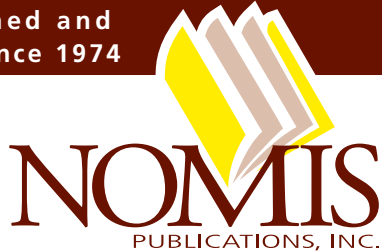


Family Owned and
Operated Since 1974



FUNERAL HOME & CEMETERY

NEWS

SECTION B

AUGUST
2009

PO Box 5159 Youngstown OH 44514 1-800-321-7479 Online at www.nomispublications.com

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

Bondol Laboratories, LLC reaches agreement with Arlington Chemical Company



(L to R) Phillip Powell, Mrs. Elizabeth Latimer, and Geary Powell.

HYATTSVILLE, MD— Mrs. Elizabeth Latimar, owner of Bondol Laboratories Inc., Madison, AR, has announced that effective May 22, 2009, Bondol sold the rights to manufacture and sell Bondol Laboratories Inc., products to Arlington Chemical Company.

Arlington Chemical Company has been manufacturing some of the finest embalming chemicals in the funeral industry since 1924. They ship throughout the United States, the Caribbean, and the west coast of Africa. They are a minority owned company, and owners Geary and Phillip Powell are manufacturing chemists.

Bondol Laboratories will continue providing some of the highest quality products, as they have since 1938. Dr. George J. Hammons will serve as a consultant to Arlington Chemical Company to assure that the highest quality of standards is met. Mrs. Latimar will remain a part of the new team, ensuring that the Bondol name continues into the future, and remains under minority ownership.

In addition to chemicals Bondol Laboratories offers a full line of prep room supplies including hardening compound, 3-D deodorizing powder, incision sealants, tissue builder, plastic goods, cotton, instruments, make-up kits, eye caps, mouth formers, suture, gloves and much more.

For more information on the complete line available through Arlington Chemical Company/Bondol Laboratories, Inc. you can contact your current Bondol salesperson, or call 1-800-635-7334.

Ceremony Mfg. Company introduces the Veteran Honor Package

MIAMITOWN, OH— To provide a convenient means of purchasing the Guardian Veteran Banner, Ceremony Manufacturing's line of Guardian Veteran Banners will now provide funeral directors with an available package. If the funeral director wants to purchase a variety of Guardian Veteran Banners, U.S. Banner, and Magnetic Stands, they no longer need to be purchased individually. By purchasing the Guardian Veteran Honor Package, the funeral director can purchase all of the Guardian Veteran Banners, U.S. Banner, and Magnetic Stands together.

The profession in every community in the United States that has always been dedicated to veterans and families of veterans in their community is the local funeral home. Guardian Funeral Flags and Magnetic Stands are providing a convenient and easy package to display the compassion and pride funeral directors have always had for the veterans and veterans' families they service. The funeral direc-

BK Umbrella Industries

**64" Umbrella - All Fiberglass - Windproof
Embroidery and Silk Screen Available**

Minimum Order: 6

Please call for colors and free quote

1-800-522-5743

In Quantities, other sizes and styles available.



tor has always been the professional who is there to ensure a passing veteran receives the honor they deserve. Each and every day the United States is losing World War II and Korean War Veterans. One day

there will not be any veterans of these wars around. Before all have passed on, funeral directors can present their pride and honor by providing their funeral procession with a Guardian Veteran Banner.

The Guardian Veteran Honor Package is an easy and convenient way for funeral directors to display the pride and honor they have always had for veterans. Guardian Funeral Flags and magnetic stands also provide a Banner for each of the military branches of the United States. The Guardian Veteran Honor Package can be purchased with two Guardian Magnetic Lead Banner Stands, or can be purchased with only Guardian Veteran Banners and U.S. Banner. To purchase the Guardian Veteran Honor Package, please contact your supplier for more details. Also ask your supplier about the complete line of Guardian's funeral procession products.

For more information, call Ceremony Manufacturing at 1-800-367-0487.

VISCHER FUNERAL SUPPLIES

(800) 752-8767
(215) 957-9601

FAX

(215) 675-9706

www.vischerfuneralsupplies.com

** Your Ferno Washington Distributor **



Ferno® Model # 87
Church Trucks



Industry Leading 1000 lb.
Ferno® Mini Maxx Mortuary Cot

BEST

... OPERATING TABLE
... MANUFACTURER
... SERVICE



Ferno® Model # 101-H
Hydraulic Operating Table

BEST Price
\$3789⁰⁰

FOR THE COMPLETE FERNO® LINE AND MORE
VISIT OUR WEBSITE AT
WWW.VISCHERFUNERALSUPPLIES.COM

Don't be fooled by imitations
there is only 1 Ferno-Washington



Ferno® Model # 34 & 36
Dressing Tables (34 Folding*)



Ferno® Model # 103 & 102
Operating Tables

CALENDAR of Events

CONVENTIONS

NFDMA - Aug 1-5, Detroit Marriott & COBO Convention Center, Detroit, MI. Exhibits. (800)434-0958.

CANA - Aug 19-22, Marriott City Center Hotel, Denver, CO. Exhibits. (312)245-1077.

Washington State FDA - Aug 23-25, Campbell's Resort, Chelan, WA. Exhibits. (253)588-7111.

Colorado Assoc of Cemeteries and Colorado FDA Combined Convention - Sep 9-11, Crowne Plaza Denver International Airport Hotel and Convention Center, Denver, CO. (303) 791-2336.

New York State Assoc of Cemeteries Fall Conference - Sep 13-16, Sagamore Resort, Bolton Landing, NY. Exhibits. (518)783-1134.

New Jersey State FDA - Sep 29-Oct1, The New Taj, Atlantic City, NJ. Exhibits. (800)734-3712.

Washington Cemetery & Funeral Assoc - Sep 23-27, Coeur d'Alene Golf & Spa Resort, Coeur d'Alene, ID. Exhibits. (888)522-7637.

Catholic Cemetery Conference - Sep 29-Oct 2, Chicago Hilton & Towers, Chicago, IL. Exhibits. (888) 850-8131.

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.

CFAA 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

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.

The Academy Training Dates - Sep 10-11, Boomers and Beyond; Sep 15-16, Family Service Follow-up Programs; 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.

Mt. Ida College and ADEC Online Courses - Sep 14-Oct 9, Drawing Lines in the Sand; 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

Texas Cemeteries Association Maintenance Conference - Sep 22-23, Holiday Inn Beaumont Plaza, Beaumont, TX. (817) 336-0584.

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

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 Midwinter Meeting - Feb 9-11, 2010, Marriott Hotel, Charleston, WV. (800)585-2351.

CFAA 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.

Lundgren Monuments introduces two new Projects



SEATTLE, WA— Seattle is a wonderful place in the springtime. The grass grows thick and Technicolor green and flowers and trees burst with vibrant color. Rhododendrons unveil purples and pinks, yellows and red, daffodils and magnolias and cherry trees line the streets like pom poms. Spring is in full swing and boy is it a colorful affair.

Lundgren Monuments enjoys this parade of color—so much so that their monuments often sparkle with the same dazzling colors of nature. Think of how the cemetery landscape could change with glowing swatches of color sprinkled upon its landscape. Think of how a burst of color can remind us of the magic in life, the sheer refusal to exist in shades of grey.

Lundgren Monuments wanted to share two new projects. The first is a bright pink arched top memorial. They set it up and couldn't help but smile as they walked around it. It looked like a giant piece of candy, a tall glass of lemonade, an electrified flower petal. Strangers passed by to get a closer look. "Is that a..." Well, yes it is.

The second is a family memorial Lundgren installed in **Floral Hills Cemetery** in Lynnwood, WA. This rising moon/setting sun theme consists of a solid block of Butterfly Blue granite, capturing a 300 pound, four inch thick cast glass disc. The sun/moon element will change color and luminosity morning to evening and season to season.

Lundgren Monuments hopes you are enjoying the spring season and that sunlight and color brighten your day.

For more information contact Lundgren Monuments Toll Free at 800-205-9055 or visit www.lundgrenmonuments.com.

Eternal Reefs Inc. honors Key West Legend Captain Tony with an Eternal Reef Memorial



An Eternal Reefs Memorial

ATLANTA, GA— *Captain Tony Tarracino*, the owner of *Captain Tony's*, a historic Key West watering hole, a Key West icon and a larger than life legend passed away November 1 after a short illness. Captain Tony is gone, but more than his legend is going to live on. *Parrot Heads in Paradise* is placing a memorial reef ball and asked The Sarasota Bay Parrot Head Club to place an **Eternal Reefs** Memorial reef ball on their Parrot Head reef site on July 18.

The Sarasota Bay Parrot Head Club has been working with Reef Innovations of Sarasota and Eternal Reefs of Atlanta, GA, and Reef Ball Foundations to develop a reef site that will help to preserve and protect the marine environment off of Sarasota. Captain Tony was a strong supporter of the Parrot Head organization, PHiP or Parrot Heads in Paradise, an international social service organization dedicated to doing community service projects while enjoying the music of Jimmy Buffet. Their motto of "Party with a Purpose" is a perfect metaphor for Captain Tony and his life.

Eternal Reefs will add an additional Reef Ball for each 1000 fans who join the Eternal Reefs Facebook page. Join or contact gfrankel@eternalreefs.com for more details.

Eternal Reefs, Inc is the first company in the United States to offer green burial at sea in an artificial reef ball to memorialize the cremated remains of a loved one. Headquartered in Atlanta, the company incorporates cremated remains with environmentally safe concrete to form an artificial reef formation called a Memorial Reef. The artificial reefs are dedicated as permanent memorials while also bolstering natural coastal reef formations. Over 1,000 Memorial Reefs have been placed off the coasts of Florida, South Carolina, Texas, New Jersey, Maryland, North Carolina and Virginia. For more information about Eternal Reefs, visit www.eternalreefs.com.

Apex introduces Wrought Iron Casket



POMONA, CA— **Apex Casket** is pleased to announce the *Wrought Iron* casket. This 18 gauge gasketed casket gives funeral homes a luxurious casket offering at a price that is affordable for even the most budget minded family. This casket features an eggshell velvet beaded spread and full lining with tailored pillow, making it suitable for both male and female alike. Apex continues its commitment to quality and innovation, with a very affordable price on all our caskets.

In addition to the Wrought Iron casket Apex continues to bring a full line of affordable quality caskets, both traditional and innovative, to funeral directors. They have a continued commitment to provide the funeral industry with quality products in conjunction with competitive pricing. To see Apex's entire product line, go to www.apexcasket.com. Email any questions to sales@apexcasket.com. You can also call to request a catalog at 1-888-680-6800.

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

NOMIS
PUBLICATIONS, INC.
FUNERAL HOME & CEMETERY NEWS

PO Box 5159, Youngstown, OH 44514
Fax 1-800-321-9040
E-mail info@nomispublications.com

EAGLE COACH is always looking for advancement in their coaches. We switched to Eagle Coaches in 1996, and we could not be happier with our decision. Eagle simply has outstanding vehicles—they are **RELIABLE, STYLISH, AND WELL-CONSTRUCTED.** On another level, I'm impressed with Eagle Coach Company's personal service. From start to finish, they always seem to have the funeral director in mind. Their overall **ATTITUDE AND RESPONSIVENESS TO OUR NEEDS HAS BEEN SECOND TO NONE.** I've recommended Eagle Coaches to other funeral directors in the past, and still do today.

Bob and Sheila Brown, RD Brown Funeral Homes in Clinton, KY



EXPECT EXCELLENCE



LOG ON TO WWW.EAGLECOACH.COM TO REQUEST OUR FREE 2009 INFORMATION PACKET.



3344 STATE ROUTE 132 · AMELIA, OHIO 45102 · 800-537-2963 · 513-797-4100 · 513-797-6833 FAX · WWW.EAGLECOACHCOMPANY.COM

The Last Quilt Company licensed to manufacture Service Flag



DERRY,NH— The **Last Quilt Company** has just been licensed by the Institute of Heraldry within the U.S. Department of Defense to manufacture *The Service Flag*.

This elegant flag may now be used to cover deceased veterans during a transfer.

Making its introduction during World War I and becoming famous during WWII, the flag was hung in a front window with the number of stars signifying the number of sons and daughters in that home serving in the armed forces. The flag has a red

border, white center and the centered star is navy blue.

The Service Flag is made of 100% polyester for easy cleaning and the colors will not bleed or run. It is machine washable and tumble dry, and as always, proudly manufactured in the U.S.A.

For more information please contact **Marty Kovacs**, CFSP by phone 603-887-5411, email Marty@lastquilt.com or visit www.lastquilt.com for the latest information or to get a free catalog.

Customized Glass Memorials now available from nkymonument.com



CINCINNATI,OH— Cincinnati based, www.nkymonument.com is now a provider of unique solid glass memorials. At an astounding four inches thick, these original works of art can be customized in color and in the artwork etched onto the glass. “We’re pleased to offer these contemporary glass memorials that have superior strength to withstand the elements,” says **Michael Loos**, owner www.nkymonument.com. “Glass memorials are a creative and distinguished way to remember a loved one.”

Customized cast glass memorials include stained glass looks as well as solid colors such as sea green, soft pink, and blue. Tiny air bubbles are suspended within the glass and the memorials appear luminescent especially in comparison to traditional memorials.

The cast glass memorials are available in an array of shapes and sizes including crosses, rectangles, and squares, as well as customized free-flowing designs with curved edges. Each glass memorial is an original work of art designed and created to commemorate a loved one’s life.

“We strive for our client to be completely satisfied with their memorial while at the same time providing them with superior pricing options,” says Loos. “In today’s economy we understand the financial constraints families are under



and work to provide the client with what they want at an affordable price.”

www.nkymonument.com provides reasonably priced memorials throughout the United States. For more information on glass memorials contact or call 859-727-0200.

Gary Potts joins Rob-Win Press

ALLENTOWN,PA— **Rob-Win Press**, a funeral industry leader providing highest quality products to funeral directors nationwide since 1938, is pleased to announce that **Gary S. Potts** has joined the company as Sales Representative for the state of New Jersey.

Robin Cook, Rob-Win President, noted that “Gary’s extensive knowledge of the funeral industry, including 20 years of funeral director experience, ensure his meeting our customers’ highest product quality and service requirements in the sale of our extensive line of funeral supplies, including register books, service folders, acknowledgment cards, port-



Gary Potts

folio bags and many related products.” Mr. Potts is a graduate of both *Mercer County College* and *Rider University*. He is a licensed funeral director in both New Jersey and Pennsylvania and a certified Celebrant.

His extensive funeral director experience includes ownership of the **Jaqui-Kuhn Funeral Home** in Highland Park, NJ, where he lives with his wife and two children.

Rob-Win Press, headquartered in Allentown, has served the funeral industry for 70 years, successfully meeting the changing product needs of funeral homes while, at the same time, offering an old fashion dedication to quality and outstanding customer service.

Thacker Caskets, Inc. Sales Meeting stresses “Pulling Together”



CLINTON,MD— The sales representatives and management of **Thacker Caskets, Inc.** recently held their National Sales Meeting in Cleveland, TN. The site was chosen to compliment Thacker’s meeting themes of “change” and the importance of working together to accomplish goals. Cleveland, TN is home to the Ocoee River, site of the 1996 Atlanta Olympics Kayaking Competition and some of the finest white water rafting in the United States. The Thacker team tackled the mighty Ocoee with its level 3 and 4 rapids (level 5 is the highest difficulty). Thacker, VP of Sales and Marketing, **Mike Beardsley** was pleased



The “Thacker Rafting Team” included Thacker Sales Associates **Jim Peacock**, **John Tyner**, **Mike Beardsley** as well other valued team members.

to report that all Thacker associates navigated the Ocoee without “taking a swim.” Carefully following the guide’s instructions and paddling together on command kept the Thacker Team in their boats and off the rocks.

Highlights of the meeting included the extension of the highly successful and aggressive “What Will It Take?” sales program, and the introduction of the new Thacker Carnation casket. The Carnation is the first offer-

ing in the new Thacker “Value Line.” Thacker Caskets, Inc. is America’s fourth largest casket maker, proudly manufacturing their metal caskets in Florence, AL. Founded in 1939, Thacker is celebrating its 70th year of service to the Funeral Industry.

For more information about the Thacker “Value Line” and “What Will It Take?” programs call Thacker Customer Service at 800-637-8891.

The Hartford enhances Group Life Insurance Coverage by offering new Funeral Planning Services

SIMSBURY, CT— As workers across America are being squeezed by rising costs for health care and other employer-sponsored insurance benefits, many companies have reduced or even eliminated matching contributions for retirement savings plans. For America's workers, it's become a takeaway economy.

Countering this national trend, **The Hartford Financial Services Group, Inc.** (NYSE: HIG) is making valuable funeral planning benefits available to workers at no additional cost through employers who add group life insurance coverage to their employee benefits offerings. Called "Life Conversations from The Hartford," this new service is offered in conjunction with **Everest Funeral** and provides an industry-leading package of "end-of-life services."

Through Everest, clients can plan for funerals years in advance or can make arrangements at their time of need. In either instance, a phone call to Everest advisors can help consumers easily sort through what can be a difficult, confusing and emotionally trying process, sparing them significant emotional stress. The service can also negotiate funeral costs on behalf of the bereaved, and ultimately save them between \$1,250 and \$5,500 per funeral, based on average savings experienced by consumers using Everest services.

When fully implemented and extended to employees and their family members, an estimated 20 million Americans will be covered by Life Conversations and Everest services.

"Consumers are telling us that they want and need end-of-life services for themselves and their families," said **Ronald Gendreau**, executive vice president of The Hartford's Group Benefits Division. "The Hartford's 2009 Benefit Landscape Study indicates that four out of five employees say it would be helpful to have funeral planning, will preparation and estate planning services available through their employers."

"The Hartford is a leader in catering to a huge wave of mature Americans who are asking for new services as they age, approach retirement or want to live better in retirement," said **Dr. Joseph Coughlin**, founding director of the AgeLab at the Massachusetts Institute of Technology. "Baby Boomers, the most educated generation of Americans ever, are increasingly taking advantage of financial planning services and products. Funeral planning represents the latest frontier for these kinds of services."

"Funeral planning is growing in popularity as a valued employee benefit as American workers realize the im-

portance of assistance during moments of grief in their lives," said **Mark Duffey**, president and CEO of Everest. "Everest can help ease both the emotional and financial burden of losing a loved one."

Life Conversations features a comprehensive website with tools, information and services employees need to plan important conversations with their families about end-of-life issues. The site is backed by a team of highly trained advisors available 24 hours a day, seven days a week to answer questions and connect consumers to appropriate resources. An optional employer enhancement is available that extends Everest services to the parents and step-parents of employees.

Life Conversations also features the EstateGuidance® program, which helps consumers create a legally binding will quickly and conveniently online, with assistance available from licensed attorneys. The service, administered by CompPsych®, can save consumers as much as \$700 or more in will preparation costs. Other important legal services are also available, including creation of living wills and trusts, guidance about divorce proceedings, change of names and others.

In addition, Life Conversations offers tips to help families more easily and effectively discuss end-of-life issues, discussing important topics, such as elder care, communicating final wishes, and leaving inheritances.

"Families are focusing on end-of-life issues more than ever before," said Gendreau, who noted that The Hartford's research found that 94 percent of survey respondents said it was important to have such discussions with their families. Yet, 58 percent indicated they had not had conversations with their families about funeral plans and 65 percent had not discussed the contents of their will, an indication that consumers need help in talking about such topics, according to Gendreau.

Life Conversations' combination of services gives The Hartford an edge in an increasingly competitive life insurance market where life insurers are offering increasingly valuable planning services to make their products stand out, according to Gendreau. The Hartford is the No. 2 seller of group life insurance in the country for 2008, according to LIMRA International, a global life insurance market research organization.

"In this recessionary economy, The Hartford is doing its utmost to enhance the value of its products and services for employers and their employees," Gendreau said. "Life Conversations provides worthwhile planning services

that can truly enhance the value of life insurance."

For The Hartford's 2009 Benefits Landscape Study, independent market research agency Opinauri, Inc., conducted an online survey polling 1,019 U.S. adults, aged 18-64, in April 2009. Survey data was re-balanced to a nationally representative sample of 1,109 U.S. adults aged 18-64. Additional over-quota interviews were completed to provide additional data for low-incidence groups.

The Hartford is one of the nation's largest financial services companies and a leading provider of investment products, life insurance and group benefits; automobile and homeowners products; and business property and casualty insurance. International operations are located in Japan, the United Kingdom, Canada, Brazil and Ireland. The Hartford's Internet address is www.thehartford.com.

Boston Prayer Card Company is Growing

HINGHAM, MA— Turn on the television or pick up the paper today and you can't miss some economist expounding on the underlying economic force and strength of America being reliant on small business. When they talk about "Change" and an economic turnaround, the pundits all maintain that it will originate at the grass roots level in the Mom and Pop businesses where the American work ethic flourishes.



Jim Bridges

Well, at the **Boston Prayer Card Company**, all we have to say is "We're doing it—and we couldn't be prouder!" In fifteen years, from a 9 x 10 office where **Cindy** and **Charlie** worked seven days a week to a nine person operation working in 1,000 square feet, we are growing daily. Boston Prayer Card has most recently supported the economy by hiring another employee—a wonderful man named **Jim Bridges**.

Jim was no stranger to the BPCC as he has been their UPS representative for a number of years. Always a friendly face and eager problem solver for their continual shipping challenges, Jim has fitted seamlessly into the operation. The staff agrees, "We are so happy to have him and he seems just as happy to be here! He practically danced into the office on his first day in shorts and his signature Hawaiian shirt bringing donuts for the whole crew."

Jim has found the family atmosphere of the BPCC to be a warm and welcome change from the corporate cul-

ture of big business. With three grown "bounce back" children and a five year old grand-nephew for whom he is guardian, the flex time and family-oriented philosophy of the BPCC is much more conducive to a happy lifestyle. That seems to be another societal trend that the Boston Prayer Card Company is mirroring. Namely, quality of life and a nurturing work environment taking precedence over status-laden titles and the corporate fast track.

So, on days when the newscasters have you convinced that our great country is "going to Hell in a hand basket" just remember that, in a town in Massachusetts, there is a small business chugging along like the "Little Engine That Could"; believing that if you work hard, provide a valuable service and treat your customers and employees well, you can still succeed in our great country.

FAC offers Marketing Director Program

BURLINGTON, IA— **F.A.C. Marketing's Marketing Director Program** was created to take the marketing burden off of the funeral director while keeping a tight watch on their advertising budget.

"These days money is tight for everyone," said **Derek Baker**, Account Executive for F.A.C. Marketing. "Our Marketing Director Program is a great help to any funeral director looking for assistance with getting the most out of their advertising dollar on a fixed budget."

Each Marketing Director client receives a professional review and analysis of their marketing budget and expenditures. The marketing professionals at F.A.C. Marketing also look into the local market and media options for each client and then create a personalized marketing plan that meets their budget.

Marketing Director clients also save time and money as the agency begins to oversee all requests made by lo-

cal solicitors. This helps ensure the funeral home's dollars are invested in the best opportunities while more of the funeral director's time can be spent with families.

"We understand that everyone is living within a tighter budget," Baker continued. "We encourage funeral home owners to take advantage of our expertise and let us create a marketing plan that produces results while staying within your budget."

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 Marketing Director Program, or any of their services, please call 800-800-5809. A monthly e-newsletter is also available. Sign up at www.facmarketing.com.

BAINES

Professional Vehicles

For complete Up-To-The-Minute Inventory...

4HEARSE.com

Sales • Service • Financing • Leasing

2005 Eagle Cadillac Ultimate Hearse <i>silver, silver top, gray leather</i>	2004 Eagle Cadillac Ultimate Hearse <i>white diamond, black top, neutral leather</i>	2004 Eagle Cadillac Ultimate Hearse <i>silver, black top, black leather</i>	2003 Eagle Chrysler T&C LXi Funeral Van <i>cashmere, cashmere top, gray leather</i>
2009 S & S Cadillac Medalist Hearse <i>black, black top, black leather</i>	1999 Eagle Cadillac Ultimate Hearse <i>gold firemist, gold top, burgundy leather</i>	1998 S&S Cadillac Victoria Hearse <i>dark blue, dark blue top, blue leather</i>	2009 Eagle Cadillac Kingsley Hearse <i>black, black top, black leather, band</i>
2003 Eagle Cadillac Ultimate Hearse <i>dark blue, dark blue top, blue leather, stainless band</i>	2000 Eagle Lincoln Ultimate Hearse <i>white, white top, blue leather</i>	1996 Eagle Cadillac Coupe de Fleur Elite Hearse <i>black, black top, black leather, electric table</i>	2002 Eagle Cadillac Ultimate Hearse <i>white diamond, white diamond top, neutral leather</i>

Urn Enclaves
Cot Mates
Van Panels
Flag Staffs

NEW Chicago

1-800-4-HEARSE

847-577-8400

NEW Twin Cities

1-800-639-0604

763-576-3934

4 PARTS

FUNERALCOACH.com

ACCEPTED

Dakota Monument assists Community by offering Recession Pricing Program

FARGO,ND— **Dakota Monument Company**, a staple of the Fargo business community for nearly a century, is offering a recession-priced line of grave markers. Available for a limited time, it includes a 24" x 12" natural-stone marker, engraved with the name and dates of birth and death. Installation is included.

Dave Anderson, president and owner of the company that has been in his family since 1911, initiated the program as a way to assist the community with this most important and meaningful purchase. "A woman came to us to order a grave marker for her friend who could not afford the purchase herself. It was such a kind and thoughtful gesture—one that stayed with me for days," recalls Anderson. "It certainly caused me to recognize how the recession is a challenge for so many in our community and to consider how Dakota Monument could offer some relief."

"We pride ourselves in providing compassionate service, so this special pricing is a natural extension of our commitment to serve our customers sympathetically and thoughtfully," notes Anderson.

Dakota Monument Company specializes in designing, engraving, lettering, installation, distribution and sale of cemetery memorials, commercial and residential signage and other natural-stone products. It is one of only 50 invited members of the *American Institute of Commemorative Art* (AICA), an organization devoted to the highest standards of memorial design and business ethics.

Design Change brings Lower Price to Cremation Alternative

BROWNSBURG,IN— The breakthrough technology of **Water Resolution™** delivers an environmentally responsible alternative to cremation. Now, adjustments to the vessel design bring the price in line with a retort while preserving Water Resolution's clear-cut advantages over cremation.

Water Resolution, from **BioSAFE Engineering**, accelerates the natural decomposition process through alkaline hydrolysis, sympathetically producing a natural, contaminant-free by-product and returning the body to ash. Unlike cremation, an individual body is gently placed in a standard, sanitary, nonporous vessel, preventing any commingling of residual remains. The completely automated process, operated by a single button, then utilizes a combination of water pressure, high temperature and alkalinity to accelerate the natural course of tissue hydrolysis.

"While embracing the superior features of the Water Resolution process, we recognize that a competitive price is an equally compelling feature," observes **Brad Crane**, CEO of BioSAFE. "In preparing for our product launch, we were able to fine-tune the Water Resolution design to reduce the cost while maintaining its many benefits."

There are significant advantages to choosing Water Resolution as an alternative to cremation, because of its environmental component as well as its measurable cost savings.

As the eco-responsible choice, Water Resolution:

- Creates no air pollution and emits no greenhouse gases;
- Emits twenty times less CO₂ than with a typical cremation;

- Uses only half as much energy per body as cremation, making it the energy-efficient option;
- Neutralizes embalming fluid and cytotoxins, protecting soil and water;
- Results in organic elements safely released to the ecosystem.

While Water Resolution provides responsible stewardship of the environment, its economic conservation is an important factor, too.

- Operation and maintenance costs are less expensive than cremation.
- By using only half the energy needed for cremation, it both conserves energy and protects against spiraling energy costs.
- The Water Resolution machine requires minimal maintenance and has a lifespan of 20-30 years.
- No air permits are required to operate the Water Resolution process.

Internationally, alkaline hydrolysis has become the standard, replacing incineration, so adapting the technology for use in the United States with human bodies is a breakthrough step. The technology of BioSAFE's alkaline hydrolysis process is patented in 23 countries for cadavers and used worldwide in laboratory and research applications. U.S.-based research facilities and medical schools, including the prestigious Mayo Clinic, successfully utilize BioSAFE's innovative technology.

"During my professional career I've owned a dozen businesses and have developed an ability to accurately assess a product's potential," notes Crane. "Water Resolution will, I predict, have a powerful impact on the way the funeral industry disposes of cadavers."

Funeral Homes Face Economic Crunch, Relief Found for Some, according to K2 Commercial Finance

NEW BRITAIN,PA— The current recession is putting a strain on profitability and cash flow for all businesses, and funeral homes are no exception. To make matters worse, the availability of financing for funeral home operations has been restricted over the past 12 months as many banks have all but stopped issuing new loans to small business owners while simultaneously not renewing existing financing.

Identifying the Problem

According to **Ken Kaplan**, owner of **K2 Commercial Finance**, a company specializing in working with funeral homes to identify and secure proper financing, part of the problem is the economy and the other part is a lack of awareness. "Many funeral homes are financed with conventional mortgages and lines of credit that carry high interest rates and unfavorable terms. High financing costs divert money from marketing and other profit-generating uses," says Kaplan. "However, what they don't know is that there are ways to address the problem. There are excellent financing options available that can create immediate positive cash flow."

The problem is that many independent funeral home operators lack the time and expertise needed to secure the best financing options for their business. They incorrectly assume that their current financing arrangements are as good as will be available, so they look for other ways to cut costs. "Working with someone who understands the industry, knows which lenders are actively financing funeral homes, what programs are available and how to efficiently navigate the loan process is essential to a successful outcome," adds Kaplan. "Properly structured financing can literally be the difference between success and failure."

Enjoying the Solutions

Don O'Guinn, president of Michigan-based **O'Guinn Family Funeral Homes**, was facing a balloon payment and

had a lender who refused to renew the loan. Working with K2 Commercial Finance, he was able to save thousands of dollars per month after refinancing the mortgages on three properties, "There are very few lenders in the funeral service sector, these days, and those there are charge excessive fees and exorbitant rates," says O'Guinn. "No one was lending, credit was extremely tight, and I was in a real bind." Like many business owners, O'Guinn did not know that his business qualified for government guaranteed lending programs and received no help from his local bank. Fortunately, he was referred to K2 Commercial Finance and was able to successfully refinance his business. "Ken negotiated a huge discount with our prior lender, secured SBA- and USDA-backed loans at huge savings to us, both in mortgage payments and interest rates, with overall savings that we would never have dreamed possible," adds O'Guinn. "We are now enjoying greater cash flow, reduced debt, affordable payments and peace of mind, knowing that we will never again be faced with a balloon payment."

Looking Forward

The current recession is wreaking havoc with businesses in every industry but it also is a time of great opportunity. Funeral home operators must manage cash flow while looking for ways to profitably grow and develop their business. Refinancing a mortgage now, while rates are low and funds are available, may represent the single greatest opportunity to improve cash flow and secure long-term success for your business. There are real solutions that others are finding, in order to get back on track and back to business. The key is to find a commercial mortgage specialist who can structure your loan request and move it confidently through the funding process. To learn more about K2 Commercial Finance, visit the Web site at www.FuneralHomeLoan.com.

Outlook Group Red, White and Blue Company Meeting is a Winner

CHICAGO,IL— The celebrated 2009 **Outlook Group** companywide meeting was held June 2-5 at the comfortable Embassy Suites Chicago-Lombard/Oak Brook. Nearly 70 people attended the four day event. The meeting was publicized as "The Quitters Conference," with program presenters and roundtable workshops wholly focused on educating attendees on why and how to quit doing the unproductive day to day activities and sales processes that prohibit them from achieving their career and personal goals. Meeting activities focused on observing the significant achievements of company employees, educational presentations and seminars, interactive and motivational roundtable programs and plenty of positive reinforcement and motivation.

The meeting kicked off Tuesday evening, in a relaxed manner, with the presentation of the hit movie *Elizabeth* starring Orlando Bloom and Kirsten Dunst. After an exhausting day of travel, attendees had an opportunity to relax and openly reflect upon the essential nature of the vital pre-planning service they provide families.

Wednesday was the first full day of meetings and was filled with success a minute stories, a extraordinary Innovate or Quit talk by special guest speaker *DI Joe*, former award winning Drill Instructor for the U.S. Marine Corp, now an Executive Coach, National Lecturer and a founding member of the International Coach Federation.

Judy Gault, **Jim Bublitz**, **Jamie Sarver** and **Rachel Bledsoe** each gave 15 minute presentations on new and innovative lead generation programs they are using in their respective communities that are reaching people and attracting positive attention and quality sales leads.

The afternoon was spent cruising on the waterways throughout downtown Chicago on an informative and fun Architectural Boat Cruise followed by

a scrumptious dinner at the celebrated Bella Bacino Restaurant.

A well expounded Communicator Style workshop was given on Thursday by **John Feher**, **Candace Franco** and **Everett Collins**. E vs. I Communicator styles, as nationally taught by *Dr. Dennis O'Grady*, relationship communication coach, keynote speaker, and corporate trainer was an enormous hit with the audience. Everyone learned their unique communicator style and how best to relate to those of the opposite style.

Four incomparable roundtable discussions absolutely energized the sales counselors. Roundtable presentations included: Quit Getting Ready To Get Ready by **Mark Sponseller** and **Chris Kuhnen**; Quit Traveling Down One Road by **Candace Franco** and **Tyler Anderson**; Quit The No Shows by **Bev Keen** and **Jackie Hartman** and Quit Talking To The Wrong People by **Charles Anderson** and **Margaret Thomas**. All roundtables were highly rated by participants in a post meeting survey.

The day's meetings were concluded with a briskly interactive Question and Answer session entitled "Everything You Always Wanted To Know About Homesteaders Life Company – But Never Had the Opportunity to Ask". The Q&A session was conducted by **Homesteaders Life Company** corporate office executives **Mr. Stephen R. Lang**, Executive Vice President – Sales, Marketing and Customer Service and **Mrs. Karen King**, Assistant Vice President – Licensing and Compensation.

The always well-liked recognition and awards banquet capped off the day's activities. Formal attire was the dress for the evening with everyone looking their very best. During the awards portion of the program **Charles W. Anderson** and **John Feher** acknowledged all the extraordinary AFPP's who made special contributions in furthering advance plan-

ning in their local communities. Major award recipients for the night included Homesteaders Life Company Leadership Council Members **Jackie Adamson**, **Jeff Courtad**, **Claudia Murray** and **Don Odom**. Total Sales Volume Award and Highest Number of Contracts Award were presented to **Don Odom**. Lowest Average Age Award was presented to **Hal Rice** and Balance of Business Award (highest percentage of modal pay business) was presented to **Jamie Sarver**. **Heather Brockway** and **Jamie Sarver** were recognized for picking up major national awards from The Homesteaders Life Company at their 2009 Leaders Conference in Hawaii. An elite Award of Recognition was presented to **Candace Franco** for attaining a record setting training year at The Academy.

The final day of the company wide meeting dealt mainly with customary reports to the company given by the following departments. The Academy, Home Office, Sales and Marketing. **Bev Keen** shared with everyone the importance of knowing and fully understanding how the Circle of Influence/Circle of Concern can help you expand your horizons. **Chris Kuhnen** handed out the Quitters Pledge, asking everyone to take the pledge by vowing to improve themselves, and their professional skill level, in order to reach their publicly stated career goals and objectives.

Planning has now begun for the 2010 Company Wide Meeting whose location will be announced the beginning of next year.

Founded in 1985 in Franklin, OH, The Outlook Group, Inc. is America's premier Funeral Service Solutions Company serving independently owned and operated funeral homes across America. For more information contact The Outlook Group, Inc. directly at (800) 331-6270 or visit them on-line at www.theoutlookgroup.com.

From Our Family To Your Family - Factory Direct



By Jason Kellerman



All New
2009 Chrysler Town & Country

FACTORY
DIRECT
PRICING

\$31,500⁰⁰

Purchase for \$538⁰⁰ per month
for 72 months



2008 Silver Chrysler Town & Country Touring with Conversion

37,000 miles, Floor with rollers, Removable Landau Panels, Chrome Package, Ready to Use! \$23,500.00



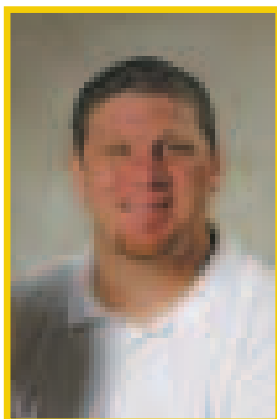
1999 Black Dodge Grand Caravan with Full Conversion

126,000 miles, Floor with rollers Ready to Use! \$4,995.00

Landau Panels
\$750⁰⁰
plus shipping



First Call Vans
Chevrolet Suburban Conversions
Cadillac Escalade Conversions
Parts and Accessories



Attention Funeral Directors

Jason Kellerman formerly head of
Eagle Coach Specialty Vehicle Division

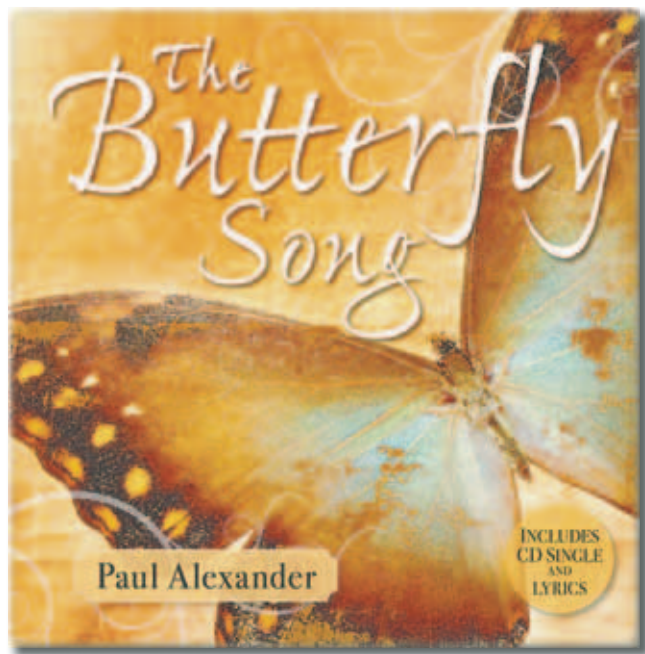
Now Offering

"The same van I made at Eagle Coach for thousands less,
with Factory Direct Pricing!"

1-800-559-5018

Prestige Vehicle Corp. • 2030 St Rt 125 • Amelia OH 45102 • www.prestigeveh.com

"The Butterfly Song" Book and CD Single are the Latest Touch of Hope and Healing from Paul Alexander



NASHVILLE, TN— Paul Alexander's voice is a beautiful instrument of healing and hope, and he himself is a man with a passionate mission to turn on the lights in the too often dark world of grief and loss.

Alexander's latest book release, *The Butterfly Song*, continues the journey he embarked upon more than 20 years ago. It is the evolution of a man torn between desires to sing professionally, or to follow an internal calling of helping others.

A licensed psychotherapist with extensive experience working in hospice and with the bereaved he has uniquely accomplished both desires.

Deeply touched by those suffering loss, Paul Alexander's music and songwriting express lyrics and melodies that have become healing resources on <http://www.grief-song.com/>. He has appeared nationally presenting concerts and workshops that focus on guiding, teaching, and spiritually uplifting not only the bereaved, but the profes-

sional caregivers who face the many dimensions of the grief process.

Alexander noted in a recent interview: "The work of grief is not to forget and get over it, but rather to come to a place where life can have meaning again, and where new energy can flow in a fulfilling way."

The Butterfly Song gift book is a lavish labor of love. A treasure chest of beautiful images set amid the song's lyrics and inspirational reflections, it is perfect to share on an anniversary date or birth date of a loved one—a book that celebrates the ongoing celebration of life.

Packaged with the book is the new CD single which holds promise of being embraced, as have many of his songs, by the bereaved support networks his music has served. Paul Alexander renders a clearly emotional and hauntingly beautiful delivery of this song with an ethereal sweeping production that seems set on the same gentle wind that carries the butterfly of which he sings.

Jeffrey Poirier of Quincy Memorials named Ambassador to South Shore Chamber of Commerce

QUINCY, MA— Jeffrey Poirier, a Senior Manager with Quincy Memorials, a leading provider of monuments and memorials, has been named an Ambassador to the South Shore Chamber of Commerce.

As a member of the Chamber's Ambassador Group, Poirier will play a vital role in introducing the Chamber to area businesses that share the organization's commitment to enhancing the South Shore's business climate. Ambassadors also help new members become acquainted with the organization, its members, its programs, and its activities.

Prior to joining the family business owned and operated by his parents Yves and Donna, Poirier worked as a financial analyst at a Boston firm. A graduate of the University of Massachusetts-Amherst, Isenberg School of Management, Poirier presently makes his home in Quincy. In his spare time he enjoys Latin ballroom dancing and is a member of the Massachusetts Institute of Technology Ballroom Dance Team.



Jeffrey Poirier

OnQmp3 introduces the Tribute Series

LINCOLN, NE— OnQmp3 is introducing the *Tribute Series Model T1*, a compact, remote controlled high quality digital mp3 player that is perfect for the gravesite, chapel, or viewing. It is open source, so it will play any .mp3 file, iTunes (.m4a) file, or Windows Media (.wma) file. It has no moving parts so there aren't any CDs to skip or create. The unit can easily be placed under a pew to augment an existing sound system indoors or in the viewing room. Outdoors, the Model T1 can easily be concealed in a tree, or behind the burial site. The files load onto a standard USB Memory stick (flash drive). It works in all temperatures, inside or outside, and is constructed out of a heavy duty case that is water resistant.

It is very easy to use. Press a button on the pocket sized remote and the songs begin playing. The T1 is compact in size at only 6 1/2" x 4" x 1 5/8" and can fit in your pocket, with the remote attaching to your keychain. The complete unit weighs only 1.5 lbs. and is powered by 6 AA batteries (not included), alkaline or rechargeable, and has an extremely long battery life. It will play sounds continuously for 10 hours before you need to replace or recharge the batteries.

The unit is controlled remotely with a Key-Fob and you can Play/Pause/Volume +/-/Forward File/ Back File/Repeat Same File (very similar to any mp3 player on the market today). It has a USB memory stick that you can customize songs in any order from your computer to replay on the unit at any time. Sound files will play in order, and then loop automatically for situations when a background of music is required. It has a crystal clear amplification system so you get high quality sounds with up to 10W of power. The Model T1 comes with its own stand.

The model T1 is perfect for playing military tribute songs such as taps or color guard, anywhere, at the push of a button. After all, our military service men and women deserve a proper burial for the sacrifice they have made for our country. Additionally, you can customize a play list for the deceased with their favorite songs. You can pre-record messages, wishes, stories, or advice from your computer to playback on the unit. Grandparents can pre-record messages from a computer to family or grandchildren of things to remember them by, and have them played at burial or service.

Additional USB memory, rechargeable AA batteries, and a smart charging system with both a wall and car charging adapter are available separately.

The model T1 is extremely durable and is manufactured with the highest quality here in the United States of America. For more information visit www.OnQmp3.com or call (402) 474-2858.



OnQmp3 Tribute Series Model T1

Patchwork Memorials to offer Memorial Quilts



SAINT CLOUD, MN— Patchwork Memorials, a manufacturer and supplier of unique memorial products featuring heirloom quality, customized patchwork memorial quilts, announced that it is now accepting dealer applications from funeral homes throughout the US and Canada. The company's state-of-the-art online "shopping solution" allows participating funeral homes to instantly offer a growing line of memorial products at traditional markups by simply adding a link to their website.

For 300 years, the memorial quilt has been a much appreciated American tradition yet was only available on a limited basis. By merging art with technology, and by working exclusively with funeral homes across the country, Patchwork Memorials is making the tradition available to everyone.

The company's memorial quilts offer unique features which distinguish it from other memorial quilts on the market. The company's proprietary "micro-merge" photo-transfer process actually prints the photo into the cloth rather than ironing the image onto the fabric. This allows the fabric to maintain its soft, pliable texture while assuring the longevity of the image.

Additionally, the process of ordering a Patchwork Memorials quilt includes the exclusive "Pay Your Respects" feature which allows family and friends throughout the country to log on to the Patchwork Memorials website and add a message which will then be embroidered onto the quilt.

According to Timothy Miles, President of Patchwork Memorials, the company's "funeral homes only" policy brings together advanced affiliate programming with traditional brick and mortar businesses allowing a funeral home to become a dealer simply by placing links on their web page after a simple registration process. However, the simplicity of integrating the Patchwork Memorials "shopping solution" into their business still allows participating funeral homes to retain profits that are in keeping with industry standards.

Dealer Program boosts participants' bottom line without increasing inventory, overhead or effort

The entire purchasing process internet-based, and doesn't add to the funeral home's already challenging routine. Funeral home counselors will simply introduce their customers to their new product line then refer them to their website to complete any purchases. Patchwork Memorials handles all fulfillment and customer support.

In commenting on their program, Miles said, "We realize the funeral industry has come under a lot of pressure lately from online-only sales companies competing with products but without providing service. Patchwork Memorials is leveling the playing field by helping funeral homes turn their websites into profit centers instead of simply being electronic billboards. By designing a program that requires basically no additional work, no inventory and no additional overhead, we expect to have strong participation from our funeral home partners."

For more information about Patchwork Memorials products people are invited to visit their website at <http://www.patchwork-memorials.com>.

Trigard strengthens Marketing Department with New Addition

DANVILLE, IL— Trigard welcomes their newest member, Lindsey Walthall of Danville, IL, to take on the newly added position of Marketing Development. Lindsey will be the fourth generation of the Darby family to join Trigard. She is the daughter of current owner Donna Darby-Walthall. Walthall will contribute her creative and artistic background to the various aspects of the marketing department. She is relatively new to the marketing field so she is eager to learn. Trigard's new marketing department will be stronger with another addition to the team.



Lindsey Walthall

In 2009, Lindsey achieved a Bachelor of Science Degree in Management & Organizational Leadership from Illinois College in Jacksonville, IL. She looks forward to adding her learned skills along with her creativity to the company. Lindsey plans to carry on her family's love of the funeral industry.

"I am very excited and proud to have Lindsey aboard. She is the next generation and it will be fun to watch her use her talents to grow with Trigard," said Donna Darby-Walthall, CFO of Trigard.

Lindsey is very excited to be a part of the Trigard family and for the opportunity to learn and grow with the funeral industry.

Thacker Casket introduces the Carnation, the First of their new "Value Line" Caskets

CLINTON, MD— Thacker Casket listens to its customers, then acts decisively. Funeral directors have shared that the recent economic turmoil has hit families hard. Many would like to purchase an attractive casket for their loved ones, but just don't have the means. The most recent survey by the *National Funeral Directors Association* bears this out, as 80.4% of respondents told NFDA that their families were selecting less expensive caskets as a result of the recession.

To assist both funeral directors and their struggling families, Thacker again takes the lead with their new "Value Line." The "Value Line" is a selection of carefully chosen, gasketed caskets which combine high appeal with value pricing. Families can once again afford a meaningful final tribute, while funeral directors can restore sagging profit margins.



Thacker's Carnation 20 Gauge Casket

The new *Carnation* is the first of the Thacker "Value Line" caskets. This attractive 20ga casket offers real value without compromise. It features Thacker's signature 24" inside width, Fluidgard plastic tray liner, and lustrous PPG paint finish. The *Carnation* is less than half the cost of 18ga caskets of similar appearance.

Funeral directors can't control rising unemployment, skyrocketing insurance premiums, higher fuel costs, escalating taxes, etc. Funeral directors can control their cost of merchandise, and put a stop to paying high casket prices. Buy-

ing Smart is what the Thacker "Value Line" is all about. For more information about the new *Carnation* casket, and for pleasing price quotations please call the Thacker Customer Service Office at 800-637-8891.

Thacker Caskets, Inc. is America's fastest growing casket company. Family-owned Thacker offers an American-made alternative to the Chinese and Mexican casket imports. Founded in 1939, Thacker is proudly celebrating its 70th year of serving leading funeral directors in 34 states.

MKJ selects Tributes.com to host Website Obituaries



LARGO, FL— Specialists are emerging in every area of technology, including hosting funeral home obituaries. Tributes.com is positioned to become the nation's resource for obituaries with easy to use obituary management software and cutting edge data base architecture providing for increased searchability and security. For these reasons, MKJ Marketing, the death care industry's marketing leader, has announced an alliance with Tributes.com that will elevate their clients' online obituary services and allow them to provide their families with new, powerful tools to better tell and preserve the rich stories of their loved one's lives.

Tributes.com is the only website hosting service to offer funeral homes income generating options from obituary hosting. According to Glenn Gould, CEO of MKJ Marketing, "Obituaries have never been recognized for the inherent value they represent to funeral homes. The generation and management of the obituary for the family is an important service that the funeral home provides and they should have an opportunity to benefit from their efforts. Forming a strategic alliance with Tributes.com provides our website clients the means to enhance their obituary offerings while also making obituaries a profit center."

The most often visited area of a funeral home website is the obituary page and is typically the major driver of local traffic. Tributes.com contributes to the local exposure of the funeral home website and also generates traffic at a national level through promotion of the funeral home on Tributes.com, Tributes' national web destination. Obituaries posted on Tributes.com include a link to the funeral home that posted the obituary allowing family, friends and colleagues easier access to the funeral home and an opportunity for the funeral home to generate incremental sales of condolence items such as flowers, gift baskets and memorial jewelry. The MKJ/Tributes.com

alliance will result in significant promotion of MKJ customer brands and service offerings – both locally and nationally.

MKJ is known across the funeral industry for offering the highest quality marketing services with proven results that truly help their clients build their businesses. "Tributes.com is highly focused on establishing strong relationships with funeral homes and providing them products and services that benefit their families, their businesses and ultimately their bottom line," said Elaine Haney, President, Tributes, Inc. "Our goals and those of MKJ are highly aligned as we work with funeral homes to jointly deliver services and solutions that build their brands, enhance the services that they can offer their families, generate leads and ultimately contribute to their growth and overall business success."

The technology that forms the foundation of Tributes.com's obituary platform is far superior to that of any funeral service website provider. Through their integrated obituary alerts, individuals can register with Tributes to be notified upon the death of anyone from a particular school, military unit, or work place. Their database security protects obituaries, preserving them permanently for generations to come and the obituary database is highly scalable and sophisticated in its architecture making it simple to access obituaries from their extensive database of over 84 million records dating back to the early 1900s. According to Marilyn Gould, President of MKJ, "When all of the advantages Tributes.com offers funeral homes are considered, there is really no justification for MKJ not to offer our clients the Tributes.com option."

MKJ Marketing is a death care industry marketing firm serving funeral homes, cemeteries and death care industry vendors in areas of Market Research, Advertising, Training Programs and Website Development and Hosting. MKJ is the leader in completely custom created websites at a cost competitive with template-based websites. As an advertising leader, MKJ's websites incorporate superior copy, graphic creativity, and unique concept development.

For more information on MKJ website development visit www.mkjmarketing.com or telephone 888-655-1566. For information on Tributes.com obituary solutions for funeral homes visit www.tributes.com or telephone 617-337-9442.

Tributes.com is the online resource for current local and national obituary news, lasting personal tributes and online community providing support during times of loss and grieving. Through one centralized national web destination, with over 84 million current and historical death records dating back to the 1930's, Tributes has made obituary and online memorial service information easily accessible so people can come together online and offline to remember and share the treasured stories of the important people in their lives who have passed away. Monster.com and Eons.com founder Jeff Taylor officially launched Tributes.com in February, 2008. Eons, Inc. and Dow Jones & Company are strategic partners in Tributes, Inc. For more information about Tributes.com, please visit their website at www.tributes.com.

Halo International introduces Jewelry Collection



TWINSBURG, OH— Mark Pennington, creator and founder of Halo International has released his *Jewelry Catalog* featuring exquisite 14k gold jewelry, fine Sterling Silver pendants and beautiful glass and fine hardwood globes for display. The Halo collection offers Guardian Angels, crosses, the only Companion pendant on the market, and memorial pet jewelry.

Each piece of fine jewelry comes with its own velvet box for a stunning presentation. Jewelry selections can hold a lock of hair, dried crushed flowers, or cremated remains creating a beautiful and lasting memorial.

Halo offers a clear plexiglas display case which will accommodate 20 pieces of

jewelry. The case is designed with a secure front lock so that the jewelry is accessible when displayed on slat wall or other shelving.

A brochure featuring the entire Jewelry Collection is available online at www.halointlcorp.com or by requesting a printed brochure from your Halo International Corp. distributor.

Halo International Corp. 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. For more information contact Mark Pennington at (330) 425-3800 or Mark@halointlcorp.com.

Going on thirty years, Healing Grief By Amy Hillyard Jensen is still one of the best selling Grief Booklets

EDINA, MN—Originally published in 1980, *Healing Grief*, written by **Amy Hillyard Jensen** and published by **Medic Publishing**, continues to be one of the best selling grief booklets in history with more than 4 million copies sold. Now in its fifth edition, it has been updated to include the current account of the author's personal story and a revised version of the resource suggestions. *Healing Grief* is available on the Internet from **Grief Resources Catalog** (www.griefresourcescatalog.com) as an individual copy or in bulk with quantity discount pricing available.

Ms. Jensen knows grief first-hand, having lost a nine year old son, a grown son and daughter, and a husband. She also studied grief and walked with others who are grieving. Her booklet is full of substance, covering fifteen topics including anger, guilt, sadness, children, silence, tears, suicide, faith, and growth. No other work does so much in so little space. The booklet includes many practical suggestions and a resource section.

This booklet has been around for a long time and professionals who deal with bereavement issues on a daily basis know that

this is a solid portrayal of the things that newly grieving people are dealing with. It has been a favorite of funeral directors, hospice professionals, clergy, hospital personnel and others. Grief support group facilitators have also shown their support of this booklet by calling it "ideal" for their groups. Individuals have often said that the booklet got them through the early days of grief and that they read it from cover to cover several times and then ordered additional copies for their family and friends. The booklet has 24 pages and is 5 1/4" x 8 1/4". A Spanish language version of *Healing Grief* titled *Curando El Pesar* is also available.

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

Connie Azure is Thacker Casket Salesperson of the Year

CLINTON, MD— **Mike Beardsley**, **Thacker Caskets, Inc.** VP, Sales and Marketing is pleased to announce that **Connie Azure** has earned the title of Thacker "Salesperson of the Year." The award was presented during Thacker's National Sales Meeting held recently in Cleveland, TN.



Connie Azure

Connie joined Thacker Caskets, Inc. in 1998 after a successful sales career in Maryland. She relocated to Bristol, TN and built her Thacker territory literally "from scratch," Connie and her husband Larry continue to live in Bristol, not far from the Thacker Distribution Center.

Thacker President, **C.J. Thacker**, commented, "Connie's hard work and dedication to her customers are exemplary. She truly is a model salesperson and a joy to work with."

To earn the title of Thacker Salesperson of the Year, Connie had to beat out

three-time Salesperson of the Year champion, **Todd Milner**, who finished second in this year's competition.

In earning the award, Connie grew her unit volume by an impressive 22% and established a new sales record for her territory.

Connie serves leading funeral directors in Eastern Tennessee, Western Virginia, Southeastern Kentucky, and portions of West Virginia and North

Carolina. In accepting her award, Connie credited, "the loyal support of her many customers with whom I've built so many wonderful friendships."

When she's not "on the road," Connie enjoys spending time with her family, and volunteering at her church.

Thacker Caskets, Inc. is America's second largest family-owned casket manufacturer. For more information about American-made Thacker caskets, please call 1-800-637-8891.

Always On Call Answering Service, LLC wins ATSI Award of Excellence

ATKINSON, NH— **Always On Call Answering Service, LLC** of Concord, NH has been honored with the exclusive 2009 Award of Excellence for the second consecutive year. The award is presented annually by the *Association of TeleServices International* (ATSI), the industry's trade association for providers of telecommunications and Call Center Services including Telephone Answering and Message Delivery. Always On Call Answering Service, LLC was presented with the award at ATSI's 2009 Annual Convention held at the Westin Convention Center, in Pittsburgh, PA.

After six months of intensive testing, an independent

panel of judges scored call-handling skills such as courtesy, response time, accuracy and overall service to their clients; the cornerstones of the call management industry. If a company scored 80% or better in ALL categories, they are presented with the coveted Award of Excellence.

"The ATSI Award of Excellence offers the industry the kind of quality testing and benchmarking that is essential to help us establish the kind of service levels that are being demanded by our customers. There are no winners or losers in this program; participation itself guarantees you will provide a higher level of service!" says ATSI President, **Dennis O'Hara**.

Now a two-time winner,

Always On Call Answering Service, LLC earned the Bronze Award for two consecutive years.

ATSI extends its congratulations to the staff of Always On Call Answering Service, LLC on their proven quality service to their customers.

The Association of TeleServices International was founded in 1942 as a national trade association representing live answering services. ATSI now encompasses companies across the United States offering specialized and enhanced operator based services including: call centers, contact centers, inbound telemarketing (order entry), paging, voice messaging, emergency dispatch, fax, and internet services among others.

Wilbert Participates in National Police Week Ceremony in Nation's Capital



(L to R) Artist **Ray Simon**; **Chris Wood**, Vice President, **Washington Wilbert Vault Works** in Laurel, MD; and **Terry Whitlock**, Vice President, **Wilbert Funeral Services, Inc.** in Broadview, IL pose beside the framed print specially created by Simon to honor those peace officers who gave their lives during the past year.

BROADVIEW, IL— For the fourth consecutive year, **Wilbert Funeral Services, Inc.** participated in the Peace Officers Memorial Day Service held at the U.S. Capitol building in Washington D.C. on May 15. Sponsored by the Grand Lodge Fraternal Order of Police and the Grand Lodge Fraternal Order of Police Auxiliary, the ceremony honors members of law enforcement community who have lost their lives over the past year. Each family in attendance to honor a fallen family member received a

framed print specially created by artist **Ray Simon** for the occasion. All costs for the prints and framing were underwritten by **Wilbert and Ray Simon, Inc.**

"In all parts of this country, we are fortunate to have men and women who protect us from those who seek to do us harm. These police and law enforcement officers willingly put themselves in harm's way to insure that the laws of our communities are obeyed; and, they risk danger when apprehending those who commit crimes of all types. It is in honor of these brave

men and women who have lost their lives over the past year that we make this offer." said **Wm. A. (Tony) Colson**, President of **Wilbert Funeral Services, Inc.**

National Police Week is a week of special recognition to acknowledge members of law enforcement for their service to our country. Starting on May 10th and continuing through May 16th, Americans have come together to pay tribute to fallen police officers and officers injured in the line of duty. President John F. Kennedy designated May 15th as National Peace Officers Memorial Day, where fallen police officers are honored for their service to their communities.

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 offices in Broadview, the company licenses the right to manufacture burial vaults under the **Wilbert** trademark to a network of over 200 licensees and sub-licensees throughout North America.

New "Unforgettable" Tribute Magnets

FOUNTAIN VALLEY, CA— **Pocket Reference Journals** has introduced personalized tribute magnets to honor those who are truly "unforgettable". By just emailing a snapshot, images either of people or pets can be graphically placed in an artistically rendered setting making it the perfect post-funeral keepsake when sending out condolence appreciation thank-you notes.

This unique and memorable gift idea began after the recent passing of a friend, and realizing how much "people love putting photos on refrigerators," according to publisher **Bonnie Schachter**.

Phrases such as "Unforgettable" are just some of the custom choices available to print on the magnet, in addition to the person's name, years that he or she lived, and or religious affiliation i.e. Star of David, Cross, etc.

"Unforgettable" Magnets will fast become a new ad-



dition for people to give to their many friends, relatives and business associates to honor and celebrate the lives of those loved.

Refrigerators will now continue to be a place to be able to feed the stomach as well as the soul with these "Unforgettable" reflective

magnets. Custom orders begin at 100. For more information contact Pocket Reference Journals, 9850 Lewis Ave., Fountain Valley, CA 92708. Phone (714) 914-2565. Visit www.pocketreferencejournals.com or e-mail bonnie@pocketreferencejournals.com.

Cherokee Child Caskets announces New Website

GRIFFIN, GA— **Cherokee Casket Company, Inc.** announces the release of their new website, www.cherokeechildcaskets.com. The newly designed site allows users to choose to enter the site as Family and Friends, Funeral Directors or Distributors.

The Family and Friends

section offers grief resources, details on Cherokee's line of products and suggests that the families contact their local funeral professional in their time of need. In the Funeral Director and Distributor sections you will find FAQ, Distributor Search and details on Cherokee's com-

plete product line.

Visit Cherokee Casket Company's website and sign up for their Newsletter which automatically enters you in a drawing to win a size 2/6 20 gauge white steel protective child's casket. For more information call 800-535-8667 or visit www.cherokeechildcaskets.com.

Shipping DIRECTORY

RATES: 1/2" ad \$170 • 3/4" ad \$205 • 1" ad \$245 • 2" ad \$405 • 3" ad \$535 • 4" ad \$635 • 5" ad \$745
COLOR: 1/2", 3/4", 1" and 2" ads, add \$75 • 3", 4" and 5" ads, add \$100

All Shipping Directory ads run for 12 months and are to be prepaid.
 Deadline is the 5th of the previous month. Ad rates are for camera ready copy.

Mail to: Funeral Home & Cemetery News, PO Box 5159, Youngstown, OH 44514 • Call 800-321-7479 • Fax 800-321-9040 • E-mail info@nomispublications.com

AIRLINE RESERVATIONS FOR HUMAN REMAINS

Eagle's Wings Air (866) 550-1392
 www.eagleswingsair.com

CONNECTICUT

HARTFORD TRADE SERVICE
ON SITE CREMATORY
 Kevin K. Riley, Funeral Director

Convenient To All Local Hospitals Area Convalescent Homes Connecticut Hospice Inc. In Branford

860-282-4500
 Cell 860-559-7728
 Fax 860-282-0393

24 Hr Professional Service Full Shipping and Cremation Services Service in the Trade Service for 23 Years

Serving the Chief Medical Examiner's Office and All of Connecticut
 623 Main St., East Hartford, Connecticut 06108

FLORIDA

SCARANO SHIPPING

When you select Scarano Shipping you receive prompt, personal service without the risk.

- First-rate, on-site embalming procedures that ensure remains arrive from Florida in quality condition.
- The promise that you will never lose your rightful casket sale to a Florida funeral home.
- One guaranteed price without the risk of hidden charges, add-ons or extra fees.

- NO CASKET SALE -
 24 hours a day, 7 days a week
 Joe Scarano will answer your call personally!

1-800-423-5901
 www.scaranoshipping.com
 Family owned and operated



Joseph A. Scarano
 Owner



Anywhere in Florida!



FORT MYERS Memorial Gardens

"S.W. Florida's Finest and Most Trusted Shipping Service"

Serving
 Fort Myers, Cape Coral,
 North Fort Myers, Estero,
 Bonita Springs, Lehigh Acres, Naples,
 Port Charlotte, & Punta Gorda

We Work *With* You,
 Not *Against* You!

SOUTHWEST FLORIDA

877-936-0555
 Fax 239-425-9233

Independently Owned and Operated Since 1954

FFDA *
 NFDA *



Glenn Pomerantz
 Managing Director

FORT MYERS, FLORIDA 33907

**TO PLACE YOUR AD HERE
 CALL 1-800-321-7479**

FLORIDA *Continued*

Orlando

Serving ONLY the Central Florida Area.

So you can tell your families,
 "Yes, I have a friend there!"

ROBERT BRYANT
 A shipping service you can depend on.

toll free **877-SHIP2YOU**
 Shipping or Cremation 877-744-7296
 24/7

Family Owned and Operated.
 A Robert Bryant Funeral and Cremation Chapel
 321 E. Michigan Street, Orlando, FL 32806

ILLINOIS



(708) 388-0129

JASON A. KEPOUROS
 Funeral Director/Embalmer

Serving Chicago and Surrounding Area

Complete Shipping Package
No Casket Sale • Prompt Retrieval
 www.kepourosfuneralservice.com

MASSACHUSETTS

Boston

FAGGAS
EMBALMING SERVICE
 Nick Faggas, CFSP • Adrienne & George Faggas

1-800-222-2586
(617) 923-0416

551 Mt. Auburn St. - Exit 17 Off Mass. Pike
 P.O. Box 169 Watertown, MA 02471

NEVADA

A full-service, independent funeral home serving Las Vegas, North Las Vegas, Henderson and all of southern Nevada.

PEACE OF MIND. WISHES FULFILLED.

ONE CALL DOES IT ALL!
 We make your shipping easy.
 Quick Turn-Around.

(702) 485-6500



Kraft & Sussman
 FUNERAL SERVICES
 ICCFA, JFDA, NFDA

**THE SHIPPING
 DIRECTORY
 IS CONTINUED
 ON THE
 NEXT PAGE**

NEW YORK

Northeast Funeral Service, Inc.
 "One Call Takes Care Of It All"

(718) 683-2710

Ship Out • Ship In
 Direct Cremations • Direct Burials
 Removal • Embalming

101-07 101st Avenue Ozone Park, NY 11416
 Matthew Fantasia
 Anthony D'Angelo

NORTH CAROLINA

RALEIGH - DURHAM - CHAPEL HILL - BURLINGTON

25 YEARS DIRECTOR SERVICES
 SERVING NORTH CAROLINA & NEIGHBORING STATES
 EMBALMING • REMOVALS • SHIPPING
 TRANSPORT • CREMATION SERVICES

AFFORDABLE SERVICES

SERVING
 GREENSBORO - RALEIGH - CHARLOTTE
 AIRPORTS

336-751-3111 **DS** **336-679-8871**
 336-655-9654 CELL 336-751-1107 FAX

LET US BE YOUR CAROLINA CONNECTION
 Providing Quality Service for the Funeral Director for over 25 Years

GREENSBORO - WINSTON SALEM - HIGH POINT - MOCKSVILLE

ASHEVILLE - MORGANTON - HICKORY - STATESVILLE
 MOORESVILLE - WILKESBORO - MT AIRY - BOONE - ELKIN

OHIO

"Southwest Ohio's Most Dependable Trade Service"

Storer Mortuary Transport
 P.O. Box 33 - Jamestown, Ohio 45335
Phone (937) 302-0306 www.storemortuarytransport.com
 Michael A. Storer and Gretchen L. Kell, Owners
24 Hour - Quality Trade Embalming and Removals
 Minutes form Cincinnati, Columbus and Dayton, Ohio

Cleveland

ANTHONY PALMIERI
1ST CALL SERVICES LLC
 Removals all over the Greater Cleveland Area
 Fully Insured • Six First Call Vehicles
 Call **216-701-8880** 24/7

Columbus



COLUMBUS TRADE & LIVERY
 Central Ohio's Most Trusted Trade Service
24 Hour Pager 1-800-309-4548

Quality Embalming
 Graveside Services
 Full Service Shipping and Cremation
 Removals/Transfers to and from Any Location

John E. Simeone
 President and Owner
 Phone 614-403-0295

Minutes to Port Columbus International Airport
 Service from the Franklin County Coroner's Office, as well as any nursing home or private residence located in Franklin County and central Ohio.

Convenient to the following Hospitals:

Children's Hospital
 Doctors Hospital North
 Doctors Hospital West
 Fairfield Medical Center
 Grady Memorial Hospital
 Mt. Carmel East Hospital

Mt. Carmel West Medical Center
 Ohio State University Hospital East
 Ohio State University Medical Center
 Riverside Hospital
 Mt. Carmel/St. Ann's Hospital

Reliable • Professional • Reasonable

Shipping **DIRECTORY** CONTINUED

SOUTH CAROLINA

(877) 808-3841



Removals • Embalming
Transportation

Graveside Directing
Cremains Scattering

Reliable 24 hour Service!
Providing Excellent Service Since 1995

P.O. Box 12684 P.O. Box 1861
Charleston, SC 29422 Greenville, SC 29602
Fax (843) 762-2572 Fax (864) 278-0190

www.CarolinaFuneralServices.com

SPROW
MORTUARY SERVICES

1-800-604-9576
24 Hour Service

**PROFESSIONAL SERVICES
FOR FUNERAL DIRECTORS**

Customize
Your Direct
Mail



NOMMIS Program
PUBLICATIONS, INC.

1-800-321-7479

TEXAS

Care, Compassion & Integrity



Serving
Dallas/Ft. Worth Metro
East Texas North Central Texas

Ship-outs, Cremation, Gravesides, Overland Transportation

www.globalmortuaryaffairs.com
877.216.2708

VIRGINIA

ANDRE SANDERS & SONS
MORTUARY SERVICES

\$695⁰⁰ VA# **703-339-5230**
DC# **202-583-0009**
Excluding airfare, filing and permit fees.

24 HOURS • 7 DAYS

Serving:
Washington, DC • Maryland • Northern Virginia

Embalming • Removals • Ship-outs • Transporting
All Military Cemetery Drop-off
Licensed Embalmers (DC • MD • VA)

Specializing in Infectious Disease Cases – Call for Price

VIRGINIA *Continued*

SLOAN FUNERAL SERVICE, INC.
Fully Licensed Service • Ship In • Ship Out

David J. Sloan, Sr., Owner and Operator
David J. Sloan, II, LFD
4340 Granby Rd, Dale City, VA 22193

TOLL FREE (877) 580-7481 • (703) 580-7480
FAX (703) 580-8485

Ronald Reagan Washington National Airport (DCA)
Washington Dulles International Airport (IAD)
Richmond International Airport (RIC)

We are honored to provide military interments at
Arlington, Quantico and Culpeper National Cemeteries.

We provide traditional funeral services, cremation services, long distance ground transportation, shipping and receiving services, disinterments/reinterments, videograph and photograph services.

Located just south of our nation's capital.
Serving the Washington, DC/Virginia Area.

WISCONSIN

MILLER MORTUARY SERVICES
NEAR AIRPORT + HOSPITALS + M.E. OFFICE

Most cases shipped in 24 hours.
The quality of our work speaks for itself.

YOUR FUNERAL DIRECTOR IN SOUTHEASTERN WISCONSIN

1-866-605-1524
WE WILL MEET OR BEAT ANY PRICE
www.miller-reesman.com

**TO PLACE YOUR AD HERE
CALL 1-800-321-7479**



SUBSCRIPTION

FUNERAL HOME & CEMETERY NEWS

ANNUAL SUBSCRIPTION

- \$20.00 Subscription
- \$40.00 First Class
- \$50.00 Canada & Mexico
- \$65.00 Outside North America



Master Card, Visa, American Express and Discover Orders:

1-800-321-7479
Fax 1-800-321-9040

Return To:



PO Box 5159

Youngstown, OH 44514

Name _____

Address _____

City _____

State _____ Zip _____

Phone _____

Signature _____

Classified **ADS**

Rates

1 Issue(up to 50 words) \$ **50.00**
 Add Photo \$ **35.00**
3 Issues.....(up to 50 words) \$ **125.00**
 Add Photo \$ **65.00**

ADDITIONAL COSTS PER ISSUE

Additional Words \$ **.30**
 Box Reply Number \$ **8.00**
 Boxed Border..... \$ **5.00**
 Color Background \$ **10.00**
 (Color Background Includes Boxed Border)

All ads appear online at
www.nomispublications.com

Mail to:



PO Box 5159, Youngstown, Ohio 44514

Fax to: 1-800-321-9040

Call: 1-800-321-7479

E-Mail: info@nomispublications.com

Order online at:
www.nomispublications.com

GET A JUMP ON YOUR CLASSIFIED ADVERTISING

To place an ad
 or to view ads
prior to publication
 in the
 Funeral Home
 & Cemetery News,
 visit our website at
www.nomispublications.com



Prices Subject to Change without notice.
No Refunds.

**DEADLINE IS
 THE 5th OF THE
 PREVIOUS MONTH**

PLEASE NOTE:

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

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

DEPARTMENT INDEX

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

Antique Cars/Equipment 1

HORSE DRAWN HEARSE



FOR SALE

Beautiful Victorian, museum quality horse drawn hearse. Built around 1860. Antique beveled glass surrounds front, back and sides. Gorgeous dome roof is supported by four fluted carved wooden columns. A true showpiece, would make an exquisite acquisition.

Orlando, Florida
 Larry Ray
 (407)248-8100

ARE YOU LOOKING FOR ADDED INCOME??

JOIN IN ON THE GROWING TREND – OFFER A BEAUTIFUL HORSE DRAWN HEARSE, ALONG WITH YOUR MOTORIZED HEARSE, AS A DRAMATIC PLUS. VERY APPROPRIATE FOR A DIGNIFIED MILITARY FUNERAL. THREE HORSE DRAWN HEARSES FOR SALE – ALL CAN BE USED AS IS – THEY ARE IN BEAUTIFUL ORIGINAL CONDITION. THEY ALL ACCOMMODATE A MODERN CASKET. WE ALSO OFFER NEW WHITE OR BLACK HEARSES. **ART PAGEL 262-675-6471 OR CELL 262-339-9300.**

Horse Drawn Hearse



Made by Riddle
 Hearse and
 Coach Company,
 Ravenna, OH,
 around 1870.

Call Kenneth Ballou, Burkesville, KY, 270-864-2227



Royal Coachworks, INC.

5715 Manchester Ave., St. Louis, MO 63110
 "Specialists in Funeral Coach
 Conversion Work"

Hearse - Limousines - Conversion Coaches

2009 Superior Cadillac Statesman Hearse



Ready For Immediate Delivery

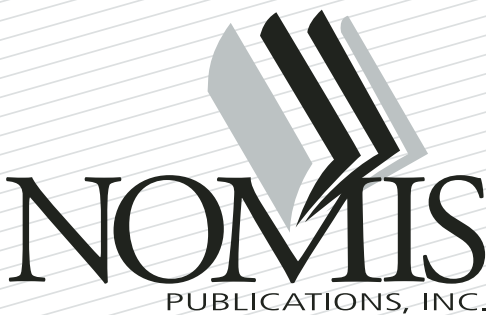
- 2003 Eagle Cadillac Ultimate, black w/black vinyl top.
- 2001 Superior Cadillac, 47" 6-dr, black, Sharp!
- 2001 Federal Cadillac Coach, silver w/black vinyl top, Sharp!
- 2001 & 2000 Superior Cadillac Statesman Supreme, dark blue.
- 1999 Eagle Cadillac Ultimate, dark blue.
- 1999 Federal Cadillac Renaissance, silver.
- 1999 Superior Cadillac, 49" 6-dr, black w/black top.
- 1998 S&S Cadillac Masterpiece, Commercial Glass, white, Sharp!
- 1994 Superior Cadillac Sovereign, Commercial Glass, white.
- 1994 Superior Cadillac Statesman Landau, black.
- 1992 Superior Cadillac Crown Sovereign, white w/black roof.

For the Classic Collectors! 1984 Superior Cadillac Crown Sovereign
 White/Blue Int., Only 11,800 miles, Like New!
 serious inquiries only

25 Used Hearse & Limousines from 1984 on up.

Call Joe or Tony Molina
1-800-506-1983

(314) 781-1500 - St. Louis, MO
 Fax (314) 781-1507



Customize Your Direct Mail Program

Database Files

Reports Mailing Lists

FORMATS AVAILABLE:

Self Adhesive Mailing Labels
 Barcodes Available
 USPS Cass Approved Paperwork Available

Reports
 Include Name, Address & Phone
 Can Be Ordered Alone or for Follow up to
 Mailing Labels

CD-Rom or E-mail Files
 One Time Usage or Multiple Usage Available

**CALL FOR COUNTS
 & COSTS TO CUSTOMIZE
 YOUR MAILING PROGRAM**

TODAY!
1-800-321-7479

SELECT:
 Funeral Homes
 Cemeteries
 Crematories

SORT BY:
 State
 County
 More...

Classified ADS

We will *lend* you *money* on your **Insurance Assignments** Immediately! Our rate is

5%

Serving Funeral Directors Since 1988

Mortuary Financial Services, Inc.
(972) 238-7700

1750 N Collins Blvd #114 • Richardson, TX 75080

Tell them you saw their Ad

FUNERAL HOME & CEMETERY NEWS

Business Equipment 2

CREMATION EQUIPMENT FOR SALE: New and pre-owned cremation equipment, cremated remains processor, power casket lift table and crematory replacement parts. Permit, shipping and installation assistance as well as commissioning and operator training. **Phone: 800-507-0978. Email terry@universalcremationequipment.com.**

Funeral Business For Sale 5

Funeral Home and Business For Sale
Upscale Manayunk-Philadelphia. Across from Catholic Church. 3 BR, marble bath and kitchen, DR, LR, 7 closets. Only \$375,000. **Reply 609-748-1369 or 215-483-3512.**

FUNERAL HOME & CEMETERY NEWS

FUNERAL HOME FINANCING
Our loans preserve capital, maximize cash flow and deliver fast, dependable financing options for funeral home acquisition or refinancing. **Call Ken Kaplan at 215-230-1885 to discuss your scenario with no cost or obligation. www.FuneralHomeLoan.com.**



2004 CADILLAC EAGLE OVAL WINDOW HEARSE
black with black leather

HEARSESES

2009	
Cadillac Eagle Ultmate	silver/black top/black leather
Cadillac Eagle Echelon Ext Table	black/black leather
Cadillac S&S Imperial Ext Table	black/black leather
2007	
Cadillac Eagle Hearse	blue/blue leather
2004	
Cadillac Eagle Oval Window	black/black leather
Cadillac S&S Hearse (2 in stock)	black/blue leather
Lincoln Eagle Hearse	white/black leather
Cadillac S&S Victoria Ext Table	black/blue leather
2002	
Cadillac Superior Hearse	silver/blue leather
1999	
Cadillac S&S Hearse	black/blue leather
Lincoln Superior Hearse	black/black leather
Cadillac S&S Masterpiece	black/black leather
Cadillac Federal Hearse	blue/black leather
1998	
Cadillac Federal Hearse	black/black leather
Cadillac S&S Victoria Ext Table	black/black leather
1997	
Cadillac M&M Hearse	black/blue leather
1992	
Buick Eagle Hearse	blue/blue interior



CLEVELAND OFFICE

1-888-321-6613

11723 Detroit Avenue • Cleveland, Ohio 44107
216-228-2290 • Fax 216-226-3624

MAXIMIZE YOUR TAX BENEFITS
when making Equipment Purchases . . .

TIME IS RUNNING OUT FOR TAX SAVINGS!

DON'T DELAY CALL 1-888-321-6613 TODAY



2004 CADILLAC S&S HEARSE
black with blue leather

LIMOUSINES

2005	
Lincoln S&S 6-door (2 in stock)	black/black leather
Cadillac S&S 6-door (3 in stock)	blue/blue leather
2004	
Cadillac LCW 24hr	black/black leather
Cadillac DaBryan 5-door	silver/gray top/gray leather
2003	
Cadillac S&S 6-door	gold/black top/black leather
Cadillac S&S 6-door	white/black top/black leather
Cadillac LCW 6-door	black/black leather
2002	
Cadillac LCW 100" 5-door	silver/gray leather
2001	
Lincoln S&S 24hr	black/blue leather
1999	
Cadillac S&S 6-door (2 in stock)	black/black leather
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
2004	
Lincoln Town Car Sedan-L	black/black leather



2002 CADILLAC SUPERIOR HEARSE
silver with blue leather



2002 CADILLAC LCW 100" 5-DOOR LIMO
silver with gray leather



2002 CADILLAC LCW PRESIDENTIAL LIMO
black with black leather

Lucky 7 Sale at our CINCINNATI OFFICE 1-888-321-6613

HEARSESES

2000 Cadillac Eagle ARMORED Flower Car, Two Thousand Actual Miles	\$29,000
1998 Cadillac M&M, 47k mls, Black	\$8000
1996 Cadillac Superior, 75k mls, One Owner, Minor Rust	\$5950
1995 Cadillac Masterpiece, 49k mls	\$8000
1994 Cadillac S&S, Commercial Glass, Blue, Some Rust	\$3777
1994 Cadillac Federal, 71k mls, Navy Blue	\$4777
1993 Cadillac Superior, Silver, 58k mls	\$3500
1980 Cadillac S&S, White, 59k mls	\$2650

LIMOUSINES

2000 Cadillac Krystal, White, 79k mls	\$8777
1999 Cadillac Chicago Armor, 5-Door, 90", Silver, 45k mls	\$7777
1999 Cadillac DaBryan, 5-Door, 90", Silver, 62k mls	\$7777
1998 Cadillac S&S, Commercial Glass, Gold, 58k mls, Not Nice	\$5777
1998 Cadillac Superior, Silver, 82k mls, One Owner, Overheats!	\$1998
1996 Cadillac Superior, 65", Navy, Flip Seat, 26k mls	\$5777
1993 Cadillac Superior 65", Navy, 72k mls	\$4777
1992 Buick Eureka, Navy, 27k mls, Like New	\$4777

Visit our website at www.americancoachsales.com

Visit our all new Website! New Look! Expanded Features! Improved Online Directories!

WWW.NOMISPUBLICATIONS.COM



Classified ADS

Funl Busn For Sale Cont'd 5

Family owned funeral home in Phoenix Arizona for sale. Approximately 700 cases per year in a growing market. Sale includes all furnishings, autos, stock and real estate in prime central Phoenix. High cremation market. Funeral home is fully computerized for making arrangements. **E-mail for more information at azfuneral4sale@aol.com.** Must be willing to sign confidentiality agreement. SJA

WESTERN NEW YORK FUNERAL HOME FOR SALE
Well established Livingston County funeral home serving 28+ families. Turnkey operation. Extensive pre-paid funeral trust accounts. Approximately 7,000 sq. ft., two-story colonial. Two large chapels. Spacious living quarters on second floor. Four rental apartments. Lead car and hearse included in sale. Offered at \$249,000. Owner will hold small second mortgage for qualified buyer. Call (585) 243-1096. SA

New Hampshire Funeral Business for Sale \$129,900



Business only for sale. Attractive funeral home lease with business sale including 2800 square foot funeral home, embalming facilities, and two garages. Only funeral service within a 20 mile radius. Northern New England Main Street location, strong client base in resort town. **Contact: Polimeno Business Sales, Jay Polimeno, CBI, 603-745-9290, jay@polimeno-businesssales.com.** SPA

Hearses/Limousines 8



Richard Palandech
2009 Chevy Express Van w/casket table & entry ramp
2009 Chevy Suburban w/custom casket tbl w/8 built in rollers w/ entry ramp
2004 Chev Astro Van w/casket tbl, blu
2000 Chevy Suburban w/casket table & entry ramp
1999 Cadillac 6-Door Limo
1998 Cad S&S Masterpiece Coach, blu
1997 Cad Eureka Coach, blk
1994 Cad Eureka Coach, blk, 36k mi
1994 Chevy Suburban, blue/silver
1990 Cadillac Funeral Coach, blk
1988 Cadillac Superior Coach, slvr/slvr
 Call (708) 423-4747 BBA

2003 CADILLAC 6-DOOR LIMOUSINE. Black with black leather, like new, one owner, with only 30,826 miles, NSC Coach Builders, \$17,900. **2006 LINCOLN TOWN CAR.** Signature black with black leather, like new, low miles, moonroof, loaded, \$14,900. **Call Todd at 716-523-6000.** BJA

2001 Superior Six-Door Limousine, 55,000 miles, black with gray interior, clean, \$12,000. **2002 Eureka Six-Door Limousine,** 44,000 miles, black with dark blue interior, \$18,000. Can email photos. **Call Greg 815-634-4040 (Illinois).** BJA

**ADVERTISING DEADLINE IS THE 5th OF THE PREVIOUS MONTH
DON'T LET IT PASS YOU BY!**

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

LIMOUSINE & PROFESSIONAL CAR REPAIR SERVICE



New 9000 sq. ft. state-of-the-art Diagnostic and Total Repair Facility designed for you

We understand the needs of the Limousine and Funeral Industries

ASE Certified Technicians
We honor most Coach Builder Warranties

MIKE URDA - OWNER

31920 Vine Street • Willowick, Ohio 44095 • (440) 516-5466 (LIMO)
www.limotecserv.com

HEARSES WANTED!



LATE-MODEL HEARSES WANTED
Selling Outright? Trading? TRAC Lease Ending?



Grand Rapids, MI
PH: 888-432-7737 or 616-538-8100
or, offer on-line at www.hearseswanted.com

I'd like to personally invite everyone to our booth (#513) at the Detroit NFD&MA August 4th & 5th at the COBO Center.

CONVENTION SPECIAL!



'00 CADILLAC EUREKA 65" LIMO - Silver
\$13,795 *



'01 FEDERAL CADILLAC LIMO - Black
\$14,495 *



'01 S&S MASTERPIECE - w/Crown Band & Oval Window
\$36,795 *

visit the new website
RobertPDurant.com






Robert P. Durant
Your Funeral Coach & Limousine Dealer



"I hope you'll give me a chance to serve you!"

New & Previously Used Funeral Coaches & Limousines!
301 Alan Wood Rd.,
Conshohocken, PA 19428
Heritage Coach Sales Partner *Plus applicable state tax & fees.

215-570-7839

**NEW IN STOCK FUNERAL EQUIPMENT!
CALL FOR SPECIAL PRICING!**



'00 CADILLAC FEDERAL HEARSE- Silver
\$23,795 *



'04 S&S CADILLAC HEARSE - Silver w/Oval Window
\$38,495 *

Classified **ADS**

TCT Coach Sales ~ 508-581-9268

2001 CADILLAC S&S MASTERPIECE BLK / BLUE
50,000 MILES COMMERCIAL GLASS

2006 CADILLAC 6 DR SILVER / BLK RAISED CLOTH TOP,
15,000 MILES SHARP PAINTED POST,

2000 CADILLAC S&S MASTERPIECE BLK / GRAY
ONLY 39,000 COMMERCIAL GLASS

2002 CADILLAC 47" 6 DR BLACK / BLACK 3 TO
CHOOSE FROM, MILES ARE BETWEEN 28 AND 39K

1999 CADILLAC FEDERAL BLK / BLUE 46,000 MILES
CLEAN AS A WHISTLE! CALL FOR A QUOTE!

2008 Cadillac Krystal Hearse
Black / Black ~ Left over
Save thousands !

Executive Limousines
Krystal Hearse ~ Bennett Hearse

Visit our web site ~ www.tctcoachsales.com

Hearses/Limousines Cont'd 8

1997 Eureka Coach 6-Door Cadillac Limousine. All black with black interior. Approximately 24K miles. Car is in good shape inside and out. Has only been used for funeral services. Asking \$9,500. Middlehope, NY. **Call Jim (845) 561-2014 or (845) 742-5798.**

Two 2000 Lincoln White (can be black for \$1,000 more) 6-Doors by Federal Coach. 30,000 original miles. Double air conditioning. Excellent condition. Dealer serviced. Located in south Florida. Delivery available. \$10,900 each. **Call Mr. Hill (561) 856-5466.**

2000 Cadillac Limousine



Black leather interior and Black exterior, middle and rear seat a/c units, 60,473 miles, asking \$10,000. Located in Morrow, Georgia. Contact Nellie at (404) 363-1999.

HANLEY COACH SALES 1-800-424-9093

COACHES

2005 Cadillac S&S Coach	Blk/Blk Ext/Blue Int	42,000 mi
2004 Cadillac S&S Coach	Wht/Wht Ext/Gray Int	42,000 mi
2002 Cadillac Superior Coach	Blk/Blk Ext/Gray Int	54,000 mi
2001 Cadillac Eagle Coach	Wht/Wht Ext/Blue Int	42,000 mi
1998 Cadillac M&M Coach	Blk/Blk Ext/Blue Int	71,000 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
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

SPECIALTY VEHICLE

2005 GMC Denali XLT	Wht Ext/Neutral Int	73,000 mi
---------------------	---------------------	-----------

FINANCING AND LEASING AVAILABLE
1-800-424-9093

Authorized Dealer for
 

WE HAVE SEVERAL 2004 & 2005 COMING IN
St Louis, MO

Please Visit Our Website at www.hanleycoach.com

Classifieds Online



To place your classified ad in the



CLASSIFIEDS ONLINE

Call 1-800-321-7479
or visit our website at
www.nomispublishings.com

Family Owned and Operated for Three Generations SPECIALTY HEARSE & LIMOUSINE SALES CORP.

PHONE 800-349-6102 • FAX 516-349-0482 180 DUPONT STREET • PLAINVIEW, NY 11803

SUMMER SALE

CADILLAC & LINCOLN LIMOUSINES

2000 LIMOUSINES	<i>starting as low as</i>	\$8,900.00
2002 LIMOUSINES	<i>starting as low as</i>	\$12,900.00
2003 LIMOUSINES	<i>starting as low as</i>	\$17,900.00
2004 LIMOUSINES	<i>starting as low as</i>	\$21,900.00
2005 LIMOUSINES	<i>starting as low as</i>	\$27,900.00
2006 LIMOUSINES	<i>starting as low as</i>	\$36,900.00



Internet Manager - Maurizio "MO" Misilli E-mail maurizio@shasco.com Cell 516-816-9065
New Jersey Office - Joe Vasta E-mail jv4203@verizon.net Phone 201-851-7492

SPECIALTYHEARSE.COM

FREE DELIVERY

FREE DELIVERY

Classified ADS

Hearses/Limousines Cont'd 8

1993 Cadillac Hearse, 84K miles and 1991 Cadillac Six-door Limousine, 35K miles, Matching Gray Set. \$9,000. Call (570) 473-3098 BCASO

1993-1999 Cadillac Coach and Limousine Parts Shipped Nationwide Mullen Coach, LLC 800-548-4040 www.MullenCoach.com BCASO

REDUCED! HEARSE & LIMOUSINE MATCHED SET
Matching set 2001 Eureka Cadillac Hearse with 37K miles and 2001 Cadillac 65" 24-hour car with 46K miles with flip seats. Both black vinyl roofs on silver. Southwest PA funeral home. Excellent condition, no defects. Serious inquiries only. Hearse: \$26,900. Limo: \$22,900. Email plh@h-fs.com or call 412-580-3586. BCJJA

Help Wanted 9

Sales Pros Wanted!
Rob-Win Press, a 70 year old supplier of highest quality printed and other funeral supplies, is expanding their National Sales Team into several high potential territories including, but not limited to, Georgia, Alabama, Tennessee, Ohio, New England, and several states west of the Mississippi River.
If you're a proven sales pro, preferably with funeral industry experience, come grow with us! We want highly motivated, personable, professionals with great communication skills.
This is a commission based, independent sales representative position requiring weekly travel throughout the territory. Our products include register books, acknowledgement cards, service folders and other funeral related products. We provide the sales leads, new products, training, advertising/promotion support, leadership and unlimited income potential. You provide the sales expertise.
Visit our web site at www.robwin.com. Qualified candidates should e-mail a cover letter and resume attachment to Pete@Rob-win.com or fax both to 610-776-1433, attention Pete Bennett. 9A

SALES MANAGERS
Twelve Florida locations. Sales managers needed. Independent owner. Leads, direct mail. Great commission, excellent facilities. **Come Grow With Us. 386-235-8045.** 9JAS

Funeral Director/Embalmer
Independent Stark County funeral home currently interviewing for a licensed funeral director/embalmer. Seeking reliable, well organized individual to share in all aspects of funeral service including embalming, funeral directing, dressing, cosmetology, casketing, transportation, inventory and care of facilities and equipment. Great opportunity to participate in all facets of funeral service. Competitive salary and benefits. **Send cover letter and resume to PO Box 7356, Canton, OH 44799.** E.O.E. M/F/D/V 9JJA

To place your classified ad



FUNERAL HOME & CEMETERY NEWS

CLASSIFIEDS ONLINE

Call **1-800-321-7479** or visit our website at www.nomispublications.com

Colonial Professional Cars Ltd
Family Owned and Operated **1-800-438-9329** Visit our website www.colonialcars.net

Coaches

<p>1998 S & S Masterpiece/Cadillac silver exterior/black top \$13,900.00</p> <p>2004 Eagle "Kingsley"/Cadillac black exterior/blue leather only 19,000 miles!</p>	<p>2000 Eureka/Cadillac black exterior/black leather</p> <p>2003 Eagle "Kingsley"/Cadillac white exterior/blue leather</p>
---	--

Limousines

<p>(2) 2004 LCW/Cadillac 6-Door white exterior/blue leather 3" raised roof</p>	<p>2000 Eureka/Cadillac 6-Door black exterior/black leather only 30,000 miles!</p>
---	---

All pre-owned vehicles are garage kept, serviced and safety inspected. Flexible financing and walk away leases available.
Order your 2009 Eagle first call van or first call suburban TODAY!!

CALL NOW! 1-800-438-9329

CONAWAY'S
P.O. BOX 1132, UNIONTOWN, PA 15401
800 333 2533
724 439 8800 / FAX: 724 439 6404
VISIT OUR WEB PAGE AT:
www.conawaysales.com

**SEE YOU IN DETROIT
BOOTH 413**

IF YOU ARE CONSIDERING LEASING:
FINANCING THROUGH TCF EQUIPMENT FINANCE
WE ARE ABLE TO STRUCTURE YOUR FINANCE TO SUIT YOUR NEEDS.

**ORDER A NEW
2009 S&S MEDALIST FOR \$1040 p/m**



2008 CADILLAC S&S MASTERPIECE COACH W/38 MILES
WHITE BODY, BLUE TOP, BLUE INTERIOR



2006 CADILLAC S&S MEDALIST COACH W/16,027 MILES
WHITE BODY, BLACK TOP & BLUE INT W/ELECTRIC TABLE



2004 CADILLAC S&S MEDALIST COACH W/6,527 MILES
CASHMERE EXTERIOR & NEUTRAL INTERIOR



2004 CADILLAC S&S MEDALIST COACH W/13,279 MILES
BLACK EXT, BLACK INT W/ELECTRIC TABLE



2003 CADILLAC S&S MEDALIST COACH W/23,153 MILES
BLACK EXTERIOR & GRAY INTERIOR

NOT PICTURED
2004 CADILLAC S&S MEDALIST, SILVER EXTERIOR
2001 CADILLAC M&M COACH, WHITE EXT & BLUE INT W/33,500 MILES
1998 CADILLAC SUPERIOR, BLACK EXT & BLUE INT W/42,000 MILES



2006 LINCOLN S&S 6-DOOR W/21,403 MILES
BLACK EXTERIOR, BLACK INTERIOR



2004 CADILLAC FEDERAL 6-LIMOUSINE W/33,408 MILES
SILVER BODY, BLACK TOP, BLACK INTERIOR



2004 CADILLAC S&S 90" 5-DOOR LIMOUSINE
BLACK EXTERIOR & BLACK INTERIOR W/35,408 MILES



2003 CADILLAC S&S 47" 6-DOOR LIMOUSINE
WHITE EXTERIOR & BLUE INTERIOR W/26,408 MILES



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

NOT PICTURED
1999 CADILLAC S&S 6-DR LIMOUSINE, BLK EXT & BURGUNDY INT W/12,420 MILES
1996 CADILLAC 6-DOOR W/FLIP SEAT, SILVER EXT W/33,500 MILES

**TIME TO BUY INTEREST IS DOWN!
2009 TAX LAW - BUY NOW -
CAN DEDUCT UP TO \$133,000.00
FOR VEHICLE PURCHASE!**

FINEST USED VEHICLES IN THE COUNTRY!!!
SERVING THE FUNERAL INDUSTRY FOR 42 YEARS!!!

WILL SHIP ANYWHERE IN THE COUNTRY
REASONABLE RATES.....WE ALSO SHIP OVERSEAS
WORLD WIDE SUPPLIERS SINCE 1971
LET US HELP YOU WITH YOUR LETTER OF
CREDIT AND FREIGHT FORWARDING NEEDS

ONE STOP FOR EVERYTHING - SERVICE
AND REPAIRS - RESTORATION AND
CONVERSIONS - IN HOUSE STATE OF
THE ART BODY SHOP - LOANER UNITS

800 333 2533

BUY HERE & PAY HERE

**NO NEED TO LOOK ANYWHERE ELSE -
WE HAVE IT ALL!!**

CALL FOR INFORMATION ON THE VEHICLES SHOWN AND FOR OUR COMPLETE LIST OF ADDITIONAL LOW MILEAGE UNITS

Classified ADS

Help Wanted 9

First Generation Funeral Directors Needed for a New Book! Are you a first generation funeral director or embalmer using new technology to enhance your business? How is the new technology helping the families you serve? Do you have a story to tell about why you became a funeral director? What have you done that is considered unconventional or cutting edge according to industry standards? Visit <http://www.FirstGenerationFuneralDirectors.com> to be featured!

FuneralStaff, LLC Offers Opportunities In Funeral Service

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

SALES & DISTRIBUTION OPPORTUNITIES

If you are presently calling on funeral homes, or if you are a casket distributor in Indiana, Illinois, Kentucky, Ohio or Michigan, and you would like an opportunity to earn substantial additional income by taking on an additional product line, we would like to talk to you.

Sycamore Casket Company pays generous commissions and provides protected sales territories. Additionally, most distributors qualify for a totally investment-free way to add a selection of market-proven imported caskets to their product line.

Sycamore Casket Company, located in Indianapolis, Indiana, is a leading importer of metal and hardwood caskets. For more information, please reply in complete confidence to: Sycamore Casket Company, LLC, PO Box 665, Indianapolis, IN 46206. Or call toll-free 866-363-5505.

FASTER DELIVERY



CALL TODAY TO ORDER YOUR

First Class
FIRST CLASS
SUBSCRIPTION

Only \$40⁰⁰ per year! (12 issues)

1-800-321-7479

Something To Think About
HARRY DOLAN, DIRECTOR

BURIAL BENEFITS

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 \$100 to amounts covering the total costs, as in the case of many unions.

If you are a member of such a group, or groups, you will not know whether or not there are such benefits or what they are. Check now to find out. Then, let someone know taking the responsibility how how much you have, and with how organizations.

If there is a discrepancy between benefits and costs, you must decide whether your survivors need any additional special funds. The advantage of taking care of the funeral and burial costs now is that you spare your survivors one more immediate burden during a difficult time.

DOLAN FUNERAL HOME
Franklin Avenue
Phone 924-4025
Professional Service
with Dignity

NEWSPAPER COLUMN ADVERTISING
The "Image Building" Way To Increase Your Business

- This can be **Your** column - published in **Your** local newspaper.
- With **Your** photo - **Your** byline - **Your** closing message.
- It builds identity - Increases prestige - Always increases business.
- It takes **None** of your time - We do it all for you.

Call or write for a free brochure with samples of published columns, cost and details of the program.
Custom Column Service
BOX 488 LEXINGTON, MA 02420
TOLL FREE - 1-800-445-4526...



Drive right.
LINDSAY
CADILLAC OF ALEXANDRIA

The Mid-Atlantic's largest full service Livery and Funeral Vehicle Dealer, featuring Federal and Accubuilt in stock and ready for delivery.

CHECK OUT OUR UNIQUE SELECTION OF PREVIOUSLY OWNED VEHICLES.

- 1999 Cadillac S&S Masterpiece Hearse (black, avg miles)
- 2001 Cadillac Eagle Ultra Hearse (black, low miles)
- 2003 Cadillac S&S 6 Door Limo (dark blue, 26K miles)
- 2003 Cadillac Federal Hearse (silver, 36K miles)
- 2006 Cadillac S&S Commercial Glass 6 Door Limo (black, 14 K miles)

eLINDSAY.com
Master GM Dealer since 1977



Phil Mathis, Manager
Professional Vehicles Dept
1525 Kenwood Avenue
Alexandria, VA 22302

Office (703) 647-8836
Cell (703) 906-4576
Toll (866) 370-4515
Fax (703) 998-6062

pmathis@lindsaycadillac.com
philmathis@verizon.net

Classified ADS

Miscellaneous 10

Batesville Module Showroom. 23 cuts. Best offer. For more information (706) 556-6524. 10IAS

September 11th - "WE REMEMBER" Memorials



Order the special memorial to commemorate those who gave their lives for our freedom. Retail \$155.00 plus shipping. Wholesale orders of 10+ are available for \$67.00 ea. Call (302) 468-0635 or Email: contactsfth@healingstones-fromtheheart.com Website: www.healingstones-fromtheheart.com. 10A

COMFORT FOR THE BROKEN HEARTED

Get the new book written by a Funeral Home Chaplain, Phil Roland, MA PPC. Give the book, "They Shall Be Comforted" to a grieving friend or family member. Order online at www.lulu.com/content/5766180 or locally order from Philrol7@verizon.net 10ASO

China prices to your door at 30-50% of US wholesale prices, and are available for caskets, urns, and monuments! Bulk and individual orders available! We provide you: product quality assurance and inspection, logistics handling door to door, coordination of all documentation, etc. Other product information, photos, and prices, please contact us directly. (360) 283-5278. Email: camsonron@gmail.com or visit www.camjia.com. 10ASO

WWW.NOMISPUBLICATIONS.COM

Index of Advertisers

Abbott & Hast Publications.....	A53	Lim-O-Tec Limousine & Auto Repair.....	B15
Adfnity.....	A26	Lindsay Cadillac of Alexandria.....	B18
Air-Flite Containers Inc.....	A31	Loving Honors Inc.....	A46
Always On Call Answering Service LLC.....	A48	Lynch Supply Company Inc.....	A25
American Capital Funding LLC.....	A43	Madelyn Company Inc.....	A10
American Coach Sales.....	B14	Mark Thomas Company.....	A28
American Crematory Equipment Co.....	A12	Matthews Cremation.....	A19
American Floor Products Co Inc.....	A36	Matthews International.....	A11
Angels At Rest LLC.....	A39	McCord Products Inc.....	A46
Association Computer Services.....	A44	Meadow Hill's Thumbsies®.....	A8
Baines Professional Vehicles.....	B5	Messenger.....	A25
Barrier Products LLC.....	A47	MKJ Marketing.....	A27
Bay Memorials.....	A22	Mortech Mfg.....	A5
Bennett Funeral Coaches.....	B15	Mortuary Financial Services Inc.....	B14
Beta Capital.....	A32	Mortuary Lift Company.....	A30
B K Umbrella Industries Inc.....	B1	Mortware.....	A17
B & L Systems Inc.....	A7	Nadene Cover-Up Cosmetics.....	A54
Boardman Printing.....	A42	Names Unlimited Corp.....	A24
Boston Prayer Card Co.....	A41	New England Cremation Supply Inc.....	A20
Cherokee Casket Company.....	A4	Newman Brothers Inc.....	A29
Church Chair Industries Inc.....	A40	Parks Superior Sales.....	B20
Church & Chapel Metal Arts.....	A33	Passages International Inc.....	A12
C & J Financial LLC.....	A49	Pittsburgh Inst of Mort Sci.....	A45
CK Candles.....	A54	Precious Memories.....	A4
C & L Containers.....	A22	Premier Funeral Supply Inc.....	A18
Colonial Professional Cars Ltd.....	B17	Premium Mortuary Products Inc.....	A55
Conaway's.....	B17	Prestige Vehicle Corp.....	B7
Continental Computer Corp.....	A3	Print-A-Plate.....	A41
Corinthian Catafalques by Mark G Schmidt.....	A20	Robert P Durant.....	B15
Cremation Keepsakes.....	A6	Royal Coachworks.....	B13
Crematory Manufacturing & Service Inc.....	A15	Salam International Inc.....	A21
Custom Air Trays.....	A45	SeelGroup.....	A4
Custom Column Service.....	B18	Simmons Institute of Funeral Service.....	A33
Dead Ringer Putter Company.....	A32	Southland Medical Corporation.....	A23
Derma-Pro Mortuary Cosmetics.....	A33	Specialty Hearse & Limo Sales.....	B16
DNR Industries Ltd.....	A20	S&S Coach Company.....	A9
Duncan Stuart Todd Ltd.....	A42	S & S Cremation Urns.....	A30
Eagle Coach Company.....	B3	Stakmore Company Inc.....	A13
Eagle's Wings Air.....	A39	Sure-Guard Medical Products Inc.....	A43
Elegante Brass Company.....	A35	Taylor Urns.....	A17
Ethel Maid.....	A51	TCT Coach Sales.....	B16
Forever Pets Inc.....	A10, A52	Terrybear Urns.....	A36
Funeral Directors Research.....	A6, A32, A53	The Fan Man.....	A36
Funeral Service Foundation.....	A39	The Foresight Companies LLC.....	A26
G Burns Corporation.....	A48	The Outlook Group.....	A27
Global Recruiters of Batesville.....	A14	TiesForYou.com.....	A24
Hanley Coach Sales.....	B16	Trigard Vaults/Liners.....	A23
Homesteaders Life Company.....	A35	Triple H Company.....	A43
Houston Brothers Inc.....	B19	Umbrella People.....	A38
Inman Shipping Worldwide.....	A51	Vandor Corporation.....	A29
Int'l Cemetery Cremation & Funeral Association.....	A16	Veterans & Family Memorial Care.....	A47
Int'l Memorialization Supply Association.....	A52	Vischer Funeral Supplies Inc.....	B1
Johnson Consulting Group.....	A18	Vivian Fashion/V & F Burial Gowns.....	A55
Judith Roth Studio Collection.....	A56	Webcasting Central.....	A28
K2 Commercial Finance.....	A8	Woodfold-Marco Mfg Inc.....	A49
Kelco Supply Company.....	A31		



HOUSTON BROTHERS, Inc.

PROFESSIONAL FUNERAL CARS - SALES & LEASING



1-800-477-0646

*Cadillac - Lincoln
Hearse - Limousines - First Call Cars*

**FINANCE AND
LEASE TERMS
AVAILABLE!**

With Approved Credit

Email: houstonhearse@comcast.net

For more details contact
HARRIS RADFORD

Nationwide Sales & Finance Manager



2007 CADILLAC S&S 6/65"



2000 CADILLAC S&S 6/47"



1996 CADILLAC S&S MASTERPIECE



1993 CADILLAC S&S MASTERPIECE



2004 CADILLAC S&S 6/65"



1998 CADILLAC S&S 6/65"



1993 CADILLAC EUREKA BROUGHAM



1993 CADILLAC S&S MASTERPIECE
PULL-OUT TABLE

office

770-419-0690

Visit us online at:

www.houstonhearse.com
249 Cobb Parkway Marietta, GA 30060

fax

770-919-2003

Summer Convention SALE!

CALL TODAY!

1-800-229-5008



The Parks Family of Professional Vehicles



2006 S&S Coach 65" 6-Door Limousine Cadillac
All Black - Rev. Center Seat - Electric Glass Partition - Dual A/C & Heat - 3.5" Raised Roof - Like New Condition
Lease For \$975.00/month+TTL plus Factory Warranties



2007 Superior Coach Cadillac Hearse
Silver w/Blue Interior - Crown Band - Chrome Wheels - LOW Miles - Full Factory Warranty - Ready To Go!
Lease For \$935.00/month+TTL



2007 Eagle Coach Chrysler First Call Vehicle
All Black w/Gray Interior - Deluxe Chrome Pkg. - Full Vinyl Top w/Removable Side Window Panels & Chrome Bows - Full Casket Table w/Chrome Hardware That Is Completely Removable - **Purchase For \$21,900.00**



2004 Superior Coach Cadillac Hearse
All Black w/Chrome Wheels - Lower Chrome Moldings - (B) & (C) Pillar Chrome Moldings - Only 23,000 Miles - Very Clean
Lease For \$635.00/month+TTL



2003 S&S Coach Cadillac Hearse
All Black - Higher Mileage @ 56,000 Miles - Very Clean - One Owner - Was Serviced In Our Shop - Ready To Go!
Lease For \$599.00 +TTL



1999 Federal Coach Lincoln "Stratford"
All Black w/Blue Leather - LOW Miles - One Owner Hearse - Excellent Shape Inside & Out! -
Lease For \$450.00 +TTL

Last Of The 2009's Are In!



Take Advantage Of HUGE Incentives & Rebates On The Last Of The 09,s

Cadillac is shutting down the factory for the summer shutdown earlier this year, and re-opening in late August to start building 2010's. This means the only 2009's available are now in stock, call today to make sure you get yours.

Call Today!!!

1-800-229-5008



2005 S&S Coach Cadillac "Medalist" Hearse
All Black - Only 13,000 Miles - Very Clean - Factory Warranty - Chrome Wheels - Flag Staffs & Strobes
Lease For \$750.00/month +TTL



2005 LCW Lincoln 65" Cohort 24 hr. Limousine
Silver - 3.5 Raised Roof - Reverse Center Seat - Electric Partition - 6-Doors - Excellent Shape
Purchase For \$27,900.00



2004 Eagle Coach Cadillac "Ultimate"
All Black w/Gray Leather - Only 26,000 Miles - Full Chrome Pkg. Wheel, Lower Molding, Crown Band
Lease For \$719.00 +TTL



2001 Eureka Coach Cadillac Hearse
All Black w/Blue Leather - Only 63,000 Miles - Car Runs & Looks Fantastic! - Serviced & Ready To Go!
Purchase For \$25,900.00



2002 Federal Coach Cadillac 46" 6-Door
All Silver w/Blue Leather - Chrome Wheels - 28,000 Miles - Very Clean - Serviced & Ready To Go! - Two Matching In Stock!
Lease For \$359.00/month+TTL



2001 S&S Coach Cadillac Medalist
All Black w/Oval Window - Chrome Wheels - This Is A Very Clean Southern Car
Lease For \$499.00/month+TTL



1994 S&S Coach Lincoln Hearse
Silver w/Black Top - Only 29,000 Miles - Very Clean Inside & Out - One Owner
Purchase For \$7,900.00



1993 S&S Coach Comm. Glass Buick Hearse
All Silver - Only 63,000 Miles - Runs & Looks GREAT! - This Is A Commercial Glass Hearse
Purchase For \$6,900.00

Visit Us Online & Sign Up For Our NEWSLETTER & MONTHLY SPECIALS

HEARSE WANTED

Offering TOP Dollar For Your Late Model Trade

VISIT US ONLINE!

www.parkssuperior.com