

Thacker acquires assets of AMPCOR, II



New Hardware Press



New Vacuum Metalizer

CLINTON, MD— C.J. Thacker, President of **Thacker Casket Manufacturing** is pleased to announce the acquisition of the assets of **AMPCOR, II**, one of America's oldest and most respected makers of fine casket handles and hardware.

Founded in Chicago, IL in 1916 by **Ralph Christian**, AMPCOR, II was originally known as **The Merit Company**. In 1956, the name was changed to **American Met-**

al Products (AMPCOR). In 1962, as business expanded, the company relocated to a larger factory in LaPorte, IN. AMPCOR, II grew to become the largest independent manufacturer of casket hardware with a worldwide customer base. The company closed its doors abruptly in January 2010, primarily as a result of increased competition from casket hardware being imported from China.

The Thacker Family respected AMPCOR, II's rich history, and the quality products that they manufactured. The Thackers did not want to see AMPCOR, II's many unique hardware designs disappear forever from the casket industry.

The AMPCOR, II purchase dovetailed nicely with Thacker's own hardware manufacturing initiatives. In 2009, Thacker invested over \$1.5 million dollars to purchase an injection molding machine, a vacuum metalizer, and a roll bar machine. **Jim Spinks**, Thacker's Vice President of Manufacturing Operations says that, "Here in Florence, AL, we have been producing many of our own handles and hardware sets for the last six months. The addition of the AMPCOR, II presses and molds will dramatically enhance Thacker's production capabilities. We are excited to begin this new chapter in the

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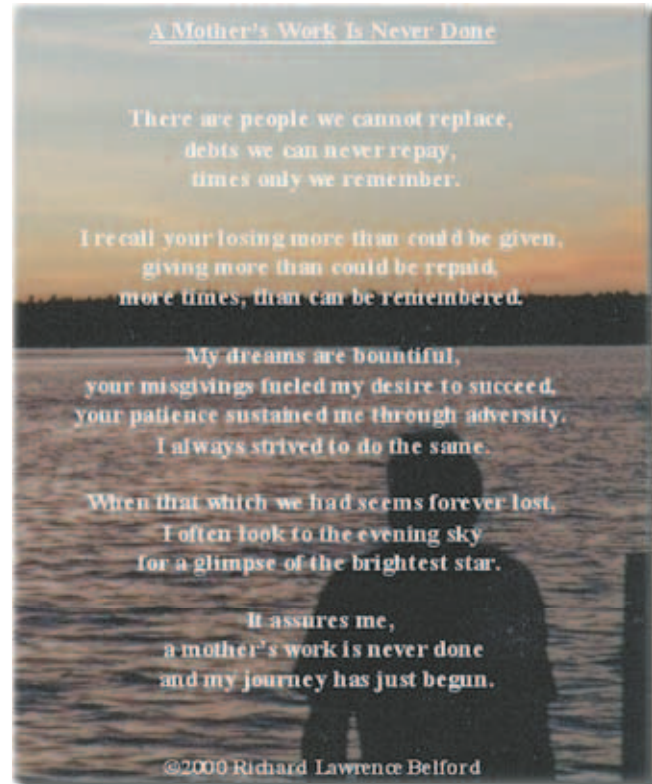
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Richard Lawrence Belford publishes Inspirational Illustrations



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Richard Lawrence Belford

OTTAWA, ON, CANADA— **Richard Lawrence Belford** is a writer/photographer who illustrates his writing with his photography. He truly believes that his parables and inspirational illustrations provide fresh choices to funeral stationery

CONTINUED ON PAGE B2

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CALENDAR of Events

CONVENTIONS/ CONFERENCES

Casket & Funeral Supply Assoc (CFSa) - Nov 15-16, 2010, Crowne Plaza Union Station, Indianapolis, IN. 847-295-6630. www.cfsaa.org mallen@cfsaa.org

Connecticut FDA - Dec 02, 2010, The Hartford Marriott Rocky Hill, Rocky Hill, CT. Exhibits. 800-919-2332. www.ctfda.org connfda@aol.com

OGR Annual Conference - Apr 08-09, 2011, Loews Atlanta Midtown, Atlanta, GA. 800-637-8030. www.ogr.org

Virginia Morticians' Association - Jun 26-29, 2011, Roanoke, VA. Exhibits. www.virginiamorticiansassociation.org

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

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

MEETINGS/SEMINARS

OGR Fall Forum - Nov 01-02, 2010, Marriott Cincinnati at Rivercenter, Cincinnati, OH. 800-637-8030. www.ogr.org

The Academy Training Dates - Nov 02-03, 2010 Financial Aspects of Advance Funeral Planning, The Academy Training Center, Franklin, OH. 800-331-6270. www.theoutlookgroup.com

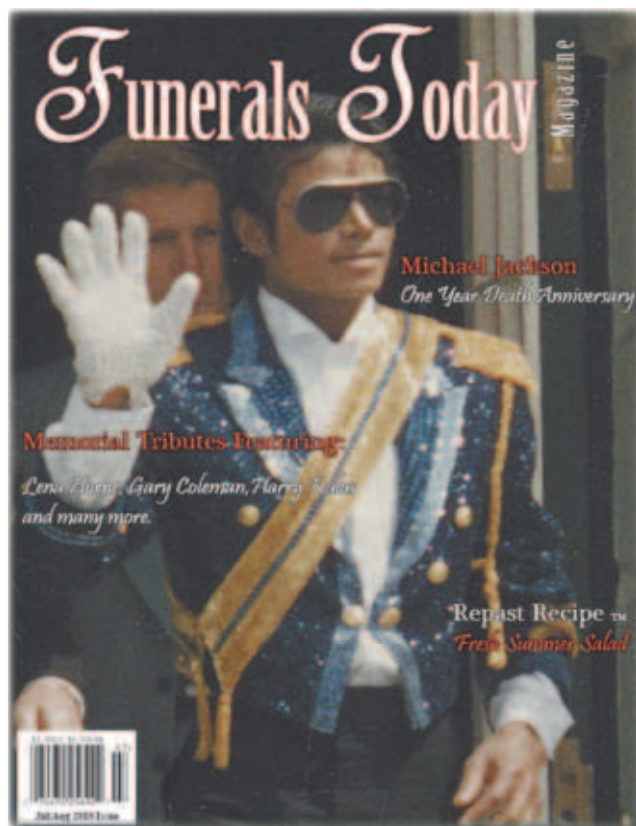
Funeral Service Business Forum - Nov 17-19, 2010, Palazzo at the Venetian, Las Vegas, NV. 732-730-2586. katesboylston.com/bizforum tparmalee@katesboylston.com

Assoc of California Cremationists Crematory Operator Training - Feb 09, 2011, Embassy Suites Hotel, Sacramento, CA. 562-596-0464. www.acinfo.org kmtacc@hotmail.com

MKJ Marketing Seminar - Mar 21-24, 2011, Naples, FL. 888-655-1566. www.mkjmarketing.com

Assoc of California Cremationists Crematory Operator Training & General Meeting - Jul 20-21, 2011, Embassy Suites, Oxnard, CA. Exhibits. 562-596-0464. www.acinfo.org kmtacc@hotmail.com

Funerals Today Magazine teams up with local Funeral Directors



PHILADELPHIA, PA— *Funerals Today* the innovative magazine published bi-monthly to over 17,000 subscribers globally is proud to announce that subscribers are being given a chance to reach local funeral directors in their communities. Starting now, for a fee funeral directors can register their funeral home on *Funerals Today's* website and also be included in *Funerals Today* Magazine for 12 months.

Funerals Today is the go-to guide for our elderly community and their families. They seek us for change, innovation, progress and life making decisions regarding final tributes. *Funerals Today* is the first magazine geared toward educating families about the funeral service industry and our goal is to Educate, Enlighten and Entertain you every day. *Funerals Today* is available on Barnes and Noble.com and many U.S. websites including www.FuneralsTodayMag.com. Funeral directors, mortuary schools, conventions and individual subscribers are just some of the organi-

zations and companies that subscribe to *Funerals Today*, why not you?

Funeral directors are clearly the first choice for grieving families. Funeral rites are as old as the human culture itself, predating modern times, to at least 300,000 years ago. Funeral directors have grown to entrust *Funerals Today* magazine to their families because it takes pressure from the grief process by consoling the family before and after services.

Funerals Today is excited about the opportunity to join together with local funeral homes and develop a relationship that introduces both the products and services they want and need.

Eternal Enterprises, Inc. is the parent company of *Funerals Today* Magazine, the *Helping Hurting Hearts Network* and *Funeral Divas™*. Other Eternal Enterprises, Inc. resources include "Your Ideal Funeral" Workshop, **The Warner Funeral Home** and Advertising and Marketing. Contact info@FuneralsTodayMag.com or www.FuneralsTodayMag.com.

FuneralSourceOne.com introduces the FS1-Super 1,000 lb. Body Lift



Hydraulic Embalming/Operating Table

FALL BRANCH, TN— **FuneralSourceOne.com** introduces the new *FS1-Super 1,000 lb. Body Lift*. The FS1 is capable of handling up to 1,000 pounds with a single operator. The lift features a Quick Load Bar and Straps, allowing the operator to lift and unload into a casket without a problem. The EZ Store Legs fold back for easy storage and to maximize space in small embalming rooms. The lift is an exclusive item with **FuneralSourceOne.com**. It is being offered at a price to fit any budget and carries a limited four-year warranty.

FuneralSourceOne.com also has several new items

available. The new *Hydraulic Embalming/Operating Table* is completely foot-pedal operated, no hands required to adjust the height or lock the wheels, and has an extra deep trough that prevents splashing. Also introduced is the *Multi-Level One Person Mortuary Cot*, which is available in both a regular and a high version for higher vehicles.

FuneralSourceOne.com was established in 2009 by **T.R. Ward**, and serves independently owned funeral homes in the US and Canada. For more information visit FuneralSourceOne.com or call 888-792-9315.

Richard Lawrence Belford publishes Inspirational Illustrations

Continued from Page B1

and memorial products, especially to the Baby Boomer generation; choices that cast a much more hopeful, encouraging and celebratory light, not on a person's death, but on their life.

Richard has now had his writing published in the September 2010 issue of the United Kingdom's largest circulation funeral magazine, **Mulberry Publication's Funeral Service Times**, where his work is set to appear again, in either their October or November issue. His inspirational illustrations are also being published in an upcoming issue of *Funerals Today Magazine*, Philadelphia, PA.

Richard's vision is to see his artwork serve the bereavement market through registry books, service folders, acknowledgement cards, cremation urns, and memorial products. It is his sincere hope that you will be touched by the sampling of his inspirational illustrations. Visit his website at www.richardlawrencebelford.ca, where you can view additional selections of his inspirational illustrations, find out more about his writing experience and gain some insight into his creative journey.

A married father of two daughters and the eldest of three sons, Richard grew up in Nepean, Ontario, Canada. He can be contacted by email at rlbelford@rogers.com.

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

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Whitman Burial Vault & Commonwealth Casket hold Second Annual Open House



WHITMAN, MA— On September 15, 2010, **Whitman Vault** and **Commonwealth Casket** held their second annual Open House. It was a day of education and fun for over 100 funeral directors and personnel in attendance.

During the course of the event, funeral directors attended a Blood Borne

Pathogen class and received 3 CEU credits. Whitman Vault manufactures the **Trigard** brand of lined vaults; one of every style vault was displayed in every color option offered. This gave all in attendance a firsthand look at the wide range of burial vaults they can offer to the families they serve.

Whitman Vaults' sister company, Commonwealth Casket, had a full display of their entire line of wood and metal caskets. Commonwealth Casket is proud to say all of the caskets they offer are made in the United States of America.

Throughout the day there were multiple demonstrations, raffle prizes, visits

with multiple vendors, and a Texas-style barbecue.

Whitman Vault and Commonwealth Casket hold this event annually. For more information regarding this event or any of the products they offer, please call 866-953-2909 or email bruce@commonwealthcasket.com.

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widest-opening casket doors and the highest floor-to-ceiling entry in the industry.

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Live Forever Monuments introduces Chambered Cremation Memorial Display



SARASOTA, FL— Live Forever Monuments LLC (LFM) out of Sarasota, unveils the “Casket for the Cremation Industry.” As the industry as a whole adjusts to the ever rising number of cremation calls, the most successful firms have chosen to make the necessary changes in what they offer the customer. Often, firms neglect to inform their customers of the vast array of merchandise available regarding higher end cremation products, thus shortchanging themselves and the families they serve. Recent statistics show that families interviewed (cremation) stated that their funeral professionals never spoke of or presented even a fraction of available cremation merchandise at or around the time of services. Those same families stated that they likely would have made additional purchases had they known certain cremation

merchandise even existed. LFM has responded to the needs of both the industry professional and the customer by introducing the ultimate line of cremation products. Leading the line is the chambered cremation memorial which is essentially the finest urn display case of its kind. Designed to accent and display the cremation urn is only the beginning. These fine products, which are available in single, double, and triple chambers, are made from actual Maple and Cherry hardwoods. Their exquisite finishes and precise craftsmanship are accentuated by the addition of marble bases within the display chambers along with suede chamber wall linings. To marry this “old school” type craftsmanship to today’s technologies, LFM has integrated advanced LED lighting systems and high quality mul-

tifunctional digital picture frames. The end results are stunning pieces that allow both the industry professional and the customer options never before available. The professional may now replace the “Urn + Picture + Flower Arrangement” cremation service, that has been played out for over half a century, with a dynamic new eye catching product that is sure to captivate all onlookers and entice further inquiry. The customer now has new home options rather than simply putting the urn on a mantle, and may customize and decorate these products as they wish, thus creating their own magic. Such options help to empower the grieving family and ease end of service bereavement. It might be said that these products actually encourage the celebration of life. With much room for the professional to

increase revenue through rental programs and direct sales, the LFM product line is perhaps the most comprehensive ever assembled. The products work hand in hand with almost all standard sized urns, regardless of the manufacturer. They can also be used with other cremation products. LFM has a full line of accessories to account for any need the user (professional or family) may wish. Accessories include: matching tables, flag cases, display stands, memorial plates, easels for service medals and awards, and much more. Memorials may also be monogrammed with a specific firm logo. If the industry profession is serious about stepping up to the plate and providing the very best, Live Forever Monuments is looking for some good dealers. Inquire today at: www.liveforevermonuments.com.

Environmentally Friendly Mortuary Supplies by LDI Corporation now available on MortuaryMall.com

WILTON, CT— MortuaryMall.com and LDI Corporation are proud to announce that MortuaryMall.com is now offering LDI Corporation’s lines of environmentally friendly body bags and safety designed plastic mortuary undergarments, including LDI’s patent-pending *Mort-Port™* line of “drainable”, protective garments. The LDI mission is to design and develop products that offer environmental and safety benefits, and their philosophy is “there is no reason to use products that are damaging to the environment and pose a health threat. LDI has the technology to provide safe alternatives that offer superior performance

and competitive cost.” LDI is known for supplying high quality, environmental and safety designed mortuary products to funeral homes, coroners, medical examiners, organ and tissue recovery groups, universities, labs and EMS markets. Each of LDI’s products are designed to protect staff from exposure to potentially hazardous fluids. Their environmental and safety designed mortuary supplies include PVC-free body bags and plastic mortuary undergarments. LDI’s line of environmentally friendly body bags include: EnviroMed-Bag® Body Bags, EnviroMed-Bag® Deluxe Body Bags, EnviroTough-Bag™ Body Bags, and Enviro-BodyBag™.



Mort-Port Drainable Protective Garments

LDI’s line of safety designed plastic mortuary undergarments include: Unionalls, Coveralls, Pants, Sleeves, Stockings, Mort-Port™ Unionalls, and Mort-Port™ Super-Capri™ Pants. LDI’s plastic mortuary undergarments can be found in the Prep Room category on MortuaryMall.com, and their environmentally friendly body bags can be found in Removal & Transfer category on MortuaryMall.com.

LDI Corporation was founded in 2004 by plastic and textile engineers with the goal of developing environmentally friendly products as alternatives for industry. They offer PVC-free and Phthalate-free products, supplies and innovative solutions to markets such as architects, designers, furniture manufacturers, funeral homes, hospitals, surgery centers, research labs, universities, long term care facilities, medical examiners, morgues, EMS, and police/ fire and rescue units.

Based in Connecticut, MortuaryMall.com is a family owned business run by members of the Bergin family, whose funeral homes have served Connecticut families for more than 135 years. MortuaryMall.com currently offers more than 13,000 products, ranging from traditional funeral supplies to an unparalleled selection of name brand products important to today’s funeral homes, including flat panel TVs, DVD players, GPS devices, computers, software, portable PA systems, furniture and decorative items. Many of the products on MortuaryMall.com qualify for free or low cost shipping, and each purchase is protected by an A-to-Z Safe Buying Guarantee. MortuaryMall.com is a member of the *National Funeral Directors Association Business Exchange* and the *International Memorialization Supply Association (IMSA)*. For more information or to place an order please visit www.mortuarymall.com.

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 <p>2010 Eagle Chrysler T&C Touring Funeral Van black, black top, gray cloth</p>	 <p>2010 Eagle Cadillac Ultimate Premier Elite Hearse silver, black crown top, black leather, electric table</p>	 <p>2006 Eagle Cadillac Ultimate Hearse silver, black top, black leather, urn enclave</p>
 <p>2003 Eagle Cadillac Ultimate Hearse dark blue, dark blue top, blue leather</p>	<div style="font-size: 2em; font-weight: bold; opacity: 0.5; position: absolute; top: 50%; left: 50%; transform: translate(-50%, -50%); pointer-events: none;">-SOLD-</div>  <p>2003 Eagle Cadillac Ultimate Elite Hearse dark blue, dark blue top, blue leather, electric table</p>	<div style="font-size: 1.5em; font-weight: bold; border: 1px solid black; padding: 2px; display: inline-block; margin-bottom: 5px;">Two Available</div>  <p>2002 Federal Cadillac Six Door Limo white, blue leather</p>
 <p>2005 Eagle Cadillac Ultimate Elite Hearse dark blue, dark blue top, blue leather, electric table</p>	 <p>2006 Eagle Cadillac Ultimate Hearse silver, gunmetal crown top, gray leather, oval window</p>	 <p>2010 Eagle Chrysler T&C Touring Funeral Van white, white top, neutral cloth</p>

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Kates-Boylston Publications promotes Allison Sullivan and Thomas Parmalee

WALL, NJ— **Kates-Boylston Publications** recently promoted two employees. **Allison Sullivan**, formerly the company's art director, takes on the new role of director of advertising and creative services. Sullivan, who has been with the company more than six years, will continue to provide the vision that has allowed *American Funeral Director* and *American Cemetery* magazines to consistently win awards for its design. She now also manages the company's advertising services.

"I look forward to continuing to provide our advertisers with solutions to connect with more death-care professionals, and working with our sales staff here," Sullivan said. "In **Anthony Kaniuk** and **Trish Gallotta**, we have two people who know what our advertisers need. **Gary Pfaff** and **Chris Savia** also help our advertisers through their work with the *American Blue Book of Funeral Service*."

Thomas A. Parmalee, formerly the company's executive editor, has tak-

en on the role of editorial director. He joined the company more than four years ago as associate editor with *American Funeral Director* and *American Cemetery* magazines before becoming the editor of *Funeral Service Insider*. Parmalee will continue to serve as editor of *Funeral Service Insider*, but he now also leads the editorial staff of *American Funeral Director* and *American Cemetery* magazines.

"I've enjoyed connecting with so many death-care professionals over the years, and I look forward to serving our audience in this expanded role," Parmalee said. "Our two other editors, **Brian Johnson** and **Tanya Kenevich**, are great to work with, and together, we will continue to provide the hard-hitting content, analysis and news that our readers have come to expect."

Rounding out the Kates-Boylston team are Ad Traffic Coordinator **Angelo Scribellito** and Customer Care Manager **Christine Kaniuk**. To learn more about Kates-Boylston Publications, visit www.katesboylston.com.

Wilbert announces Award Winners at Wilbert Manufacturing Association Conference

BROADVIEW, IL— **Wilbert Funeral Services, Inc.** (WFSI) presented its sales and service awards at the *Wilbert Manufacturing Association (WMA)* annual meeting in Albuquerque, NM. The ceremony took place during the awards banquet on September 21.

For achieving the highest overall revenue in cremation products, **Arnold Wilbert Corporation** in Goldsboro, NC, received the Pinnacle award for cremation sales. Receiving sales awards for their performance in growing sales with cremation products were **Williams Wilbert Vault**, Des Moines, IA; **Quincy Wilbert Vault**, Quincy, IL; and **Arnold Wilbert Corporation**.

In recognition of their performance in revenue percentage growth, the following ten firms were honored with Pinnacle awards for overall sales – **Wilbert Vault of Connecticut**, Bridgeport, CT; **The Fort Miller Service Corp.**, Greenwich, NY; **Smith Wilbert Vault**, Bangor, PA; **Turner Vault**, Lima, OH; **Columbus Wilbert Vault**, Columbus, GA; **Windsor Vault Company**, Oldcastle, ON; **Quincy Wilbert Vault**, Quincy, IL; **Western Wilbert Vault**, Minot, ND; **Memorial Monuments and Vaults**, Meridian, ID; and **SI Funeral Services**, St. Joe, MO.

Four licensees were acknowledged with an award for growth in total overall sales over the past year. They were **The Fort Miller Service Corp.**, Greenwich, NY; **Josten Wilbert Vault**, Sioux Falls, SD; **Wilbert Vaults of Houston** and **Arnold Wilbert**, NC.

In total, 58 licensee operations

A Record 58 Locations Honored With USP Designation

achieved the status of Ultimate Service Provider, the highest service honor one can achieve as a Wilbert licensee. Only licensees that score in the top 15% on the rigorous graveside service evaluation are eligible for the Ultimate Service Provider award. Among the standards that are rated by WFSI field service engineers are the condition of the equipment and materials, the appearance of the personnel and the quality of the Wilbert vaults.

Ultimate Service Provider winners were **SI Funeral Service**, Commerce City, CO; **Bailey Monument and Vault**, Waycross, GA; **Burlington Wilbert Vault Works, Inc.**, Crestview, FL Burlington IA; **Wilbert Burial Vault Co.**, Clinton Wilbert Vaults, Inc., Clinton, IA; **Roland-Wilbert Vault Co., Inc.**, Marion, IA; Fort Dodge, IA; **Mason City Wilbert Vault Co.**, Mason City, IA; **Sioux City Wilbert Vault Co.**, Sioux City, IA; **Waterloo Wilbert Vault Co.**, Waterloo, IA; **Northern Illinois Vault Co., Inc.**, Belvidere, IL; **Kelley Vault Co., Inc.**, Danville, IL; **Knauer, Industries, Ltd.**, Joliet, IL; **Peoria Wilbert Vault Co., Inc.**, Metamora, IL; **Quincy Wilbert Vault**, Quincy, IL; **Sterling Vault Co.**, Sterling, IL; **Schultz Wilbert Vault Co.**, Streator, IL; **Minnick Services, Corp.**, Ft. Wayne, IN; **Richmond Wilbert Vault**, Richmond, IN; **SI Funeral Services**, Kinsley, KS; **SI Funeral Services**, Wamego, KS; **SI Funeral Services**, Wichita, KS; **Richards-Wilbert, Inc.**, Hagerstown, MD; **Brutsche**

Concrete Products, Battle Creek, MI; **Saginaw Wilbert Vault Corporation**, Saginaw MI; **Brown-Wilbert, Inc.**, Lakeville, MN; **Brown-Wilbert, Inc.**, Mankato, MN; **Brown-Wilbert, Inc.**, Morris, MN; **Brown-Wilbert, Inc.**, Redwood Falls, MN; **Brown-Wilbert, Inc.**, St. Cloud, MN; **SI Funeral Services**, Grandview, MO; **SI Funeral Services**, Moberly, MO; **SI Funeral Services**, Rolla, MO; **SI Funeral Services**, Springfield, MO; **SI Funeral Services**, St. Joseph, MO; **St. Louis Wilbert Vault Co.**, St. Louis, MO; **Asheville Wilbert Vault Services, Inc.**, Candler, NC; **Yates Wilbert Vault Co., Inc.**, Charlotte, NC; **Arnold Wilbert Corporation**, Goldsboro, NC; **Goria Enterprises, Inc.**, Greensboro, NC; **Wilbert Vault Company**, Lumberton, NC; **Brown-Wilbert, Inc.**, Fargo, ND; **Northern Wilbert Vault Service**, Grand Forks, ND; **Baxter Burial Vaults**, Cincinnati, OH; **Turner Vault**, Lima, OH; **Bell Vault & Monument**, Miamisburg, OH; **Turner Vault**, Northwood, OH; **SI Funeral Services**, Lawton, OK; **SI Funeral Services**, Oklahoma City, OK; **SI Funeral Services**, Sulphur, OK; **SI Funeral Services**, Tulsa, OK; **Columbia Wilbert Vault Co.**, Cayce, SC; **Wilbert Burial Vault Co., Inc.**, Greenville, SC; **Charleston Wilbert Vault Co., Inc.**, Summerville, SC; **Lawrenceburg Burial Vault, Co.**, Lawrenceburg, TN; **Wilbert Vaults of Houston**, Houston, TX; **SI Funeral Services**, San Antonio, TX; **Richards-Wilbert, Inc.**, Mt. Jackson, VA; **Richards-Wilbert, Inc.**, Roanoke, VA and **Brown-Wilbert, Inc.**, Sun Prairie, WI.

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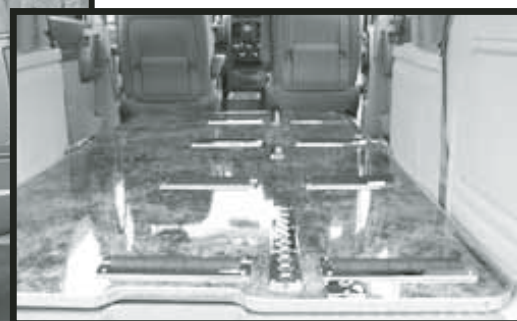
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Tributes.com launches 100th TV Station Co-brand and Inks Deal with Ancestry.com

Surpasses One Million Monthly Unique Visitors through Build-Out of the Tributes Online Obituary Distribution Network

BOSTON, MA— Tributes, Inc., the online resource for local and national obituary news, announced on the second anniversary of the official launch of its flagship site, Tributes.com, that the increasingly popular web destination, coupled with its growing network of media partners, now regularly supplies more than one million unique consumers per month with reliable access to obituary news. The company's strong traffic performance has been fueled primarily by increased brand awareness through its expanding channel of funeral home partners along with the 100+ television stations that make up the Tributes Network and feature Tributes-powered obituary sections on their websites. In addition to individual station deals, Tributes has also established broad relationships with a number of television groups including Local TV LLC, Scripps, Belo and Allbritton Communications.

The Tributes Network is the only assemblage of broadband media in the country focused solely on the distribution of obituary news. Tributes credits its rapid penetration to its turnkey solution which allows television as well as radio stations and city portals to quickly launch customized, monetizable, high quality obituary content on their websites with no up-front costs. The Tributes sales team then works on behalf of each partner to develop and manage funeral home channel relationships in their local market.

"Tributes is able to provide funeral homes and their families a one-of-a-kind online distribution offering to communicate to extended family and friends about the death of a loved one," said Elaine Haney, President of Tributes, Inc. "The Tributes.com national footprint coupled with the regional reach of its network of media partners provides a much needed alternative to traditional print obituaries which are both limiting and costly."

Tributes recently signed an agreement with Ancestry.com to assist in the development of the family history leader's Obituary Collection, providing consumers engaged in family history research with access to Tributes' growing database of obituary records.

For more information about Tributes.com, please visit www.tributes.com/global/aboutus.

Frank E. Smith Funeral Home selects Funeral Home Resource as their Website Provider

FT. LAUDERDALE, FL— It was recently announced that FuneralHome.com, belonging to Frank E. Smith Funeral Home and Crematory in Lancaster, OH selected Funeral Home Resource to provide website hosting and design services. The new FuneralHome.com website features information regarding the funeral home and its history, as well as industry leading, interactive obituaries and features. The new website also has the capability to "broadcast" funeral services online, so family and friends who are unable to attend services in person can still pay their respects by viewing the service online.

Ron Browning, President and CEO of Funeral Home Resource states, "The opportunity to collaborate with FuneralHome.com, which is the premier website domain for funeral homes, is extraordinary! Through the new website, we will be able to deliver more traffic and bring more at-need and pre-need families to the Funeral Home. The broadcasting

service will allow family and friends who cannot attend services in person, to still be a participant in the tribute of their loved one."

FuneralHome.com is the #1 Domain for Funeral Homes across the country. Frank E. Smith Funeral Home and Crematory in Lancaster has been serving the community for five generations and continues to be a fixture in Lancaster. Frank E. Smith Funeral Home and Crematory offers traditional funeral services, concierge services, and merchandise and is the only crematory in Fairfield County, Ohio.

Funeral Home Resource's mission is to help Funeral Homes grow their market share by identifying at need or pre need Families through on-line marketing, and to help Funeral Homes provide better service to their Families through the World Wide Web. The company operates FuneralHomeResource.com, and develops industry leading Web sites at FHRwebsites.com.

The Fan Man reaches \$2,000,000 in Sales

ROCK HILL, SC— John Mannion, known throughout the funeral industry as The Fan Man, was recently honored for reaching \$2,000,000 in career sales at Bankers Advertising Company. The firm is one of the oldest and largest retailers of promotional items in the US.

A supplier to funeral homes in South and North Carolina, Mannion joined Bankers in 1994 to increase his product offerings to include promotional items such as calendars, pens, tissues, etc. With the majority of churches in the region not having air conditioning, he began getting requests for hand fans. Typically, the hand fans feature a full color image on one side and advertising for the funeral home on the other. One sale led to another, and another, and Mannion inadvertently found his niche.



John "The Fan Man" Mannion

He says he appreciates all the referrals of satisfied customers and values the relationships he has formed with funeral professionals over the years.

For more information about fans and other promotional products, contact John Mannion at (803)327-3855 or thefanman@comporium.net.

Mark Thomas expands Professional Product Line

SLEEPY EYE, MN— Minnesota-based Mark Thomas Co. recently expanded its selection of professional products for funeral directors.

The product line includes quality mortuary garments, shoe covers, face masks, disposable aprons, AlloGel nitrile powder-free examination gloves, zippered body bags and vinyl tote bags.

Mortuary garments are made of 5 mil taffeta embossed vinyl and are strong, pliable, quiet and have an extremely long shelf life. They are made to withstand tearing and deterioration and are guaranteed by Mark Thomas. Choose from a selection of pants, coveralls, stockings, sleeves, shirt jackets, unionalls and Capri pants in clear or white.

"Our customers now have the convenience of ordering professional products as well as urns and memorialization products from one source. They can save time by ordering these items at the same time they buy urns, register books and other printed materials," said Mark Beito, president, Mark Thomas Co. "They will save money because our \$6 freight policy is in effect for professional products as well as for our urns and printed products. When these lightweight plastic products are added to an order it's like getting free freight."

Headquartered in Sleepy Eye, MN, Mark Thomas Co. has been dedicated to serving America's funeral directors since 1991. Mark Thomas carries a full line of products including memorial folders, acknowledgments, register books, prayer cards, bookmarks, service bulletins, funeral director thank you cards, professional products and the Chapel Craft line of urns, crosses and crucifixes. We also offer our grief information series as well as other memorialization items. See the complete line of professional products at www.markthomasco.com. To obtain a copy of the Mark Thomas Co., Caring Times and Chapel Craft Autumn 2010 catalog, call 800-437-2635.

Foresight and SRS Computing announce integration of Consulting and Management Software

PHOENIX, AZ— Dan Isard, President of The Foresight Companies, LLC and Scott Simons, President of SRS Computing, Inc. have announced the integration of Foresight's consulting services into SRS' funeral home management software, Procession. The Foresight Companies, LLC is the preeminent management and financial consulting company to independently owned funeral homes and SRS Computing is the leading software and technology provider to the funeral profession. "The creation of this software has been my goal for a decade. Teaming up with Scott and his staff has made this a reality," Dan Isard said. "When Dan approached me with the idea, I could immediately see the power in taking our software to the next level for those that want the complete solution," Scott Simons said.

The software is designed around the concepts that have been pioneered by Foresight over the past generation. Foresight provides a management consulting review on a quarterly basis with its clients nationwide. Procession will automatically analyze the accounting and invoice data to run 112 management consulting tests, in real time. Each user will also get immediate analysis from Foresight as needed but no less than each quarter. This feedback will be both live, written report style and video recorded so the user can play this back to learn how to best control the financial and managerial aspects of their business. "We believe that a company should compare themselves to four models. This report mechanism will allow them to see how they stand versus their budget, their region, the country as a whole and compared to other like kind funeral businesses," Isard explained. "By using our secure database format, the team at Foresight will be able to help

a user feel like they are part of a bigger world of the funeral business to compare themselves to other users confidentially and accurately", Simons clarified. "Our software transforms software from being thought of as overhead to the keystone to profitability and organization," Scott added.

Isard explained the reasons that Foresight chose to work with SRS on the creation of this software. "In the past I had managed a software company, so I know what a solid program looks like. We have been referring clients to SRS for several years now and have found that their programming is bullet-proof. Their customer service is top notch and responsive. There was only one company we would consider undertaking this massive of a project with and I am very proud of how Scott's team translated our idea in this reality!" Dan stated. "When we were first approached with this idea, we quickly realized the potential: clients will seamlessly provide Foresight the data they need to make recommendations and we effectively put Dan's intellect into Procession. This is truly the state of the art for accounting, finance, operations and management consulting. With 'Instant Monitoring', we can not only spot a problem quickly, but also alert Dan and his team to the problem well before it is a serious issue. Plus, with our correspondence tools, all communication between Foresight and client is stored and catalogued so you can refer back to your quarterly reviews. SRS is excited to work with Dan and his staff to provide our clients a competitive advantage in this marketplace." Scott said.

"I'm a huge proponent of creating tools that work invisibly without much input from the users. In this case we pull data from the routine use of the program to populate 112 analysis points and provide Foresight the real-time data allowing them to evaluate nine different management areas," Simons said. According to Dan, "This changes our business - accurate data gathering from clients is a time sync that could delay analysis. Now we can focus on providing our clients our recommendations, spending more time on the intellectual work which is really where the value lies. This new tool further extends SRS' dominance in management software."

For demonstrations and pricing information contact Kimberly Simons ksimons@srscomputing.com or call 800-797-4861. For questions about some of the management consulting dynamics interested parties can call Dan Isard at 800-426-0165.



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Funeral Diva™ Product Line Has Launched



PHILADELPHIA, PA— A **Funeral Diva™** is a strong, confident and successful woman who works in the funeral service industry. She is not ashamed of her career. She is proud to serve hurting families. She is an embalmer, funeral director or employee at a funeral home. She is a grief counselor, casket sales woman or apprentice embalmer. She is a woman who supports all women in funeral service. Simply put, the Funeral Diva™ loves her career in funeral service.

The Funeral Diva's™ purpose is to encourage and uplift every woman in fu-

neral service, with annual retreats, meetings, continuing education, e-newsletters and a scholarship fund. Products include t-shirts, hooded sweaters, mugs, glassware, tote bags, bumper stickers and umbrellas.

The Funeral Diva™ Scholarship Fund will launch in 2012. The scholarship will be given to a qualified second semester student enrolled in an accredited mortuary science program. Five percent of all sales from the Funeral Diva product line will go towards the scholarship fund.

Funeral Diva™ was founded by **Muneerah N. War-**

ner a Licensed Funeral Diva™ in Philadelphia, PA. She is a first generation funeral director and graduate of *Pittsburgh Institute of Mortuary Science* in Pittsburgh, PA. She is a member of the National Press Corporation in Washington, DC, the *Association of Women Funeral Professionals* and Editor-In-Chief of *Funerals Today Magazine*.

To join the leadership team or for more information about Funeral Diva™ visit www.FuneralDivas.com, www.Facebook.com/FuneralDiva or email FuneralDiva@EternalEnterprisesInc.com.

Tim Maassen joins the Graystone Team

MARLBOROUGH, MA— **Tim Maassen** is a Senior Consultant with **Graystone Associates, Inc.** Maassen assists client firms with Client Family Survey analysis and improvement, revenue measurement and financial performance, staffing challenges, operational and systems improvements. In addition, he provides support and guidance on other tactical issues client firms face on a daily basis to grow their business. Maassen delivers all Graystone employee development modules to clients and is well versed in the changing trends of today's consumers.

Maassen has been a funeral director for twenty-five years. His previous career experience includes front line Funeral Director, Location Manager and most recently



Tim Maassen

a Senior Sales Advisor for **Aurora Casket Company.**

According to **Frank Sessions**, President of Graystone Associates, Inc., "Maassen is an excellent communicator, creative problem solver, experienced business analyst and has the ability to work at a strategic level with independent funeral home owners."

Graystone provides measurement tools, leading edge training and incentive compensation programs to many of the leaders in the funeral service industry throughout the United States and Canada.

Tim can be reached via e-mail at tim@graystoneassociates.com. To learn more about Graystone Associates, Inc., please visit their website at www.graystoneassociates.com.

CMS hires New Director of Sales

TULSA, OK— **Crematory Manufacturing & Service, Inc. (CMS)** manufacturers of advanced crematory technology, has expanded their professional team by hiring a new Director of Sales, **Rob Cervantez**. Rob's proven background in business development and client management will increase their market share and will raise their client relations team by elevating the bar on customer service standards. Rob will be taking control of the majority of CMS outreach, overseeing the marketing launch of new product lines and revamping current marketing efforts in order to communicate optimally with the industry.



Rob Cervantez

The immediate and long-term focus for CMS and the motivation for adding to the management team is to invest in the ability to provide an optimal experience for customers and to build an

overall effect in the market that CMS is the only company to call for new crematories, crematory parts and crematory repair service. CMS has always held that every interaction they have should be a positive one and Rob will ensure that continues to always be the case.

CMS has a reputation for providing exceptional equipment and repair solutions that have unequaled value and with Rob at the helm they will be able to further communicate this to the market without blurring the lines between science and crafty marketing. For more information call 1-800-726-6120 or visit www.crematorymanufacturing.com.

Wilbert Marketing Communications Materials Win Design Awards



2010-2011 Cremation Choices Catalog

BROADVIEW, IL— **Wilbert Funeral Services, Inc.** announced that three of its marketing communications materials have received 2010 American Design Awards from *Graphics Design USA*. The three print efforts recognized with an award were the 2010-2011 Cremation Choices catalog, the Wilbert Image Library CD case and the Wilbert 2008 Annual Report.

Each year this design competition receives more than 8,000 entries, but only a handful receives a certificate of excellence. The awards are open to everyone in the design field — from graphic design firms to corporate in-house departments — in the areas of print and collateral design, corporate identity and logos, broadcast and motion graphics, Internet and interactive design, advertising and sales promotion and packaging and point-of-purchase.

"Receiving a 2010 American Design Award is a wonderful distinction," stated **Joe Weigel**, Wilbert Vice President of Sales and Marketing. "This recognition — along with the two GD USA In House Design awards we received earlier this year — is another indication that our marketing programs are effective and paying dividends for our licensees and the funeral homes they serve."

Wilbert Funeral Services, Inc. is the leading single-source supplier of burial vaults and cremation-related products and services to North American funeral homes. From its Broadview offices, the company licenses the right to manufacture burial vaults under the Wilbert trademark to a network of over 200 licensees and sub-licensees.

Thacker acquires assets of AMPCOR, II

Continued from Page B1

life and evolution of Thacker Casket Manufacturing."

While some American casket companies are closing their US factories and making their caskets in Mexico or utilizing large quantities of Chinese-made components in their production processes, Thacker Casket Manufacturing remains committed to producing a truly "Made in the USA" product from their 210,000 sq. ft. factory in Florence, AL.

Thacker plans to reproduce many of the popular AMP-COR, II hardware sets, and encourages former AMPCOR, II customers to contact Thacker Casket Manufacturing at 1-800-225-9105 for additional information regarding product availability.

Founded in 1939 in Washington, DC, Thacker Caskets, Inc. is now the second largest family-owned casket manufacturer



New Injection Molding Machine

in the United States. Three generations of the Thacker Family are actively involved in serving Thacker's valued customers across 35 states on a daily basis. Funeral directors desiring more information regarding Thacker Caskets, Inc. may call the Thacker Customer Service Center in Clinton, Maryland at 1-800-637-8891.

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Frazer Consultants announces All-in-One Personalization Software

WAUNAKEE, WI— **Frazer Consultants**, a personalization, technology, and consulting company for the death care profession, has announced another update for their *Tribute Center*, the All-in-One Personalization Software.

Combining three powerful technology products into an All-in-One Suite, this latest update allows for the creation of the most advanced DVD video tributes, provides on-demand printing for funeral stationery and keepsake products and offers the latest in funeral technology, funeral webcasting.

With the implementation of personalization products, funeral home client families' can now better honor, celebrate, remember, and tell their loved ones life story. These products also add value to a funeral homes business and help them more easily reach profit objectives.

"Funeral personalization is important to both customer satisfaction and finding profit in each arrangement," said **Matt Frazer**, consultant from Frazer Consultants, LLC. "Our All-in-One Personalization Software easily and inexpensively accomplishes both."

Due to the advanced technology offered in the All-in-One Suite, funeral homes can create a professionally finished tribute for a grieving family. With the ability to include an unlimited number of photos, personal video clips, and an option to download songs or use the music library, the finished product is ideal for use during the visitation hours, funeral or memorial service. It also gives the funeral director the ability to post the tribute video on the internet.

"The All-in-One Suite features no long term contracts, no upfront costs, no equipment to buy, and no support fees," said Frazer. "Over 4,500 funeral professionals rely on us to produce world class tribute videos."

Discover the most powerful and cost effective All-in-One Suite funeral personalization software in the industry.

With over 450 coordinating themes to assist client families in their life celebration, Frazer Consultant's new *Life Journey Celebration Stationery* and *Tribute Center* software enables funeral profes-

sionals to produce register books, memorial folders, prayer cards, thank you cards, bookmarks, program folders, tri-folds, DVD packaging, personalized candles.

Using blank stock and the *Tribute Center* software's, new print-on-demand system funeral homes can provide client families with personalized stationery that matches any interest, hobby, occupation, or religious background.

Using their own printing equipment or using equipment supplied by Frazer Consultants at a fixed low cost-per-page, funeral professionals can simply print-on-demand what they need, when they need it.

Now family members who can't travel can see the service live just like they were there or watch it later at their convenience from the funeral home website.

Using the *Tribute Center* software, Frazer's webcasting technology, which was built on the latest Microsoft platform, funeral professionals can easily take a service online not only helping families but increasing business as well.

"The All-in-One Suite is easy-to-use; technologically reliable and priced to make sense for the funeral home and the families they serve," said Frazer.

Frazer Consultants primary products and services include interactive funeral home website design, funeral tribute video software, funeral webcasting, personalized funeral stationery, and funeral keepsakes including the award winning *Life Journey Candle* and *Holiday Remembrance Ornaments*. For more information please visit <http://www.frazer-consultants.com> or call 866-372-9372.

Vera Lee Garment Company welcomes Andy Lopez and John Sparacino



Andy Lopez



John Sparacino

FORT WORTH, TX— **Vera Lee Garment Company**, CEO, **Jennifer Branton**, has announced the addition of **Andy Lopez** and **John Sparacino** to the company.

A native of Hollywood, Florida and partner in **Affinity Casket Company** of Texas, Andy Lopez brings many years of experience in the death care marketplace. "I want to continue the 78 year old tradition of exceeding our customer's daily expectations," said Lopez. This dedication to quality products and customer service has kept Vera Lee the leader in the clothing industry and is a big reason for my joining the company."

As Director of Sales and Marketing, Lopez will be in charge of the sales effort which will include supervision of customer service personnel, trade shows, advertising and sales and marketing strategies.

Branton stated, "The addition of Andy Lopez, with his fresh perspective on current market trends, will insure

that we remain cognizant of the rapidly changing issues our customers face in meeting the burial clothing needs of today's families."

Branton also announced the appointment of funeral service and market development specialist, John Sparacino, to lead the national sales effort for their new funeral service division, **Woven Remembrance.com**.

"We are extremely fortunate to have a man of John's caliber joining us to head up our newest division," said Branton. Having pioneered the concept and the huge acceptance of the photo memorialization blanket by the funeral industry, we are confident in his abilities to bring this newest technology to the market."

Sparacino comes to Vera Lee with over 30 years of experience in bringing new products to the marketplace. Branton also added, "John has a great service record with hundreds of funeral homes across the country and his addition to our staff solidi-

fies Vera Lee's commitment to the new throw and blanket market."

When asked about his joining Vera Lee, Sparacino said "he was excited about renewing his relationships with his current customers and developing new ones with the introduction of the incredible Phase Transition Technology. Now we can give the families a woven throw that is better sized, offers more brilliant colors and has actual photographic reproduction clarity and quality. It is still machine washable, won't shrink or fade but has a much softer feel than straight cotton weaving."

"Moving to Texas is a far reach from the mountains of North Carolina," he continued, "But I am grateful for the opportunity to bring this new line of memorial products to today's forward thinking funeral directors. When they see and feel this product up close they are going to be blown away by the quality."

Vera Lee Garment Company, which has been serving the funeral industry since 1932, offers a full line of burial dresses, men's suits and other funeral preparation products. **Woven Remembrance.com** is a wholly owned subsidiary of Vera Lee Garment Company. Contact Andy Lopez at 800-859-8372, email alopez@veralee.com, or visit www.veralee.com. Contact John Sparacino at 800-321-4077, email jsparacino@wovenremembrance.com or visit www.wovenremembrance.com.

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

DEPARTMENT INDEX

Antique Cars/Equipment.....	1
Business Equipment.....	2
Business Opportunities.....	3
Consultation Services.....	4
Funeral Business For Sale.....	5
Funeral Business Wanted.....	6
Hearses/Limousines.....	8
Help Wanted.....	9
Miscellaneous.....	10
Position Wanted.....	12
Wanted to Buy.....	13

Business Equipment 2

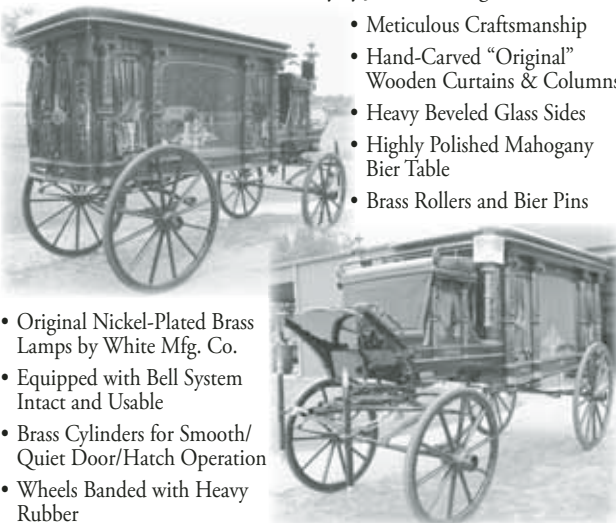
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 2002 Eagle Cadillac Ultimate, black, Low Miles!
 2001 Superior Cadillac Crown Sovereign, black, Like New!
 2000 S&S Cadillac Masterpiece, white. - Coming
 1999 Eagle Cadillac Ultimate, dark blue.
 1999 Superior Cadillac, 49" 6-dr, black w/black top.
 (2) 1996 M&M Cadillac, 6-dr, black, Low Miles!
 1996 M&M Cadillac LeClassic Landau, black, Sharp!
 1994 Superior Cadillac Sovereign, Commercial Glass, white.
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2002 Cadillac Superior Coach.....	Blk/Blk Ext/Blk Int.....	52,000 mi
2000 Cadillac Krystal Coach.....	Silver Ext/Blue Int.....	38,000 mi
2000 Cadillac S&S Coach.....	Wht Ext/Blue Int.....	75,500 mi
1998 Cadillac M&M Coach.....	Blk/Blk Ext/Blue Int.....	52,000 mi
1997 Cadillac M&M Coach.....	Wht/Wht Ext/Burg Int.....	71,000 mi
1996 Cadillac Eagle Coach.....	Blk/Blk Ext/Blue Int.....	69,000 mi
1996 Chevrolet Superior Coach.....	Wht/Wht Ext/Blue Int.....	62,000 mi
1992 Cadillac Federal Coach.....	Wht/Wht Ext/Blue Int.....	24,000 mi



**2005 Cadillac Eagle
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33,500 miles
White Exterior, Blue Interior

LIMOUSINES

2005 Cadillac Eureka 6-Door Limo.....	Blk/Blk Ext/Drk Gray Int.....	22,000 mi
2003 Cadillac Superior 6-Door Limo.....	Blk/Blk Ext/Blk Int.....	48,000 mi
2002 Cadillac M&M 5-Door 90" Limo.....	Blk Ext/Blk Int.....	59,000 mi
1999 Cadillac Eureka 6-Door Limo.....	Wht/Wht Ext/Blue Int.....	39,000 mi
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Funeral Business For Sale 5

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\$45,900

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2004
Cadillac 65" 6-Door Limo
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Cadillac 6-Door Limo
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Funeral Business Wanted 6

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Hearses/Limousines 8

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Hearse/Limousines Cont'd 8

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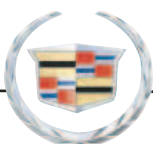

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2006	
Cadillac Eagle Hearse Ext Table	black/black leather
Cadillac S&S Masterpiece.....	black/black leather
Cadillac S&S Hearse (2 in stock)	black/black leather
2005	
Cadillac Eagle Hearse	white/blue leather
Lincoln Eagle Hearse Ext Table	black/tan leather
2003	
Lincoln Eagle Hearse	blue/tan leather
2000	
Cadillac M&M Hearse	black/black leather
Cadillac S&S Hearse	black/black leather
1999	
Cadillac S&S Masterpiece.....	blue/blue leather
1996	
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blue with blue leather

LIMOUSINES

2000	
Cadillac Superior 24 Hour.....	black/black leather
Cadillac M&M 6-door	black/black leather
Cadillac DaBryan 5-door (2 in stock).....	white/black leather
1999	
Cadillac Chicago 5-door	white/burgundy leather
1995	
Cadillac S&S 6-Door.....	white/black leather

FIRST CALL VANS

2003	
Dodge Caravan Van.....	silver/gray interior
2001	
Dodge Caravan Van.....	silver/gray interior



2005 CADILLAC EAGLE HEARSE
white with blue leather



2005 LINCOLN EAGLE OVAL WINDOW HEARSE
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2000 CADILLAC SUPERIOR 24-HOUR LIMO
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1998 Cadillac Eagle, Black, SHARP! But Tired Engine.....	\$4975
1996 Cadillac Superior, 79k mls, One Owner, Minor Rust	\$4250
1995 Cadillac Eagle, Black, 74k mls, SHARP! Needs Engine	\$3500
1995 Cadillac Masterpiece, 49k mls, SHARP!	\$6250
1994 Cadillac, Black, 50k mls, Clean	\$4750
1994 Buick Superior, 70k mls, Brown over Copper.....	\$3750

LIMOUSINES

2000 Cadillac S&S, 6-Door, Black, 68k mls, Clean, Needs Headgaskets.....	\$6250
2000 Cadillac Krystal, White, 79k mls, From Texas	\$6975
2000 Cadillac DaBryan, 5-Door, White, 79k mls,	BARGAIN!
1999 Cadillac S&S Presidential, Black, 57k mls.....	\$4750
1998 Cadillac S&S, Commercial Glass, Gold, 58k mls, Not Nice	\$2875
1998 Cadillac M&M, Black, 56k mls, Clean.....	\$3500
1995 Cadillac Superior, Black, 35k mls, SHARP!.....	\$3975
1993 Cadillac Superior, 6-Door, 46" Stretch Limo, Navy Blue, 45k mls	\$3500

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Index of Advertisers

Abbott & Hast PublicationsA33
 Abigal.....A27
 Affinity CasketsA26
 Air-Flite Containers IncA43
 Alternative ContainerA31
 American Capital Funding LLCA35
 American Coach SalesB18
 American Crematory Equipment Co.....A46
 Association Computer Services.....A12
 Baines Professional Vehicles.....B4
 Beta CapitalA40
 B K Umbrella Industries.....B1
 Boardman Printing.....A46
 Boston Prayer Card Co.....A25
 Cherokee Casket CompanyA4
 Church & Chapel Metal ArtsA17
 City Cadillac-Oldsmobile Inc.....B17
 C & J Financial LLC.....A21
 CK Candles.....A12
 Colonial Professional Cars LtdB19
 Conaway'sB16
 Continental Computer Corp.....A48
 Cremation.comA26
 Cremation KeepsakesA11
 Custom Air TraysA25
 Dead Ringer Putter Company.....A41
 Derma-Pro Mortuary CosmeticsA40
 DirectFuneralProducts.com.....A10
 DNR Industries LtdA37
 Duncan Stuart Todd LtdA19
 Eagle Coach CompanyB7
 Elegante Brass CompanyA18
 Ethel MaidA6
 Forever Pets IncA21
 Front Runner Professional.....A9
 Funeral Directors Research.....A18, A31, A44
 Funeral Service FoundationA34
 Funeral Source One.....A6
 G Burns CorporationA33
 Granite Leasing CoA15
 Hanley Coach Sales.....B14
 Heritage Coach Company.....B17
 Houston Brothers Inc.....B15
 Inman Shipping WorldwideA29
 International Logistics Services Inc.....A13
 International Memorialization Supply AssociationA45
 Intl Cemetery Cremation & Funeral Association.....A47
 Jarvis Incinerator Co IncA4
 Jos Scarano Shipping Service.....A38
 Junkin Safety Appliance Co.....A19
 K2 Commercial Finance.....A20
 KEE Funeral Supplies.....A24
 L. Pricer CompanyA30
 Lynch Supply Company Inc.....A29
 Madelyn Company IncA7
 Mark Thomas CompanyA22
 Mc Cord Products Inc.....A25
 Meadow Hill's Thumbies®A8
 MessengerA13
 MKJ Marketing.....A15
 Mobile Licensing ConsultingA11
 Moonlight MemoirsA4
 Mortech Mfg.....A5
 Mortuary Financial Services IncB13
 Mortuary Lift Company.....A16
 Nadene Cover-Up CosmeticsA43
 Names Unlimited CorpA35
 New England Cremation Supply Inc.....A41
 Newman Brothers IncA28
 Nomis Publications IncA23
 One Small ChildA11
 Parks Superior Sales.....B20
 Precious MemoriesA34
 Premier Funeral Services.....A14
 Prestige Vehicle Corp.....B5
 Print-A-PlateA16
 Professional Cars IncB16
 Robert P. DurantB15
 Royal Coachworks.....B13
 Simmons Institute of Funeral ServiceA32
 SmartChoice Distribution IncA14
 Southland Casket Co Inc/SLSA7
 Specialty Hearse & Limo SalesB14
 Superior Coaches.....B3
 Terrybear UrnsA37
 The Fan Man.....A28
 TheFuneralCarStore.com.....B13
 The Outlook GroupA24
 Tiesforyou.comA38
 Towblazer Inc.....A18
 Trans Containaire Inc.....A32
 Trigard Vaults/Liners.....A17
 Triple H Company.....A28
 US Cremation EquipmentA3
 Veterans & Family Memorial CareA27
 Vischer Funeral Supplies IncB1
 Webcasting CentralA42
 Worsham College of Mortuary Science.....A30
 Zontec Ozone IncA20

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