for its innovative spirit. It has had the vision to anticipate the needs of the funeral industry and the people it serves since 1997. This same expertise and foresight is now being used to approach the social media. Our experts have industry experience and technical knowledge that

gives our clients a competitive edge with ideas for content that drive traffic.

Unlike some other companies, Beyond Indigo gives you straight talk and offers proven techniques to guide you and generate traffic. Dawn Fisher, funeral home owner and marketing expert, offers tips on how to gather fans, attract business and create the very best Facebook page for your business. Marie Slayton, a transplant from one of the world's largest social networks, builds pages

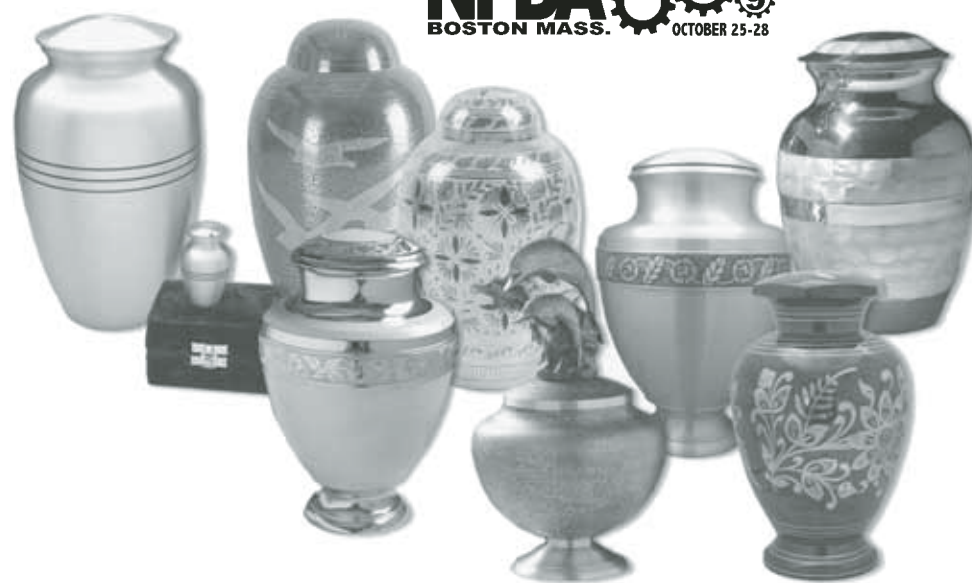
and guides clients. Fisher's tips and ideas have added about 50 fans per WEEK! She brings a unique vision to the process because she is a funeral director herself.

Beyond Indigo is leading the industry by imbedding links to add obituaries directly to social media sites like Twitter and Facebook. With a single click, customers can have an obituary added to their Facebook accounts thereby using a free service to share the obit with everyone in their network. The same is

true for Twitter.

See what we mean by checking out these client sites: Fisher Family Funeral Homes (www.fisher-familyfuneralhomes.com), Washelli-Evergreen Cremation and Funeral Homes (www.washelli.com) and Hathaway Family Funeral Homes (www.hathawayfunerals.com). Go to Facebook and search for Fisher Family Funeral Homes, Washelli-Evergreen and Hathaway Funerals. See what they've done and become a fan.

Bass-Mollett and Gravure Craft Team Up



Bass-Mollett and Gravure Craft Urns

GREENVILLE, IL— Bass-Mollett and Gravure Craft are aware of the growing popularity of cremation and have expanded their product line to fill this need. The firms have joined forces to introduce a newly expanded line that includes affordable premium metal urns and tokens. A variety of designs, shapes, metals and colors are available. Tokens are available for all of the urns except the dolphin design. To see the full line be sure to stop by booth 522 at the NFDA Convention in Boston.

From generation to generation, the Bass-

Mollett family has carried on a tradition of quality service to the funeral industry. From its conception in 1949, the company's main goal has been to meet the special needs of funeral directors. The company has grown and progressed over the years and is still owned and operated by members of the founding family.

For more information about Bass-Mollett's complete line of funeral products call 800-851-4046 or visit their newly updated web site at www.bass-mollett.com. To contact Gravure Craft call 416-766-2481.

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| <small>2009 S & S Cadillac Medalist Hearse black, black top, black leather</small> | <small>1999 Eagle Cadillac Ultimate Hearse gold firemist, gold top, burgundy leather</small> | <small>1998 S&S Cadillac Victoria Hearse dark blue, dark blue top, blue leather</small> | <small>2009 Eagle Cadillac Kingsley Hearse black, black top, black leather, band</small> |
| <small>2003 Eagle Cadillac Ultimate Hearse dark blue, dark blue top, blue leather, stainless band</small> | <small>2000 Eagle Lincoln Ultimate Hearse white, white top, blue leather</small> | <small>2002 Federal Cadillac 46 Six Door Limo white, white top, blue leather</small> | <small>2002 Eagle Cadillac Ultimate Hearse white diamond, white diamond top, neutral leather</small> |

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4 PARTS

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Messenger's Sales Team adds Noble and MacKay



Sherry Leonard Noble



Ronald MacKay

AUBURN, IN— Messenger Corporation, the leading funeral stationery supplier in North America, has added a sales representative in the states of North Carolina, South Carolina and Virginia. **Sherry Leonard Noble** joins Messenger with over twenty five years of sales experience in the funeral stationery industry. "It's exciting to work with a first class organization such as Messenger. I'm very impressed by their commitment to provide the funeral industry with quality, innovative products" stated Noble.

"Sherry's experience and dedication to the industry will certainly be a welcome addition to our already successful sales team in the states of North Carolina, South Carolina and Virginia" stated **Bob Hoaglund**, Vice President of Sales and Marketing at Messenger. "She is well-known and well-liked in the area. At a very young age, Sherry began traveling with her father and learned the in's and out's of selling funeral service products to funeral homes. Along the way, she has developed lifelong friendships that have also blossomed into invaluable partnerships."

Ronald MacKay joins Messenger with over 35 years of combined experience in funeral service and funeral sales. He is the new sales representative in the New England states of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont.

MacKay is a funeral director who formerly represented two other funeral stationery suppliers in the New England area. "We are committed to delivering the industry the highest quality products and most respected sales and service representatives. We look forward to Ron's experience and dedication to service benefiting customers in the New England states," stated **Hoaglund**.

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 please visit www.messengerline.com or call Messenger at 1-800-827-5151.

Boehm taps into Growing Pet Industry

TRENTON, NJ— Pet industry statistics from 2008 show that despite the economic downturn, owners in increasing numbers see cremation of their pet as the preferred way to preserving the memories of a most loved pet.

Sharon Lee Parker, President of **Boehm Porcelain** said the company has added customizable, hand-crafted and hand-painted pet urns to their line.

Boehm is selling the pet urns directly to consumers and is offering them to the trade, including pet stores, crematoriums and veterinarians.

"Boehm creations are forever, and pet owners recognize our urns for their beauty and quality and a fitting remembrance of their cherished friends," Sharon Lee said. "We all have special relationships with our pets, and customers have shown diverse ways they want to customize the urn with photos, memorabilia and other touches." Requests come from crematoriums and pet owners themselves, she said.

Sharon Lee rescued the venerable Boehm porcelain works in Trenton, NJ from imminent closing, preserving one of America's great cultural assets.

"As we modernize and update our products, we are encouraged by the strong dealership demand shown for the urns," she said.

In 1949 **Edward Marshall Boehm**, a naturalist-farmer with little or no training in porcelain art sculpture, opened Boehm Porcelain in a Trenton, NJ basement studio, and never looked back.

After his death in 1969, his wife and business partner **Helen Boehm** continued to build and run the company successfully until it was sold to an out-

side interest. Sharon Lee Parker with several investors, bought the firm in March 2009.

In Boehm's first year, the Metropolitan Museum of Art acquired two Boehm sculptures. *Vincent Andrus*, then curator of the American Wing, described the Boehm porcelains as "equal to the finest English work." Collectors took notice, and by year's end, Boehm art works were represented in 11 museums, Buckingham Palace and The Vatican.

Helen Boehm became a friend and confidante of world leaders and celebrities, and built the company by securing endorsements from museum curators, connoisseurs of fine porcelain and public luminaries.

Now president of the company, Sharon Lee shares the founders' passion for fine, painstakingly hand-made, hand-painted porcelain sculptures and is committed to carrying on the Boehm tradition of excellence. Today, Boehm porcelains are on display in 130 museums and institutions throughout the world. The last nine American presidents have commissioned Boehm for gifts to visiting dignitaries.

"We intend to continue Boehm's tradition of being the ultimate gift, whether it's a bride to her attendants or a world leader to another head of state," Sharon Lee said.

Boehm presentations have been made to three Popes, and in 1992, Boehm was accorded its highest honor when a wing of The Vatican Museums in Rome, the Gregorian Etruscan Museum, was named in memory of Edward Marshall Boehm. For more information or to place an order for Boehm's customized Pet Urns call 800-257-9410.



DST EXTRA Debuts

INCLINE VILLAGE, NV— **Duncan Stuart Todd, Ltd.**, the Preparation Room Specialists, has published its first email newsletter, *DST EXTRA*, in a move to reach out to the funeral industry with a personal and informal communication.

The first issue, distributed mid-August, featured an introduction to DST EXTRA and a preview of the company's presence at the NFDA convention in Boston. Upcoming issues will highlight money saving special offers and important industry related news.

If you have not received DST EXTRA, you may subscribe at no charge by calling 877-832-6898, visiting the web site, www.dstlimited.com or stopping by Booth 626 in Boston.

Urns With A Soul: Art is about Relationships and so is the Funeral Business

Continued from Page B1

ily, the power of faith and the unpredictable and delightful itineraries of relationships.

Recently, he broadened his Urns With A Soul collection to include artistic cemetery cremation niches that are perfect for use in standard cemetery monument niches. They are made of wood and hold a minimum of 220 cubic inches of cremains. They also can be placed in the home in a variety of settings.

All Urns With A Soul sculptures are crafted using bonded marble and wood resins and finished in a bronze verdigris patina. Full size urns hold approximately 210 cubic inches of cremains and are crafted in metal with an antique bronze finish. This will also be available in wood. Keepsake urns hold approximately 5 to 8 cubic inches of cremains and are made using bonded marble and wood resins and finished in a bronze verdigris patina.

Every sculpture in the

Urns With A Soul collection is available as a cremation urn, a keepsake urn or a cemetery cremation niche. Each sculpture also has an affixed sticker representing the "soul" depicted by two interlocking infinity signs designed in the shape of a flower. "This soul represents the eternal in us and brings one's spirit to others forever more," said Rotberg.

"Urns With A Soul products add value to your cremation services," Rotberg said. "They are art, a unique product, made in the USA of recycled materials. We offer excellent price points and fast turnaround. But most of all, Urns With A Soul are a stylish and more personal way to say, 'We will always remember.'" Urns With A Soul also carries a collection of urns specifically designed for pets. For more information visit www.urnswithasoul.com, call toll free 888-510-1313 or stop by Booth 1124 in Boston.

funeralOne is redefining and revolutionizing the Funeral Profession with the launch of a new Website Platform



DETROIT, MI— funeralOne, the leader and pioneer in world-class solutions and services for the funeral service profession, has announced the launch of its next-generation website platform, which is set to revolutionize and redefine the way families are educated on the value of a funeral, as well as capture and share the essence of someone's life. The industry's first social website is an all-in-one platform designed with families in mind. It helps funeral service professionals to provide a medium for families to honor their loved ones, connect, communicate, interact and share ongoing memories today and in the future.

"This is the dawn of a new era, and we are once again pioneering and shaping the future of the funeral profession by creating a socially engaging and interactive website platform that will change the way people communicate and connect," said **Joe Joachim**, CEO and founder of funeralOne. "Traditional funeral websites don't cut it anymore. Times have changed, and families expect more in today's social world. The funeral profession needs to heed that call by listening to the demands of families and communities, and understand how people want to honor their loved ones. We did that. For the last seven years, I have been listening to and learning from people within every facet of the funeral profession to revolutionize the next-generation of funeral websites."

"Through this platform, funeral professionals will be able to customize and edit their own website, allowing their clients to record and share videos, post messages and pictures, write in guestbooks, light remembrance candles, make site sponsorship donations; gain immediate access to aftercare services and live grief counselors, as well as build their own family tree with the simple click of a mouse. With this platform, families can also upload tribute videos and memorial service webcasts. The website is built for the families and friends of the deceased to bring out their memories of the loved one, and help tremendously in the healing process.

"Facebook tells your story today. These new websites, powered by **LifeTributes.com**, will tell the story of your life from the time you're born until you pass away, and can be shared across multiple generations," Joachim added.

The educational and interactive platform, designed by funeralOne's rock star team of Web designers, programmers, and marketing strategists, who have experience at companies like Disney, Pixar, Facebook and Twitter; was developed to create value for funeral professionals, allowing them to manage the platform, generate revenue and provide this tool for families to experience funerals in a new way. Funeral professionals can customize every facet of the family's experience without engaging a

third-party website vendor. This further supports the funeral home or cemetery directly.

"Several years ago, we were looking at all the trends and challenges around us, as well as small-volume erosion that came with the growth of the cremation business," said **Lajos Szabo**, Chief Strategy Officer at **Schoedinger Funeral and Cremation Service**. "We needed a new approach to ensure the sustainability and success of our business while focusing on better serving the needs of families. funeralOne has helped force a paradigm shift in the way the funeral profession looks at the business model and connects with families. This cutting-edge technology is easy to use, tightly integrated and customizable. Plus, it allows us to maintain full control over the products and services. This is not just a Web site; it's the platform for the future of the funeral profession."

"We are seeing a fundamental shift in consumer needs, forcing the funeral profession to evolve their business model and services to better meet the growing demands of the families they serve," said **Bill McQueen**, CEO and president at **Anderson McQueen Funeral Home and Cremation Services**, as well as the president of the *Cremation Association of North America*. "Today, it's about applying the right tools and educational content to help funeral professionals connect and communicate with

their clients and help them achieve meaningful life experiences. This is the first-ever platform built strictly for families — not for the funeral director. And at the end of the day, it's really the families who have to preserve the memories and experiences of their loved ones."

Based in Michigan, funeralOne is the leader and pioneer in innovative solutions and services, currently helping more than 5,000 funeral professionals experience success and deliver value to their client families. funeralOne provides world-class, all-in-one, interactive and educational solutions that empower companies to innovate through unparalleled personalization, technology and aftercare services for the funeral service profession. Through funeralOne's solutions, funeral professionals can help families connect, communicate and share life's experiences and memories across generations. funeralOne's solutions and services include Life Tributes Software, Tribute Video Software, Personalized Printing Software, Memorial Website Software, Funeral Webcasting Software, Web Design and Strategy, e-Aftercare, Consulting Services, and Social Media Management. funeralOne will be exhibiting at the NFDA 2009 October 25-28 in Boston. Experience the Revolution visit us at Booth #1525. For more information on funeralOne's Web site platform, please visit www.funeralone.com/revolution.

Heart To Heart™ LLC announces new Ownership

MOBILE, AL— Heart to Heart™, LLC, developer of the “Caring Organizer”® Binder, the “Caring Organizer”® CD and the 24-hour Grief-Counseling service “Caring Voices”® is now owned by **Richard “Dick” Perl**, CCFE. “After using these tools in my location in Mobile, Alabama for the last five years, I knew I had to purchase the company and make sure these tools stayed available to our industry,” Perl stated.

The “Caring Organizer”® Binder and CD are inexpensive tools that funeral professionals can provide to their families to help get them through the tedious paperwork and red tape that ultimately follows a funeral.

The “Caring Organizer”® CD is a software program that contains 49 pre-written letters for family members to use following a death. The user inputs the pertinent information into the data sheet and selects up to 49 different letters to print, such as voter’s registration, driver license cancellation, credit cards, etc.

Heart To Heart™, LLC was the first company to provide such innovative aftercare programs to independent funeral professionals across the country. Heart To Heart™, LLC specializes in aftercare products and services.

For more information, please contact: Dick Perl, President - 866-269-0681, visit www.hearttoheartsite.com or email dperl@bellsouth.net.

Funeral Director Christmas Ornaments are Now on Sale



ROYAL OAK, MI— NRJ Enterprise, LLC are offering a pre-holiday sales on their famous ornaments. These four glass, hand painted, one-of-a-kind beauties are only available through NRJ, LLC.

Attention to detail is given to each and every ornament. The male and female funeral directors are ready for business with a death certificate and shovel in hand. The copper-tone casket, complete with hardware, swing bar and parameters ac-

cented in gold and the 1950s retro style limousine hearse complete the collection.

These collectible ornaments, imported from Poland’s famous ornament factory, are being offered currently as buy three get one free. Mix or match any combination you wish. As an added bonus, shipping is free for this limited time offer.

For more details visit www.graveyardgift.com or call 248-577-9975.

FrontRunner Professional and SympathyNet.com join together to integrate live Webcasting into the Matthews IMS



KINGSTON, ONTARIO, CANADA— FrontRunner Professional, the software development firm that empowers the Matthews IMS, has entered into a strategic Integration Partnership with SympathyNet.com, of Rockaway Park, NY.

SympathyNet will offer the optical equipment, software, and the means to webcast a service live over the Internet without a contract to subscribers of the Matthews IMS. The event is broadcast live, recorded and archived for future generations in the Book of Memories™, which is auto-generated and included in the IMS. The system has also been designed to allow real-time simulcast to overflow areas anywhere within the funeral home. Best of all DVD copies are produced free of charge in minutes through the software allowing the funeral director to provide cherished recording of the event as a revenue stream or as an included part of the services that separates them from others.

Both companies feel the real value lies in the unique ability to turn an internet experience into the human experience that families expect and appreciate if they can’t attend the service, or are restricted by distance or time constraints. And, since the live webcast is archived, it can be watched after the service as a tribute or historical document.

“No professionals are more dedicated to providing personal service that transcends the four walls of their facility than funeral directors. This important value has always been difficult to convey online, until now,” says **Kevin Montroy**, co-founder and CEO of FrontRunner Professional and a funeral director for more than 30 years, “Technology has presented yet another application for us to share with our clients and the families and communities they serve.”

“Webcasts are a blessing to friends or family that are confined or challenged by distance or illness.” Explains **Paul Generowicz**, President of SympathyNet.com, “Not only does it help with grieving, it allows them to honor the deceased and pay tribute with the rest of the attendees. I look forward to being part of this team to help firms excel in providing this greater compassion to the families and communities they serve.”

FrontRunner Professional is integrating SympathyNet’s webcasting feature into the Version 4.0 of the Matthews IMS and Matthews WebSystem slated to be unveiled at the NFDA Expo in Boston; the webcast will be demonstrated along with the other powerful features of the IMS.

The Matthews IMS system has been strategically engineered to continue to evolve with new and exciting applications, plugins and sophisticated market drivers designed to help Matthews customers grow their business and increase profitability. This is just one more piece in that evolution.

Since 1995, FrontRunner Professional has been, and continues to be, the leader in self-administrable website solutions for the funeral profession. With full integration of all other applications sought after by funeral professionals into one simple to use and affordable solution, the Matthews IMS has risen to a level unparalleled by anything else on the market. For more information visit www.frontrunnerprofessional.com.

SympathyNet.com is the North American leader in Funeral Broadcasts and now has raised the bar significantly with the logic and convenience of seamless integration with the Matthews IMS viewed directly through the deceased’s Book of Memories™. For more information visit www.sympathynet.com.

Cooperative Funeral Fund to celebrate 20th Anniversary in Boston



MADISON, CT— Established by **Mark C. Manix** in July of 1989, Cooperative Funeral Fund Inc. (CFF) is relied upon by more than 700 funeral homes nationwide to manage the investment, accounting, compliance and payout of their pre-need funds.

CFF offers both trust and insurance products. Its trust funds are invested in United States Treasury bonds held to maturity. United States Treasury bonds are backed by the full faith and credit of the United States government. CFF uses **National Guardian Life** (NGL) for

its insurance product. To celebrate this momentous occasion, CFF will invite all of its valued clients aboard the Odyssey cruise line for cocktail reception at the upcoming Boston NFDA convention. CFF staff will be located at booth #227.

CFF has enjoyed significant growth since its inception in 1989 and continues to grow and expand its territory. CFF is registered with the United States Securities and Exchange Commission as an Investment Advisor. For more information please contact www.cffinc.com or call (800) 336-1102.

Lynn Moon joins Deaton-Kennedy as South Carolina Sales Representative

JOLIET, IL— Deaton-Kennedy Company is pleased to announce that **Lynn Moon** has accepted the position of Sales Representative for the state of South Carolina. “We are very fortunate to have Lynn Moon on the Deaton-Kennedy team. She has great professionalism and a depth of experience in providing good service and solutions to the funeral directors in her area,” said **Bob Nobles**, Chief Executive Officer.

A lifelong resident of Spartanburg, SC, Lynn attended USC-Spartanburg. She and her husband Bob have two sons, Cory Ezzel and Robby Moon. Prior to joining Deaton-Kennedy Lynn worked in the finance and real estate sectors, and most recently served as a sales representative for another bereavement stationery products provider.

Lynn is active in her community and church where she serves in numerous capacities. An affiliate member and Vice-President of the South Carolina Funeral Directors Association Sales club, she continues to actively support the SCFDA. She is also an affiliate member of the North Carolina Funeral Directors Association.

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 term visions for the future and a willingness to help each customer reach their goals while paying tribute to the families they serve. For more information call (800) 435-4068 or visit www.deatonkennedy.com.



Lynn Moon



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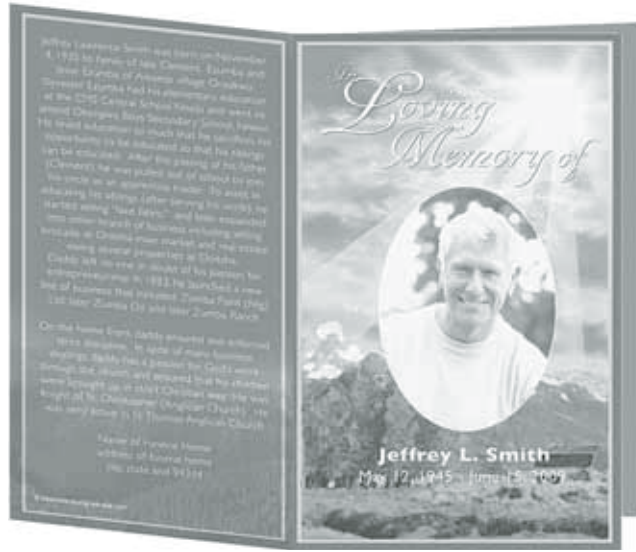


Templates from The Funeral Program Site Gaining Popularity

ORINDA, CA— The Funeral Program Site or also known online as www.funeralprogram-site.com, a successful graphic design studio, is pleased to announce the addition of funeral program customization services! This service provides bereaved families a resource to create funeral programs at minimal costs. The company currently creates an extensive line of funeral programs and templates to help ease the preparations of the funeral or memorial service. The Funeral Program Site assists funeral directors and families from all over the world in creating beautiful funeral programs for their loved one.

The Funeral Program Site was established in 2008 and has since quickly earned the reputation of the web's most trusted resource for quality funeral programs. In late 2008, they were awarded The 2008 Best Customer Service Award from website surfers and voters. With over 75 beautifully pre-designed funeral programs and templates, families are able to select and create a memorial keepsake that is cost effective and easily customizable.

The Funeral Program Site offers a full color, front and back funeral program design as well as a coordinating inside page so the finished result is absolutely stunning! The



An example of one of the funeral program templates available from The Funeral Program Site.

company has already received many raving reviews for providing quality customization services for funeral programs that customers are proud of.

"Without a doubt, the most comprehensive, cost effective funeral program template offer available on the Web. In spite of the circumstances... the unfortunate death of a family member. If it had not been for services offered by Funeral Program Site, there would not have been an obituary available for the recent 04/18/2009 funeral date..." states a grateful Funeral Program Site customer.

Families and funeral related businesses can choose to create the program themselves or now choose our cost effective customization services to relieve the additional task of creating a funeral program. Buyers simply email the information and related photos and receive a professionally formatted program in as fast as a few hours! There is a special package deal available for all funeral related businesses which enables them to make a profit on the production of funeral programs for their families.

The Funeral Programs are available for printing on your home computer or any printing service provider. This promotes flexibility and last minute changes for the creator. Customization services are also available for those who need additional assistance.

"We are the only resource on the web to offer templates in Microsoft Word, Publisher, and Apple iWork Pages. New funeral programs and designs are added every week so you will always have a fresh selection of memorials to choose from," notes CEO and Creative Director, **Carole Galassi**.

Not only does this company offer extraordinary funeral program designs and layouts, there is a wide variety of funeral resources available to assist you in putting together your funeral program and the funeral service. They have also expanded their line of funeral programs to include funeral prayer cards which can be laminated and acknowledgment thank you cards. The funeral programs are offered in brochures, graduated and the traditional single fold programs.

"I found this service on the Web. The Funeral Program Site held my hand and carried me through the entire process. The program that was produced was truly remarkable. I will have it forever, and so will my brothers friends and family", expressed a recent bereaved family member who used our funeral program templates.

CONTINUED ON PAGE B12

F.A.C offers new economy-based Mail Campaigns

BURLINGTON, IA— The advertising professionals at **F.A.C. Marketing** have announced the development of two new direct mail campaigns which approach the idea of preplanning from an economical standpoint.

"It's important to relate to families," said **Derek Baker**, Account Executive for F.A.C. Marketing. "These days everyone is trying to save money. Our new mailers show families that you understand the economical issues they are facing and you are actively offering ways they can save."

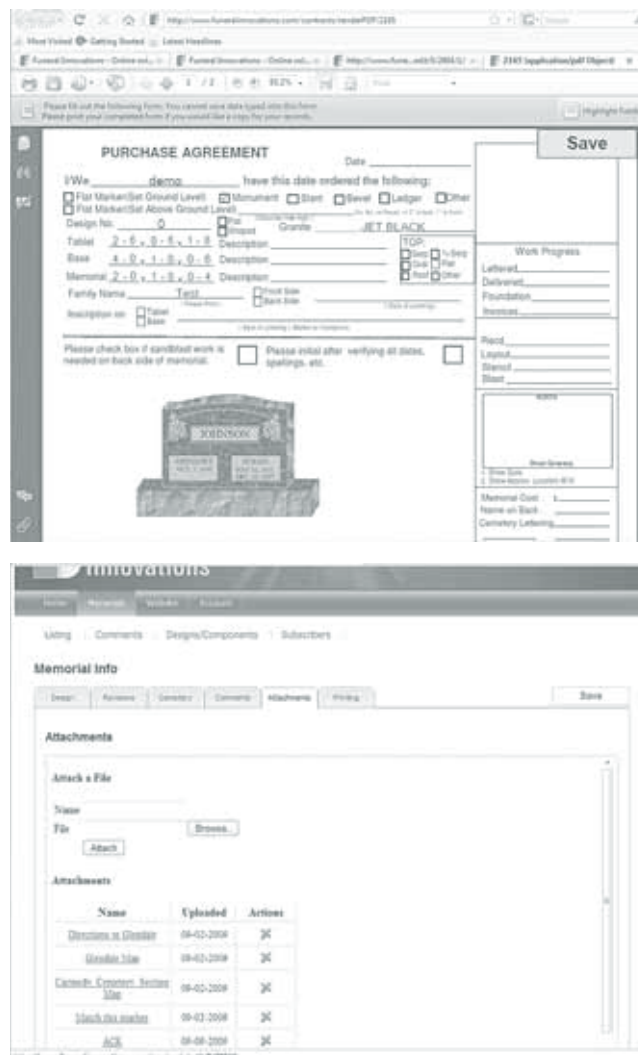
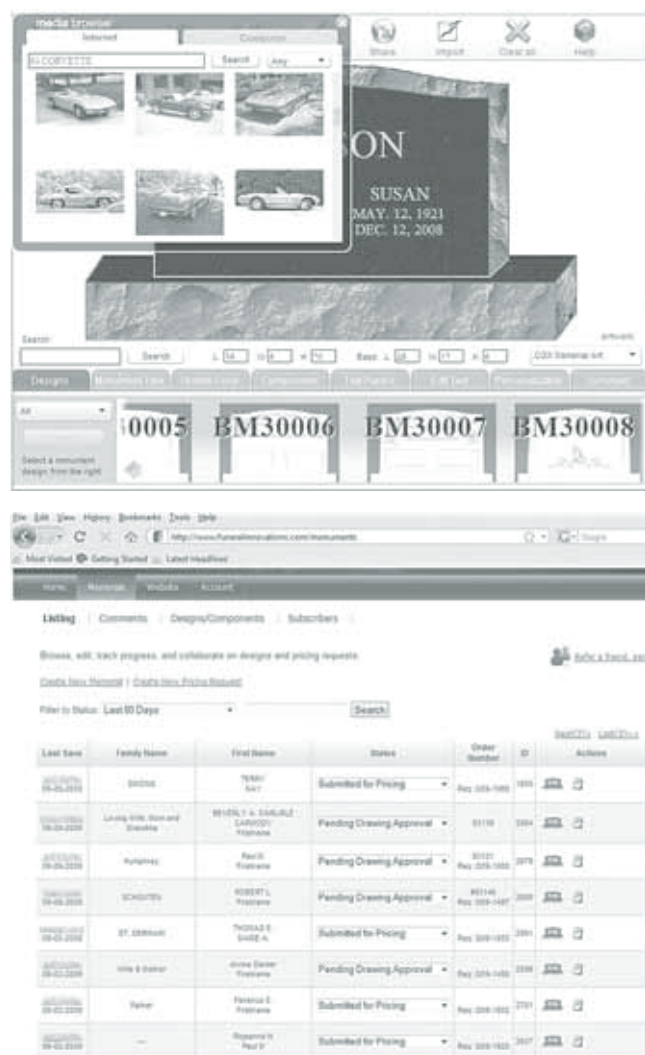
To meet the needs of their clients, F.A.C. Marketing has prepared a survey mailer and a letter mailer on the subject. Each provide an area for the recipient to fill out contact information and each is mailed back to the funeral home in a postage-paid envelope.

"It's also important to remember that direct mail is an economical choice for the funeral home," added Baker. "Because direct mail campaigns are so affordable, just one sale can pay for the entire campaign and have you seeing profits quick."

F.A.C. Marketing is a full-service marketing agency. With years of experience and concentration in the funeral industry, the professionals at F.A.C. Marketing are dedicated to providing custom marketing solutions to each individual funeral home.

For more information on F.A.C. Marketing's preneed lead generating direct mail, or any of their services, please call 800-800-5809. A monthly e-newsletter is also available. Sign up at www.facmarketing.com.

Monument Design Software Increases Sales and Efficiency



search the internet for custom images from royalty free websites, or from scanned images on his computer without leaving the Memorial Designer. A common challenge was being limited to what designs and carvings that were in his sales kit. Now Scott is able to deliver a custom monument every time with unlimited options. As an example, one family wanted a picture of a '64 Corvette on the front and their family farm on the back. In minutes, Scott was able to find the images and import them into the monument for the family to review.

Another goal of Foster Funeral Home was to transform their website into a revenue generating sales tool rather than merely an informational resource. The Memorial Designer also comes with a lead generator which you can place on your website (www.fosterfuneralandcremation.com), allowing family members to create custom monument designs in a simple five-step process. They then submit the lead to you so you can follow up to meet and discuss with the family. The lead generator has helped bring Scott's customers from their website to their front door.

The first step in using the Memorial Designer is to have your granite, or bronze, company contact Funeral Innovations to have their custom designs and carvings securely added to the system. They offer a risk free trial, and can have the setup process complete in less than a week. The Memorial Designer can even be placed on the granite company's website to make the product look like it is offered by them, where you access the Memorial Designer by logging into their website. Most granite companies, just as Scott's granite company, offer the program for free to their salespeople after they see the value.

As the industry evolves, it is important to be able to expand the products offered to the families you serve. If you offer monuments, or are considering offering monuments, the Memorial Designer from Funeral Innovations can greatly simplify the sales cycle and open up a new revenue stream for your funeral home just as it has for Foster Funeral Home.

A live demo of the Memorial Designer can be found at: www.funeralinnovations.com/monuments/view/1/demo.

Screen Shots from the Memorial Designer Software, from Administration and Importing Attachments to the Contract and Final Designs

WEBSTER CITY, IA— Foster Funeral Home's story is much like many funeral homes across the nation. They were looking for ways to increase revenue by expanding their product offerings, and transitioning themselves into more of a full-service funeral home. Up until three years ago Foster Funeral Home chose not to sell granite monuments and markers because of the lengthy sales cycle and additional overhead. Even after they began selling monuments, the process of the monument design, getting approval, and finalizing the setting was very time consuming.

Scott Erickson, a second generation funeral director, began searching for ways to make the monument sales process easier and more efficient. He looked through many products until he found the *Memorial Designer* from **Funeral Inno-**

ventions (www.funeralinnovations.com). The Memorial Designer allows Scott to design a life-like color representation of the monument in front of his families in minutes, using his provider's carvings and designs, and has cut the approval process from days, or weeks, down to minutes. Scott now has the ability to display various monument shapes, colors, and designs on a large television so the families become part of the design process. This unique ability to have families become part of the design process makes it much easier to get the contract signed on the spot, and the accuracy of the design helps the granite company get the approval drawing right the first time nearly every time.

One of the most often used features of the Memorial Designer is the import feature. With this feature Scott is able to

From Our Family To Your Family - Factory Direct



By Jason Kellerman



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plus shipping



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Chevrolet Suburban Conversions
Cadillac Escalade Conversions
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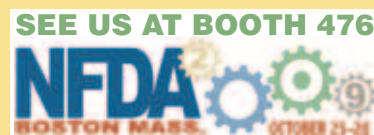
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Latest eco-friendly option from United Priority Distributors receives Green Burial Council Approval and Certification

THREE RIVERS, CA— To a growing number of environmentally conscious people, “going green” sanctifies life. **United Priority Distributors**, a California distributor of memorials, urns, jewelry and caskets, believes it’s also a compelling way to consecrate the passing of a loved one.

The company understands a key trend: More families seek to preserve farewell moments without the use of preservatives. These consumers seek an alternative to the hazardous waste produced by cemetery burials, which typically involve

chemically treated wood and steel caskets, formaldehyde embalming fluid and concrete vaults.

To that end, UPD introduced a new line of biodegradable urns that’s ideal for scattering and cremation burial ceremonies. The extensive collection includes urns of various shapes and themes, including several for “shared scattering.”

“One goal was to make our new line of urns not only biodegradable, but also beautiful, unique and very affordable,” says **Susan Fraser**, executive director of UPD. “Funeral directors



Peaceful Pillow Water Burial Urns

have different budgets and tastes, so we strive to bring them the largest selection of urns available today, complete with excellent service and affordable prices.”

One star of the company’s biodegradable urn line, the *Peaceful Pillow* water burial urn, recently earned a green thumbs-up from the **Green Burial Council’s** eco-certification program, the first of its kind in the industry. “We are pleased to have certified

United Priority Distributors’ *Peaceful Pillow* burial urns as an approved green urn,” said **Joe Sehee**, executive director, of the GBC. (The Green Burial Council is a non-profit organization working to make burial more sustainable, economically viable and meaningful.)

The *Peaceful Pillow*, which is made of 100% biodegradable materials, is used for both land and water

burials, or to scatter ashes. Wrapped in a hemp cord to secure contents, the urn is sturdy and durable, making it suitable for traveling to a scattering or burial destination. A corn starch, water soluble bag is included for the cremated remains. The urn, available in three sizes, is accented with real leaves

and flower petals, and will slip under the water within minutes.

The *Peaceful Pillow* line is available to funeral home and crematoriums exclusively through United Priority Distributors. For more information visit www.unitedpriority.com or call (888)-445-4449.

New Urn Series for 2010 from Elegante



Coffee A LIFE. A LOSS. A TEAR.™ Urn (Patent Pending)



Bright Nickel A LIFE. A LOSS. A TEAR.™ Urn (Patent Pending)

BROOKLYN, NY— **ELEGANTE** will be unveiling its newest urn series, *A LIFE. A LOSS. A TEAR.™* in October at NFDA’s convention in Boston.

The artistic concept has been three years in the making – it’s so distinctive in creativity and design – it’s been registered with The U.S. Government Patent Office.

According to **Robert DeLauro**, project manager and co-designer, “A mere glance at its poignant teardrop-shape, arouses those inner felt emotions of life and loss – and most certainly – a tear”.

The urn collection is available in five color finishes, and it consists of adult urn, matching keepsake, “ultra-keepsake,” and also a matching necklace pendant. Its reasonable price point makes it both eye-catching and affordable.

“Funeral directors appreciate the opportunity to offer their clients more than just an urn sale... the availability of choosing matching accessories makes all the difference, when striving to achieve higher profit margins,” says DeLauro.

For information about *A LIFE. A LOSS. A TEAR.™*, ask your local funeral supplier, or call **ELEGANTE** at (800) 252-7277 and an authorized **ELEGANTE** distributor will contact you. To see the collection be sure to stop at Booth 1025 in Boston.

Candle Perfection® ‘Light of Comfort™’ Catalog is viewable Online



SCOTTSDALE, AZ— **Candle Perfection** has announced their 2009 ‘Light of Comfort’ catalog for online viewing. The catalog features a distinctive selection of cremation products and personalized memorial gifts. The catalog’s main feature is the US Patented, handcrafted *Light of Life™* Candle Cre-

mation Urns and *Keepsafes™*. Additionally, the catalog offers prayer cards, memorial gifts, jewelry, chapel and reception area candles, candle lighting ceremony supplies and cemetery lights.

View the virtual catalog online at www.candleperfection.com or call (480) 515-0808.

NFDA 2010 MORT-PORT™ offers Drain-On-Demand



MORT-PORT from LDI

PORTSMOUTH, NH— **LDI Corporation** announces its new line of “drainable”, protective mortuary garments. The patent-pending *MORT-PORT™* drainage system allows funeral directors to drain body fluids from plastic garments in a safe, efficient manner.

There is a problem in the industry with leakage from overflow of body fluids that continuously accumulate and leak out from protective garments. These fluids are a bio-hazard, cause odor, and can seep out from caskets during a viewing or service. The *MORT-PORT™* provides an easy to use method to drain these fluids away. Our re-sealable opening can accommodate any size aspirator hose. Simply open the port, insert the hose and drain your troubles away.

LDI is working in collaboration with **Ron Novak**, an experienced embalmer from Royal Oak, MI, who developed this device. Ron states: “The number of cases involving edema, organ and tissue donation and longer required storage time has grown dramatically in recent years. This causes more problems with potential fluid leakage. Our Drain-on-Demand feature allows easy access to accumulated fluids, whether on the table or in a casket.”

There has also been a steep rise in malpractice suits against funeral homes for faulty embalming practices. The *MORT-PORT™* is an inexpensive tool to help avoid the high costs and potential damaged reputation caused by such litigation.

LDI Corporation is an industry leader in mortuary supplies and safety solutions. They already provide high-quality mortuary garments and will now add the *MORT-PORT™* as a high-value option on its Unionall. It will also be available on a new *Super-Capri™* design that offers an extended torso for better coverage and added protection. LDI’s drainable *Super-Capri™* eliminates the need for use of coveralls and stockings, thus giving added safeguards at a lower system cost. “We are excited to be the exclusive provider of these innovative safety and cost saving features,” said **Joshua Dame**, Vice President of Sales and Marketing for LDI.

All funeral directors and mortuary suppliers are invited to visit LDI at the NFDA Convention in Boston, MA (Booth # 1568) on October 26-28, 2009.

For further information, please call LDI Corporation at 866-332-0700 or visit their web site at www.LDIolutions.com.

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Amplivox® introduces Victoria Lectern and all new Audio Travel Partner



Victoria Lectern, with the drop top up (L) and down.



Victoria Solid Hardwood Lectern, front and back views.

The SW915 Digital Audio Travel Partner packs more than enough power for even the largest graveside services no matter how close to roads or other noise, and its designed with “simplicity controls” for sound system beginners. Wireless microphone and remote make it easy to care for the needs of those mourning a loss rather than dealing with complicated equipment. Standard equipment includes a UHF 8-channel diversity internal wireless receiver (with choice of handheld, headset, collar

or lapel mic and transmitter,) a CD/RW/MP3 disc player with variable speed control plus SD card slot and USB input. Additional features like ducking, (automatic reduction of music when the microphone is in use) and a remote control make the unit easy to use. The Digital Audio Travel Partner runs on either AC or battery power with up to 10 hours of runtime from two user replaceable 12-volt rechargeable batteries. The self contained system is portable and durable – with retractable handle and large wheels for easy travel and maneuverability.

Sound quality is crystal clear rich and natural because of the two 6.5 in. neodymium woofers and

CONTINUED ON PAGE B13

Anchor Audio Liberty Sound System goes Platinum

TORRANCE, CA— Anchor Audio has introduced the battery powered Liberty portable sound system. The Liberty pumps out 100 watts of clear sound and reaches crowds up to 1000 people. Refreshed and recharged to meet the demands of customers worldwide the Liberty Platinum from Anchor Audio uses a lightweight 10” neodymium speaker and polypropylene enclosure to reduce total weight to just 38 pounds. This makes it easier to transport and set-up any of the models which may include an MP3 player and up to two wireless microphones. Extended battery life, battery charging indicator LEDs and protected knobs and connectors are just a few of the new features. The versatile Liberty Platinum can be used in school auditoriums, conference centers or outdoor venues where power is not available.

Anchor Audio made the first portable sound system in a small building in Torrance, California. Thirty years later and in a much larger factory, production includes more than 15 models with many options. When the words portable sound system are spoken, almost everybody says, “you mean the Liberty sound system?”

With advancing technology and the Anchor Audio design team, new products have been



delivered through the years. Lean manufacturing techniques make it possible to keep a safety stock of finished goods to ship on a daily basis. Anchor Audio strives to maintain the tradition of delivering excellent products that are covered by a six year warranty. For more information call (888) 444-6077 or visit www.anchoraudio.com.

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Design Mart upgrades its popular Online Monument Catalog and Monument Designer



ELBERTON, GA— Design Mart has announced the much-anticipated addition of the popular *Precious Memories* series to their Online Catalog & Monument Designer for funeral homes and cemeteries.

The Precious Memories D900 series features 59 monument designs including companion monuments, family monuments, wing/vase monuments, individual monuments, markers (slants, bevels and flats), ledgers and child monuments.

Many visitors to the Online Catalog & Monument Designer have enjoyed building their own monuments, according to **Mike Fernandez**, owner of Design Mart. But visitors to the site often wanted a selection of completed monuments that only required the addition of names and dates. Those who have tested the new Precious Memories selection with the Online Monument Designer have found it very easy to use.

"Customers can see exactly how their monuments will look in color, and the manufacturers receive a report that includes the design number and text required for each monument," Fernandez says. "Visitors to the site may view a completed monument in five different colors

of granite. Simply clicking a button changes the color as many times as a user would like."

Upon completion, the monument is displayed on a photographic, cemetery-like background, and the users may choose from alternate settings.

The color image and design summary may be emailed to families, other sales associates, retailers or manufacturers for approval, price quotes and delivery times of monuments. The online system is ideal for families who wish to create a monument design on their own, but it is also very popular with funeral homes and cemeteries who want to create designs quickly and easily for their clients.

No CAD experience is required. Users only need an internet connection and a subscription to the Online Catalog & Monument Designer.

Free trials are available to any funeral home or cemetery that would like to try the Online Catalog & Monument Designer.

To take advantage of the free trial offer, contact Design Mart at 800-736-7455 or email d-mart@designmart.com or visit www.designmart.com for more information.

The Universal Eternal Light flickers without 'fire' yet provides the Subtle Illumination of a Real Flame



Three possible versions of the Universal Eternal Light, with AC adapter, solar panel and ground spike.

SOUTH ELGIN, IL— The **Universal Eternal Light** has been proposed as a decorative 'candle' which boasts a flickering electric light bulb as opposed to an open flame and provides users with a decorative accessory for the home without the risk of fire hazards inherent to traditional candles. For those who are protective of their environment but love the appearance of a flickering candle, The Universal Eternal Light is the answer. It comes in a variety of sizes and shapes. The shell of the candle is made of heat resistant plastic or frosted glass and is textured to resemble an actual candle. Hidden within the candle is the flickering light bulb which creates the illuminated effect of a flame. LED light bulbs are filament-free bulbs that never burn out and remain cool to the touch. The Universal Eternal Light is powered by conventional power and can also be solar powered for outdoor/cemetery use.

The Universal Eternal Light was invented by **Alfredo V. Torres** of South Elgin, IL. He said, "This is such a unique item because it gives

the actual appearance of a 'lit' candle and yet there is no smoke, no smell and no possibility of a fire. It stays cool no matter how long it 'burns.' The Universal Eternal Light is great for shut-ins in nursing homes and hospitals, for home use, patio, gardens and in the cemetery for loved ones. The Universal Light has a variety of spiritual saints for religious use. It makes for a great gift. It is safe and that is the best part of all."

To view a graphic of The Universal Eternal Light, along with complete information on design features, advantages, benefits, target markets and distribution channels go to <http://www.inventionpublicity.com/index.php?id=527> or <http://www.sellidea.com/?id=508> or <http://www.virtual-prototype.com/?id=509>.

Development of this product is being handled by **Invention Resource International**. For more information about licensing or sale, contact the Licensing Department at Invention Resource International, 60 E. Rio Salado Parkway, Suite 900, Tempe, AZ 85251.

Templates from The Funeral Program Site Gaining Popularity

Continued from Page B8

The Funeral Program Site has succeeded in providing those who have lost a loved one, an arm of assistance and a confidence of knowing that their loved one's memory will last forever. There are also friendly staff members who are experts in the template applications of Microsoft Word, Publisher, and Apple iWorks.

Helpful funeral programs, video tutorials, live customer support and an exclusive Help Guide are among the available resources to assist everyone in the creation and production of a memorial program.

The company believes in providing a well rounded approach to our valued buyers

thus presenting beautiful designs and user-friendly technical assistance. Visit them online at www.funeralprogram-site.com for a quality funeral program and get a lasting memorial program everyone will cherish and love.

Visit The Funeral Program Site at the NFDA Expo Booth #1412.

Have a blast while giving back at the 2009 FSF Golf Classic!

Join your friends, fellow funeral directors and valued clients on one of the best courses in the metro-Boston area for some good-natured competition and great times at the 2009 Funeral Service Foundation Golf Classic. Stow Acres Country Club boasts two of the best championship layouts in New England, and was recognized by *Golf Digest* as one of the top 50 public golf courses in the U.S.

Your participation will help to:

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

Don't miss out! Register early, as the number of golfers is limited. The registration fee of \$250 includes transportation, continental breakfast, greens fees, cart, lunch gifts and more. A portion of your registration fee is tax deductible. Download a registration form at www.funeralservicefoundation.org or call FSF at 877-402-5900. Sponsorship opportunities also available.



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Destiny Casket expands Hybrid Line



CUPERTINO, CA— Fabulous Destiny International Ltd. has announced the latest in the line of Hybrid Caskets. This Destiny Casket offers a unique combination of Oak Wood and 18 ga. steel.

The Destiny Hybrid Casket, with its unique design and elegant appearance is attractive to both funeral directors and their customers. At the same time, it also provides a valuable alternative to those customers who appreciate

both the natural wood and beautiful, durable metal materials in one casket.

In addition to the line of Hybrid Caskets, Destiny Casket also provides other products such as church trucks to funeral homes and distributors. For more information on the product lines of Destiny Casket please visit www.casketfromchina.com, email destinycasket@yahoo.com, or call 408-850-0082.

FUNERIA launches new Website



GRATON, CA— Northern California-based FUNERIA LLC, a distinguished arts agency and pioneer in the emerging international funerary arts movement since 2001, has launched a new website that introduces visitors to a unique and expansive range of high-end original artist-made cremation urns as well as original designs that are readily available to order. FUNERIA represents both established and emerging artists on its new site, and additional artists in its Northern California gallery, **Art Honors Life® | The Gallery at FUNERIA**, which was recognized as “the nation’s first art gallery dedicated to cremation urns and personal memorial art” by The New York Times upon its opening in 2007 (“In Death as in Life, A Personalized Space” by Patricia Leigh Brown, 1/18/07).

Setting the stage for the vibrant, elegant, and sometimes whimsical artworks that are featured on the website is a quiet background image showing one intimate corner within the more expansive 1,800 sq. ft./167 sq. meter Art Honors Life® gallery. The new site forms a framework that will, over time, include scenes from exhibitions, installations by guest artists, new additions to FUNERIA’s Portfolio, additional artist details, media resources, and a blog. As the only art gallery of its kind, FUNERIA’s ambition for the site includes sharing the ambiance that visitors experience on entering the

gallery, located in Northern California’s premier vineyard region.

According to gallery visitors who have made it a destination in traveling from Europe, the Pacific Rim, and throughout the US, it is a welcoming, surprisingly buoyant and also inspiring environment. FUNERIA and its gallery have been featured on CNN’s Headline News Network as a Small Business Success, on NBC television and other broadcast channels, and in numerous trade publications, major print media and specialty print and online news outlets worldwide that cover a spectrum ranging from trends, luxury goods, home design and the funeral industry.

With the launch of the new website, FUNERIA’s Portfolio has also been defined by four collections: FUNERIA Legacy, Grace, Classics and Naturals. The Legacy Collection offers one-off original artist-made cremation urns and personal memorial artwork that can be commissioned and highly personalized. FUNERIA Grace is a group of original designs that are consistently sized, where the designs can be expected to be quite similar to what is represented, but reflect typical variables that distinguish handmade work. FUNERIA Classics is a group that includes new ceramic designs by FUNERIA’s foremost Portfolio Artists, *Carol Green* and *Lynn Hayes*, that are produced in America’s heartland, are consistent with only slight

variations in color or tone, and are currently available only through funeral service providers and as-available at FUNERIA’s gallery.

The launch of FUNERIA’s Naturals collection is accompanied by the addition of original work, exclusive to FUNERIA, by sculptor *Ante Marinović*. Marinović, a “Maestro de la Pietra” who travels internationally as an advocate and creator of monumental public artworks, was teaching at an annual residency in the Russian River area and, inspired by his visit to the gallery, began carving more intimately scaled urns in white salt. Two of his Sel-tears are featured on FUNERIA’s website and additional designs, plus a carved marble Etruscan-style, gold leaf-lined sarcophagus, are shown in the gallery.

FUNERIA has exhibited and represented the work of more than 150 artists since it debuted its first international Ashes to Art® competition and exhibition of original contemporary artist made urns and vessels in all media at San Francisco’s historic Fort Mason Center in 2001. The artists represented in its Portfolio are primarily former participants with award winning work from what have become highly anticipated biennial events. In 2010, FUNERIA is organizing its 5th international biennial exhibition. Sponsoring organizations are encouraged to inquire about opportunities to align their interests with FUNERIA’s as a means to advance the role of artists and their concepts for contemporary funerary art, and to help families and communities find the most original, beautiful and thoughtful means to honor life.

For further information, email arthonorslife@funeria.com or call FUNERIA at 888 829 1966 (US Toll Free) or 707 829 1966.



Ultimate 1000™ Mortuary Lift adds “Green” to its List of Features



Ultimate Lift 1000

CEDAR RAPIDS, IA— The *Ultimate Lift 1000™*, an industry-leading body lift from **Mortuary Lift Company** recognized for protecting the backs of its users, is focused on protecting the environment, too.

Designed with a self-contained transmission, the Ultimate Lift 1000 requires no oil changes. With oil being one of the most challenging elements to dispose of – and extremely hazardous to the environment – this feature reduces maintenance while reducing your company’s carbon footprint.

And as landfills become overrun with discarded appliances, the Mortuary Lift Company has designed the Ultimate 1000 with no built-in obsolescence. A typical funeral home can expect to purchase one Ultimate Lift for the long term, without the environmental effects – and expense – of having to replace it.

Note that qualifying businesses can take advantage of a 50% savings through the ADA tax credit. Details are available at www.mortuarylift.com.

Mortuary Lift Company will be displaying the Ultimate 1000 at the NFDA International Convention and Expo in Boston, October 25-28, at Exhibit space 525.

AmpliVox® introduces Victoria Lectern and all new Audio Travel Partner

Continued from Page B11

dynamic compression driver. The SW915 is equipped with three Neutrik Combo XLR inputs for wired microphones or instruments. Phantom power is provided for electret or condenser mics that require external power. Integrated digital preamplifier/mixer and battery-preserving class ‘D’ amplifier circuitry produce clear rich intelligible sound! You can use the system for voice or music, from live sources, built-in CD player, or USB input (for MP3, iPod or laptop playback.) Also has voice/music switch and reverb/echo capability. Three optional expansion slots lets you add wireless microphones, cassette players or a digital recorder/player with a 2 GB standard SD card slot for 32 hours of recording.

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 HARRY DOLAN DIRECTOR

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 Many people are members of a lodge, fraternal group, or union that provides a lump-sum death benefit to pay funeral costs. These organizations have such "burial benefits" as one of their membership fringe benefits. The money can range from as low as \$500 to amounts covering the total costs, as in the case of many unions.

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Funeral Business For Sale 5

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- 2004 Superior 68" 24hr Cadillac Limousine black/black top/black leather interior, 28,000 miles
- 2002 Federal 65" 24hr Cadillac Limousine presidential style raised roof, 59,000 miles Great Price \$19,750
- 1999 Federal Cadillac 6-Door Limousine silver/silver top/beige leather interior, 31,000 miles Great Price \$9,500
- 1997 Lincoln 6-Door Limousine black/black top/black leather interior, 62,000 miles \$5995.00
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2003 CADILLAC S&S MEDALIST COACH W/23,153 MILES BLACK EXTERIOR & GRAY INTERIOR

NOT PICTURED

2004 CADILLAC S&S MEDALIST, W/6,250 MILES, CASHMERE EXT
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2004 CADILLAC S&S 90" 5-DOOR LIMOUSINE W/36,408 MILES BLACK EXTERIOR & BLACK INTERIOR



2001 CADILLAC SUPERIOR 6-DOOR LIMOUSINE SILVER EXTERIOR & BLUE INTERIOR W/30,000 MILES NOT PICTURED-BLACK EXT & BLUE INT, ONE OWNER

NOT PICTURED

2004 CADILLAC S&S 6-DOOR LIMOUSINE, SILVER EXT, BLUE INT, W/26,420 MILES
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|---------------------------------|-------------------------|-----------|
| 2005 Cadillac S&S Coach | Wht/Wht Ext/Neutral Int | 16,000 mi |
| 2004 Cadillac S&S Coach | Wht/Wht Ext/Gray Int | 40,700 mi |
| 2002 Cadillac Superior Coach | Blk/Blk Ext/Gray Int | 54,000 mi |
| 2001 Cadillac Masterpiece Coach | Wht/Wht Ext/Blue Int | 26,000 mi |
| 2001 Cadillac Eagle Coach | Wht/Wht Ext/Blue Int | 43,100 mi |
| 1998 Cadillac M&M Coach | Blk/Blk Ext/Blue Int | 72,300 mi |
| 1997 Cadillac M&M Coach | Wht/Wht Ext/Burg Int | 66,000 mi |
| 1996 Cadillac Federal Coach | Blk/Blk Ext/Blk Int | 47,750 mi |
| 1996 Cadillac M&M Coach | Wht/Wht Ext/Blue Int | 62,000 mi |
| 1992 Cadillac Federal Coach | Wht/Wht Ext/Blue Int | 24,000 mi |

LIMOUSINES

| | | |
|--------------------------------------|---------------------------|-----------|
| 2005 Cadillac S&S 6-Door Limo | Wht/Wht Ext/Blue Int | 22,000 mi |
| 2003 Cadillac Eureka 90" 5-Door Limo | Drk Blue Ext/Drk Blue Int | 55,000 mi |
| 2003 Cadillac Eureka 90" 5-Door Limo | Drk Blue Ext/Drk Blue Int | 57,000 mi |
| 2002 Cadillac M&M 5-Door 90" Limo | Blk Ext/Blk Int | 54,400 mi |
| 1999 Cadillac Eureka 6-Door Limo | Wht/Wht Ext/Blue Int | 39,000 mi |
| 1996 Cadillac Superior 6-Door Limo | Blk/Blk Ext/Blk Int | 78,500 mi |

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| | | |
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|------------------------------|----------------------|-----------|
| 2007 Sprinter Limo Bus | Blk Ext/Blk Int | 23,000 mi |
| 2006 Sprinter Delivery Cargo | Wht/Wht Ext/Grey Int | 49,000 mi |

COACHES

| | | |
|------------------------------|---------------------|-----------|
| 2001 Cadillac Eureka Coach | Silver Ext/Blk Int | Low Miles |
| 2000 Cadillac Eureka Coach | Blk Ext/Blk Int | Low Miles |
| 1988 Cadillac Superior Coach | Silver Ext/Grey Int | 89,000 mi |

LIMOUSINES

| | | |
|-----------------------------------|----------------------------|-----------|
| 2004 Cadillac DTS 6-Door Limo | Silver Ext/Blk Int | 21,000 mi |
| 2001 Cadillac Executive Limo | Charcoal Grey Ext/Grey Int | 45,000 mi |
| 2001 Cadillac Deville 6-Door Limo | Blk Ext/Blk Int | 62,000 mi |
| 1999 Cadillac Deville 6-Door Limo | Silver Ext/Grey Int | 40,000 mi |
| 1996 Lincoln 6-Door Limo | Blk Ext/Blk Int | 70,000 mi |

SEDANS

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|--------------------------|--------------------|------------|
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| 2006 Chrysler 300 Hemi C | Blk Ext/Grey Int | 55,000 mi |
| 2005 Cadillac STS Sedan | Silver Ext/Blk Int | 43,000 mi |

Funl Business For Sale Cont'd 5

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- 2009 Chevy Suburban w/custom casket tbl w/8 built in rollers w/ entry ramp
- 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
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 - 2005 S&S Cadillac Metalist - Silver/Black Top, Oval Window - Power Table, Wig Wags/Flag Holders
 - 2004 Federal Lincoln 24-hr/6-Dr Limo - Black/Black
 - 2004 Federal Cadillac 24-hr/6-Dr Limo - Silver/Black
 - 2003 Chevy Express Van w/ Link System
 - 2003 Federal Cadillac Hearse - Silver/Blue
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- SOLD -

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Hearse/Limousines Cont'd 8

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HEARSESES

| | |
|---|-------------------------------|
| 2009 Cadillac Eagle Echelon Ext Table | black/black leather |
| Cadillac S&S Imperial Ext Table | black/black leather |
| 2007 | |
| Cadillac Eagle Hearse | blue/blue leather |
| 2006 | |
| Cadillac Eagle Hearse Oval Window | white/blue leather |
| 2004 | |
| Lincoln Eagle Oval Window Ext Table | black/black leather |
| Cadillac Eagle Hearse | silver/black top/blue leather |
| Cadillac Eagle Oval Window | white/blue leather |
| Cadillac Eagle Hearse | silver/gray top/gray leather |
| Cadillac S&S Hearse | blue/black leather |
| Cadillac S&S Hearse | black/blue leather |
| 2002 | |
| Cadillac Superior Hearse | silver/blue leather |
| 2000 | |
| Cadillac S&S Victoria | black/black leather |
| 1999 | |
| Cadillac S&S Hearse | black/blue leather |
| Cadillac S&S Masterpiece (2 in stock) | blue/blue leather |
| Cadillac Federal Hearse | blue/black leather |
| 1998 | |
| Cadillac S&S Victoria Ext Table | black/black leather |
| 1997 | |
| Cadillac M&M Hearse | black/blue leather |

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|--|-------------------------------|
| 2005 | |
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| Cadillac S&S 6-door (2 in stock) | blue/blue leather |
| 2004 | |
| Cadillac DaBryan 5-door | lt blue/gray leather |
| Lincoln LCW 24 Hour (2 in stock) | gold/black top/black leather |
| 2003 | |
| Cadillac S&S 6-door | gold/black top/black leather |
| Cadillac S&S 6-door | white/black top/black leather |
| 2002 | |
| Cadillac LCW 6-door | black/black leather |
| Cadillac Superior 6-door | silver/black top/blue leather |
| 1999 | |
| Cadillac Superior 6-door | blue/blue leather |
| 1998 | |
| Cadillac S&S 6-door | white/burgundy leather |
| 1997 | |
| Cadillac S&S 6-door | white/blue leather |

FIRST CALL

| | |
|-------------------------------|--------------------------------|
| 2009 | |
| Chrysler Eagle 1st Call | silver/black top/gray interior |
| 1998 | |
| Chevy Lumina Sedan | gray/burgundy interior |



2004 CADILLAC EAGLE OVAL WINDOW HEARSE
white with blue leather



2004 LINCOLN LCW 24-HOUR LIMO
gold with black top and black leather



2003 CADILLAC S&S 6-DOOR LIMO
white with black top and black leather

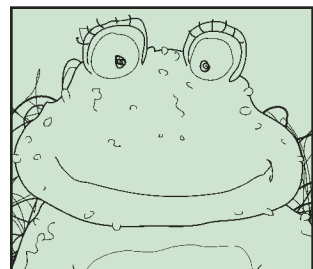
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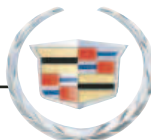
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