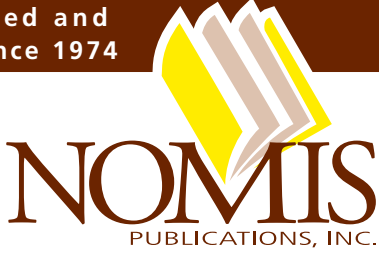


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NEWS

SECTION B
NOVEMBER
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Handmade Soft Hug Bears Available from Ashley Supply

ASHLEY, PA— Can a product that funeral directors offer be adorable? Soft Hug Bears are not only adorable but cute, cuddly and meaningful too. They're made from an article of clothing that a family gives to you that belonged to their loved one who died.



If you hand someone, regardless of age or gender, a teddy bear, it isn't long before they're either hugging it or holding it close. There's just something about this soft object that brings a feeling of warmth and calmness. Imagine how comforting this would be at a time when someone is grieving or missing the one they love. Because the fabric belonged to someone dear, there's an added sense of comfort with the memories of seeing and holding something close that their loved one wore and enjoyed.

When you show a Soft Hug Bear, or softie as we refer to them in the office, to a family they will be pleased to know that an article of their loved one's clothing can be made into a cuddly Soft Hug Bear, offering a sense of comfort whether resting on a bed or chair or being held close.

Because they're stuffed with the finest materials, they are not only hypoallergenic but machine washable as well. If the garment that they supply is machine washable, ensuring that these little softies can be held and cuddled without fear of getting them dirty.

These Soft Hug Bears are a new item being offered by **Ashley Supply Company**. Softie will set your funeral home apart from your competitors. In fact, funeral homes that offer these cute little bears say that many of their orders come from referrals of families that have already purchased one. True to their

reputation for extraordinary service, Ashley Supply Company will provide brochures or post cards not only to offer current families you're serving but to mail families you've already served. It's one more way to show them you didn't forget them after the service and it will keep your funeral home name in front of them.

Available in two sizes, 18" or 22", Soft Hug Bears appeal to men, women and children of all ages. They can be made from a shirt, dress, nightgown, robe or pajama top. Ashley Supply will send you pre-addressed envelopes or you can place the item of clothing in a large envelope and send it by priority mail. The Soft Hug Bear will be handmade with care and put back in the mail to you within one week.

Besides offering funeral home necessities like register books, religious items, and embalming room supplies, Ashley Supply Company is happy to make available an item you can offer with a smile and get a smile in return. For more information, call 570-822-5007 or visit www.ashleysupply.com.

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Richards-Wilbert, Inc. Burial Vault acquires 4th Generation Burruss Burial Vault



(L to R) Tim Farrell, Burruss Plant Manager; Richard Ward, President; Kelly Zimmerman, CFSP, Sales and Marketing; F. Tom Claxton, Sales and Marketing and Todd Dean, Director of Sales and Marketing

MECHANICSVILLE, VA— A fourth generation burial vault company has been added to the already exist-

ing **Richards-Wilbert, Inc** and the **Montgomery Vault** family serving four states. Richards-Wilbert, Inc. is

pleased to announce the acquisition of **Burruss Burial Vaults** from **Tommy** and **CONTINUED ON PAGE B2**

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CALENDAR of Events

CONVENTIONS/ CONFERENCES

Casket & Funeral Supply Assn Fall Conference & Trade Show - Nov 14-15, 2011, Crowne Plaza Hotel, Indianapolis, IN. Exhibits. 847-295-6630. www.cfsaa.org mallen@cfsaa.org

FDSA of Greater Chicago - Nov 16, 2011, Przybylo's The White Eagle Restaurant and Banquets, Niles, IL. Exhibits. 630-980-4740. www.fdsachicago.com office@fdsachicago.com

Alabama FDA Midwinter Expo Trade Show - Jan 15-17, 2012, Marriott Birmingham, Birmingham, AL. Exhibits. 334-956-8000. www.alabamafda.org afda06@bellsouth.net

Ohio FDA Annual Convention and Exhibition - Apr 24-26, 2012, Hyatt Regency and Columbus Convention Center, Downtown Columbus, OH. Exhibits.

Iowa FDA Convention and Trade Show - May 15-16, 2012, Hilton Coliseum, Ames, IA. Exhibits. 800-982-6561.

Tennessee Funeral Directors Association - Jun 03-05, 2012, Embassy Suites Hotel & Conference Center, Murfreesboro, TN. Exhibits. 615-321-8792. www.tnfda.org

Western Pennsylvania FDA Convention - Jun 18-21, 2012, The Ambassador Conference Center, Erie, PA. Exhibits. 800-335-4050. www.wpfda.org

New England Cemetery Association Annual Conference - Jun 25, 2012, Attitash Grand Summit Hotel, Bartlett, NH. www.newenglandcemetery.org kccody@mtcalvarycem.org

Florida Cemetery, Funeral & Cremation Association Annual Convention & Trade Show - Jul 19-21, 2012, Sawgrass Marriott, Ponte Vedra Beach, FL. 800-226-3332. www.thefccfa.com

MEETINGS/SEMINARS

The Academy Training Dates - Nov 01-02, 2011 Financial Aspects of AFP; Jan 17-20, 2012 Advance Funeral Planning, The Academy Training Center, Franklin, OH. 800-331-6270. www.theoutlookgroup.com

New England Cemetery Association - Nov 30 - Dec 02, 2011 The Fredrick Laffond Cemetery Management Seminar, University of Massachusetts, Amherst, MA. www.newenglandcemetery.org kccody@mtcalvarycem.org

The New England Cemetery Association Mid Winter Retreat - Jan 28-30, 2012, Hilton Hotel, Mystic, CT. www.newenglandcemetery.org kccody@mtcalvarycem.org

MKJ Marketing Seminars - Feb 13-16, 2012 Revitalizing your Brand and Niche Marketing, Vail Mountain Marriott Resort, Vail, MO; Mar 07-08, 2012 Pricing: How to Price for Today's Consumers, the Legal and Marketing Issues, Ritz-Carlton Hotel, Naples, FL; Mar 18, 2012 Cremation: Upgrading the Sale and Considering a Cremation Society, Mandalay Bay Resort and Casino, Las Vegas, NV. 888-MKJ-1566. www.mkjmarketing.com kcasey@mkjmarketing.com

Strategic Planning for Funeral Service Professionals Seminar - Mar 05-06, 2012, Dallas, TX. 855-928-8363.

ASD Designs Unique Floral Rewards Program to Help Directors with After Hour Flower Orders

MEDIA, PA— For years, funeral homes have dealt with issues involving unsightly or late floral arrangements as a consequence of the public turning to anonymous “web” florists found through search engines when the local retail flower shop is closed or unavailable. To help resolve this embarrassing problem, **ASD—Answering Service for Directors** has created a solution so floral orders can be taken 24/7 and are always arranged and delivered by the funeral homes’ trusted local florist.

Known as the “Floral Rewards Program”, callers are never inconvenienced by having to write down a number and hope the florist is open. Director’s benefit from added peace of mind knowing that floral arrangements will never arrive in a box five minutes before a service begins. By working in conjunction with the firm’s recommended florist, ASD’s Floral Rewards Program ensures funeral homes can help to keep business local instead of receiving questionable arrangements from outside the area.

“I had an out-of-state family member personally thank me for ASD’s ability to assist him with a flower order. He called after hours when our local florists were closed. If it weren’t for ASD’s Floral Program, who knows where he would have eventually ordered his flowers from, or what they may have looked like upon arrival,” says funeral director **Paul Cavanagh** of **Cavanagh Funeral Home** in Norwood, PA. “ASD took a potentially bad situation and turned it into a positive for our funeral home,” says Cavanagh.

ASD clients who participate in the Floral Rewards Program will also receive a generous discount on their answering service bill every time an order is processed. Callers who contact the funeral home are connected by ASD to a flower bereave-



ASD Floral Arrangement

ment specialist who diligently tracks the order from inception to delivery through the funeral home’s preferred florist. All orders are backed by a 100 percent quality and satisfaction guarantee.

According to owner, **Kevin Czachor**, “We’ve received nothing but wonderful feedback from clients who are currently participating in the Floral Rewards Program and more are signing up every day. What really sets this program

apart is that it can work in conjunction with any florist in the country, so directors have complete control over where flowers are being arranged.”

The Floral Rewards Program went through an extensive planning process, including several years of research and carefully engineered testing to ensure complete functionality. ASD wanted to help eliminate the headaches associated with funeral flower deliveries by providing directors with added control over where their firm’s flower orders come from. Directors who take part in the program have an opportunity to improve the consistency in quality of their firm’s flower arrangements while reducing their funeral home’s monthly expenses.

ASD is the leading answering service and call support center for the funeral home professionals. As a full service provider, ASD empowers directors and staff of funeral homes to offer the highest caliber of service, particularly while away from the office. ASD’s innovative technology and call support expertise have made it a national leader in the death care space. Headquartered in Media, PA the firm offers comprehensive call support for funeral homes and related businesses of all sizes. For more information on ASD’s Floral Rewards Program, call 800-868-9950 or visit www.myasd.com.

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

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Richards-Wilbert, Inc. Burial Vault acquires 4th Generation Burruss Burial Vault

Continued from Page B1

Janet Naumann and their son, **Tommy**, fourth generation and oldest continuously family owned and operated burial vault manufacturer in Virginia. This is what Tommy had to say regarding the sale of his family’s company, “I have known **Richard Ward** for 25 years; he was definitely the person my family wanted to buy Burruss Burial



Burruss Tent

Vaults. His enthusiasm for the burial vault industry and insistence on world class grave side service clearly made Richard the person I trusted to carry Burruss Burial Vaults forward into the future. After four generations of hard work building Burruss Burial Vaults, I know Richard will continue to make Burruss Burial Vaults the burial vault leader in central Virginia.” Burruss Burial Vault division of Richards-Wilbert, Inc. will continue to manufacture **Trigard**® brand burial vaults to funeral homes in the central Virginia area.

In June, the Richards-Wilbert and Burruss team hosted an open house celebrating the new transition. Funeral directors and cemeteries in Virginia and the surrounding area were invited to attend at the Mechanicsville plant location. Those featured during the two-day open house were **American Cemetery Supply** President, **Delphia Doleman** and Trigard® CEO, **Linda Dar-**

by-Sempsrott who presented “*Gravesite Value: Ways to Serve Our Families Even Better.*”

On display were full size Trigard® Burial Vaults, including, personalized burial vaults and **The Healing Tree**® and Richards-Wilbert, Inc. Casket Division’s full line of caskets, cremation products and urn display. Ms. Darby-Sempsrott demonstrated the Healing Tree® Celebration of Life Ceremony to funeral directors in attendance under the mock graveside set up. There were new tents, porches, windows, grasses and devices on display from American Cemetery Supply. Plant tours were conducted each day giving funeral directors an opportunity to see the burial vault manufacturing process from start to finish.

If you would like further information, please call Todd Dean at 540-761-5717 or email him at todd@richardswilbert.com.

Astral Industries Inc., Continues to Grow



LYNN, IN— In an era where business expansion is uncommon, **Astral Industries Inc.**, is proving it can be done. As a result, 34 new employees have been hired to meet the increasing demand that has been created in response to its new products. “A well trained, American workforce is the best provider of quality products,” said Astral Production Manager, **Richard**

Waters. These employees will be aiding in manufacturing top quality, American-made caskets, which Astral has been manufacturing for nearly 40 years.

As stated in the corporation’s philosophy, “Astral will always strive to be an asset to our customers, our employees and our community.” Astral is committed to improving the economic conditions not only in the

funeral industry, but in the company’s community as well. By employing individuals that exude leadership qualities, Astral is the industry’s leading provider of steel burial caskets.

To learn more about Astral and its product line, contact your local representative or call 1-800-278-7252. You can also visit the website at www.astralindustries.com.

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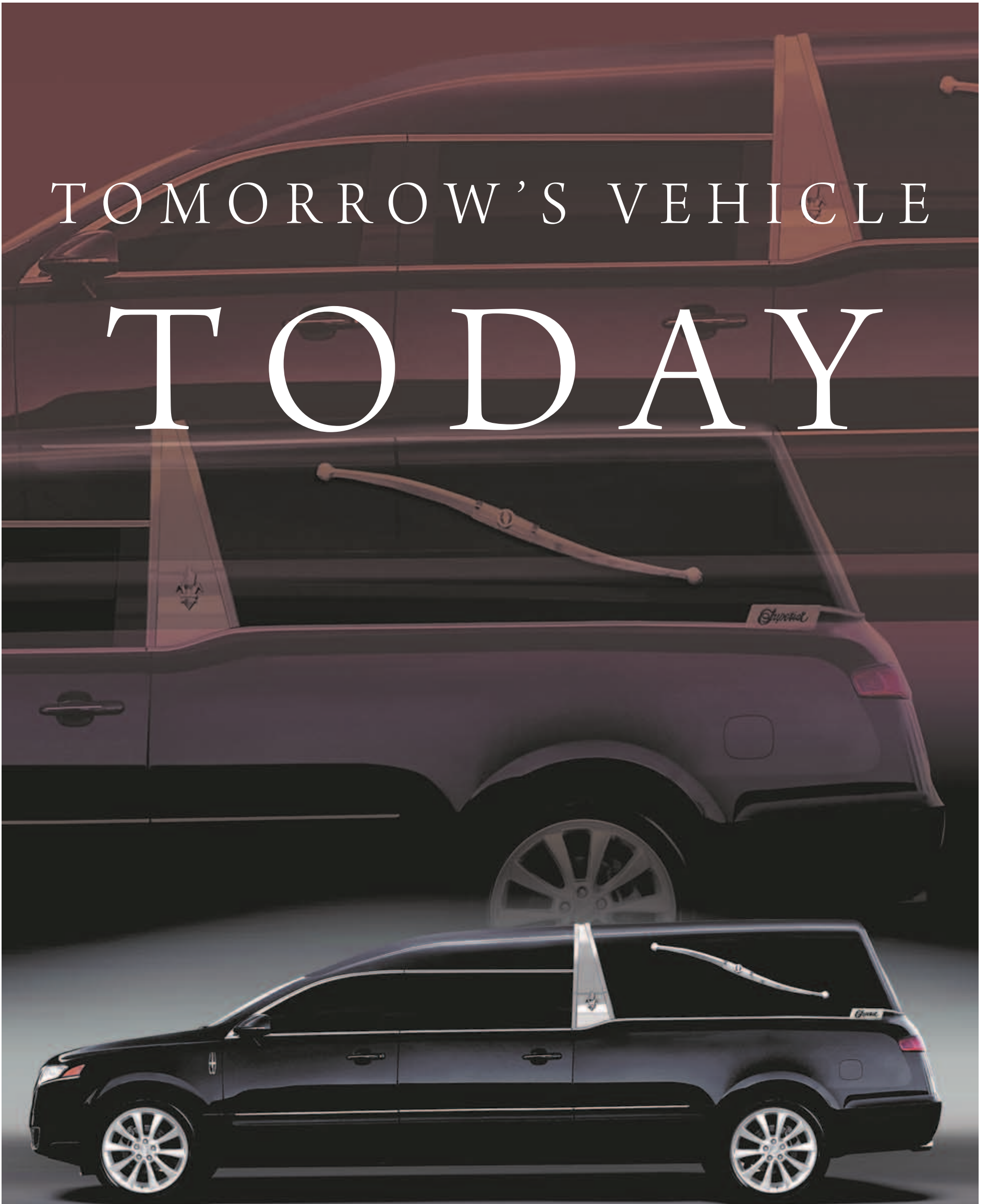
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Benjamin Group Funeral Home



Foster's Garden Chapel Funeral Home & Crematorium

TAMPA, FL— While attending the *International Cemetery, Cremation and Funeral Directors Association (ICCF)* show in March, President, **Michael Chas Benjamin** from **Benjamin Group Funeral Home** in Toronto, Canada purchased a **Zontec PA2500** unit for his prep room. "I wanted to set up a simple, inexpensive system in between both prep rooms that eliminates odors quickly and I found the perfect machine. I hung the PA2500 Zontec machine in between the prep rooms and hooked up a toggle switch to turn the unit on and off. This way all they have to do is hit the switch for 15 to 20 minutes to clear the air, and leave the rooms smelling clean. The system works great and I would recommend it for every prep room," said Benjamin.

For four generations, the Benjamin Family together with its trusted staff and observant **Chevra Kadisha**, have offered comfort and support to the Toronto Jewish community in its times of sorrow. For more information visit www.benjaminsparkmemorialchapel.com.

For over 50 years, **Foster's Garden Chapel Funeral Home & Crematorium**, a **Dignity Memorial®** network location has provided premier professional services to families of Calgary, AB. Manager, **Sue Lasher** stated, "We have always had a strong devotion to our community and that's why we take special care when planning a funeral to pay attention to even the smallest of details. Occasionally we will hold services in the chapel where incense is used. Normally the incense smell lingers for days in our funeral home. After talking to Zontec™ at the FSAC conference we decided to buy a portable unit to use in our chapel to clear the air. I was amazed how fast the Zontec™ portable unit eliminates the incense odor. We love our portable unit!" You can learn more about Foster's at www.fostersgardenchapel.net.

"Our portable Zontec™ units are used by hundreds of funeral homes to eliminate all odors in minutes in their prep rooms, chapel areas, coolers and storage areas, cremation areas, musty basement areas and to freshen up their

limousines. A lot of people also bring them home and use the units for pet odors, freshen up a camp or cottage, in their boats especially when they are first opened up after being shrink wrapped, to clean air conditioning returns, the list goes on and on... There are so many different uses." states **Lyn-di Demers**, Project Manager, Zontec™ International, Inc.

For over 25 years, Zontec™ has adhered to the highest quality standards in the industry manufacturing superior products that are built to last. Zontec™ International, Inc. presently serves hundreds of mausoleums and funeral homes throughout North America, and is a supplier member of the *CCC, ICCFA, NFDA, FACA, FCCFA*, and the *OACFP*.

For more information about the Zontec™ system, to see testimonials from many satisfied customers, or to place an order, you may contact the company directly at their headquarters in Tampa, FL, or visit www.zontecsolution.com, call 1-800-474-0105 or email info@zontecsolution.com.

Whitmer's Porta-Morgue Celebrates 25 Years



The late Robert L. Whitmer, III is shown with the Standard Model from 2007. Robert was killed by a drunk driver in December 2007.

SAND SPRINGS, OK—Whitmer's **Porta-Morgue**, a self-contained, portable mortuary refrigeration unit is celebrating its 25th year of service and has introduced a new unit for 2011. All Whitmer units are designed to be compact and lightweight, and to suit the needs of the mortuary and medical fields.

The Whitmer's **Porta-Morgue** offers excellent protection to safely hold remains during coroner/medical examiner death investigation and in the mortuary field holding remains prior to embalming and/or cremation. The self-contained, portable mortuary refrigeration units can be powered with a stationary 110 volt, a mobile (vehicle/sea/air) power supply, or for emergency field use with a generator or 12 volt power inverter. A 220 Volt Step Down Converter to 110 Volts is available for usage overseas.

Whitmer's **Porta-Morgue** has a distinguished history of designing and producing the finest portable mortuary refrigeration units available; packed with innovative features, engineered to the highest standards and manufactured for durability. The new model introduced for 2011 includes top or side glass door for viewing.

Take advantage of anniversary pricing by visiting www.PortaMorgue.com. You can contact **Robert L. Whitmer, II**, CEO, at PO Box 5, Sand Springs, OK 74063, phone (918) 852-5466 or email rlwceowhitpm@aol.com.

Zachary Douglass Stationary Software is now Free

HIGH POINT, NC— **Zachary Douglass** is proud to announce that their on-line software application for printing custom funeral stationary may now be used for free. The software may be used to create custom funeral programs, bookmarks, prayer cards and other products that may then be printed for free, in an unlimited quantity, on any paper stock. Thanks to their customers and sponsors, Zachary Douglass was able to make the transition to a free software service, and with the support of user donations and online advertising, they hope to keep it free indefinitely.

Zachary Douglass requires only two things of its consumers to continue to offer this product for free. First, the software must be used. Feedback from users is essential to ensure that the software is useful to everyone. Second, it should be shared. As more users benefit from the service, more donations are received. This allows Zachary Douglass

to improve and adapt the application rapidly to make it useful to a wider audience. Current features include: Photoshop-style editing tools, over 300 backgrounds to choose from, and the freedom to drag-and-drop pictures and text anywhere. Proofs may be sent to the family via e-mail, in PDF format, and no software download is necessary. Additionally, as the consumer can print the materials at any time, last minute changes are not a problem. Zachary Douglass will even save your projects for years, allowing you to reuse designs with minute changes.

As always, Zachary Douglass does not share login information with any outside third party and are conscientious about collecting information strictly for login verification and to facilitate their exceptional customer service.

For more information, or to explore the application, please visit www.zacharydouglass.com.

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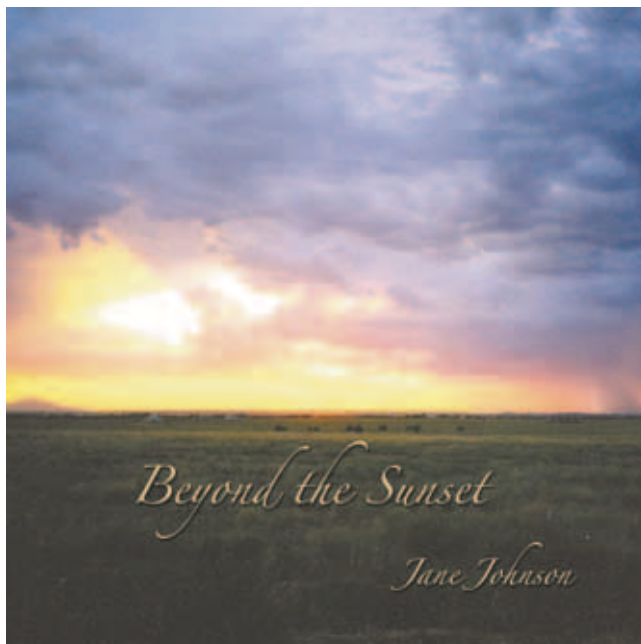
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Jane Johnson Releases New "Beyond the Sunset" CD



Beyond the Sunset CD Cover

BURNSVILLE, NC— Like a gentle touch from a friend, music has a way of reaching us on a level that mere words cannot. Such is the effect of "*Beyond the Sunset*", the latest CD release from **Jane Johnson**. This collection of beloved hymns is dedicated to Johnson's parents and is a poignant tribute to their abiding love. Diagnosed with dementia several years ago, her mother dearly loves to sing the hymns from her earlier years. One of her particular favorites, "Beyond the Sunset", was the inspiration for the CD and became its title track.

Jane Johnson's latest release, "Beyond the Sunset" showcases her instrumental style which she describes as "simple and heartfelt". Johnson's hope is "that this CD encourages and brings joy for people as they reflect on hymns of their youth and that it may bring meditation and comfort in time of loss." The composing process began in 2006. Johnson has developed a signature piano style. The first four CD's of entirely original compositions, "Fragments of Time", "Days to Remember", "An Old Story", and "Another Season" are timeless and uncompromisingly honest. "Beyond the Sunset" brings us favorite hymns in that tradition.



Jane Johnson

The free flowing piano arrangements are enhanced by cello, violin and guitar. **Debbie Phillips** plays clarinet on the title track and "Ivory Palaces". With 66 minutes of music, this CD is suitable for lengthy visitation services and can be played on a repeat cycle.

A resident of Burnsville, NC, Jane and her husband have three grown children. She is a full-time administrative and support services coordinator for two group homes and a workshop for developmentally disabled adults. Very much a "people person", Jane's friendly, compassionate nature is clearly reflected in "Beyond the Sunset".

For more information about Jane Johnson and Jane's music, e-mail piano.jane@yahoo.com or visit www.beyondthesunsetmusic.com.

B. D. "Buddy" Hunter Provides Counsel to Genesis Casket Company

INDIANAPOLIS, IN— Casket manufacturer **Genesis Casket Company** has announced that **B.D. "Buddy" Hunter** has accepted an appointment to the Genesis Casket Board of Directors as a special advisor. In this capacity, he joins **Bob Horn** who accepted a similar appointment last month.

"Buddy is a visionary for our profession and the Genesis Casket Board and we are delighted to have his involvement and support," stated Genesis President and Chief Executive Officer **William Anthony (Tony) Colson**. "His extensive knowledge of casket manufacturing and distribution as well as a demonstrated experience with some of the most notable companies in funeral service will provide valuable insights to our company as we execute our go-to-market strategy."

In 1969, Hunter founded **Amedco Inc.**, a company that manufactured burial supplies for funeral homes, made wheelchairs and other medical devices, and eventually expanded into the steel business to make burial caskets. In 1986, after becoming the second largest manufacturer of burial caskets in the world, Amedco merged with **Service Corporation International**, the largest owner of funeral homes and cemeteries in the world. As part of the merger, Hunter, through **Huntco Inc.**, purchased the steel processing and health care equipment operations of Amedco.

Hunter has been a board member of Cash America

International, Inc. since 1984. He has been a director for Service Corporation International for over 20 years, and currently serves as a consultant. Previously, Mr. Hunter served on the board of Mark Twain Bancshares Inc. for approximately 15 years, and was a member of the listed company advisory board for three years on both the New York stock exchange and the American stock exchange.

"I am delighted to join the Genesis team. I am most impressed by the firm's commitment to high standards of excellence in steel manufacturing. Advising the Genesis Board of Directors allows me to contribute to an innovative company that is well positioned to address the rising costs of funeral products" said Hunter.

Hunter will begin to advise Genesis immediately. His appointment to the Genesis board coincides with the planned introduction of the Genesis product line at this year's *National Funeral Directors Association* convention.

Genesis Casket is a new entity in funeral service, founded in 2010. It is headquartered in Indianapolis, IN and created in partnership with **Ge-stamp North America, Inc.**, a global supplier of structural steel components for the automotive industry. Genesis plans to manufacture and distribute a line of metal caskets later this year that will be produced in its Indianapolis plant to funeral homes throughout the US.

"Beyond the Sunset" contains:

1. What a Friend We Have in Jesus
2. Face to Face
3. In the Garden
4. Fill My Cup, Lord
5. My Jesus I Love Thee
6. Day by Day
7. Amazing Grace
8. The Wayfaring Stranger
9. Blessed Assurance
10. I Know That My Redeemer Lives/ It Is Well With My Soul
11. Ivory Palaces (Ft. Debbie Phillips, clarinet)
12. How Great Thou Art
13. Rock of Ages (traditional/contemporary)
14. Nearer My God to Thee/Precious Memories/In the Sweet By and By
15. The Old Rugged Cross
16. Sweet Hour of Prayer/He Leadeth Me
17. Beyond the Sunset (Ft. Debbie Phillips, clarinet)
18. Now the Day Is Over

WoodMiller Fine Woodworking Remembering their Star Urn Series

NEW OXFORD, PA— **Wood-Miller Fine Woodworking** has produced hand-crafted fine wood cremation urns in their New Oxford, PA shop for almost 15 years, with one of the most beautiful designs being the Star series.

The bodies of hand selected walnut or cherry wood, and contrasting moldings in WoodMiller's Classic or Contemporary styles, provide a pleasing contrast with the eye catching, almost three dimensional, appearance of the central star design. Every star inlay is laser cut from American Tulipwood and Walnut or African Zebrawood and Cherry veneers, and precisely hand fitted to the high grade wood of each urn's face plate.

The formal body design presents a suitably dignified resting place for the remains of a client's lost loved one, while the striking star inlay provides family and friends with a vivid yet comforting reminder of the



Star Urns are available in Classic and Contemporary styles with walnut and cherry contrasting moldings

departed soul's vibrant personality.

Star urns measure 10 3/4" high, 9 1/2" wide, and 6 1/4" deep; and have an internal capacity of 225 cubic inches. A removable base provides easy access to the cremains compartment. Each Star urn is finished in clear satin moisture resistant lacquer that both protects the beautiful woods, and requires

only an occasional light dusting to maintain the urn's appearance.

The Star urn is yet another example of how WoodMiller Fine Woodworking strives to provide funeral directors and their customers with fine quality cremation urns that are suitable for a wide variety of tastes, faiths, and family needs.

For more information visit www.woodmillerurns.com/wholesale_products.htm, contact **Jaime Miller** directly, call (717) 624-0997, or email woodmillerurns@embarqmail.com.

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Homesteaders Life Company names Karen King Regional Director

WEST DES MOINES, IA— Homesteaders vice president—field sales **Dan Lodermeier** announced that **Karen King** has been named regional director of the home office account executives.

King, a well-known manager who has spent her entire professional career with Homesteaders, will manage and expand a group of field representatives based at the company headquarters in West Des Moines.

“We found that some of our funeral home customers prefer having a specific person serve them by telephone,” says Lodermeier. “We responded by creating the home office account executive program which has exceeded everyone’s expectations in terms of service quality and customer satisfaction. It has also allowed us to better retain current customers and acquire new customers,” says Lodermeier.

Lodermeier says “King was an obvious choice to lead this

important corps of representatives because of her vast experience in all aspects of company operations including administration, customer service, licensing and comp, and marketing.”

“This is a new challenge for me,” King says. “I have seen a lot of evolution working at Homesteaders over the years and nearly every change we have made has been for the better of the company, our policy owners and our customers. I am very excited to work with and add to the team of already successful home office account executives.”

Focused solely on funeral insurance funding and support, Homesteaders Life Company is the market leader associated with nearly 4,000 funeral homes and 8,000 licensed agents across the United States. Visit www.homesteaderslife.com for more information.

Meteor Motor Car Company is featured on the Fifth “Made in Piqua” Ornament which is now available

PIQUA, PA— The **Meteor Motor Car Company** is the featured business on the fifth “Made in Piqua” ornament that is now available. The brass ornament features the front of the original Meteor Motor Car Company building, ambulance and hearse. The Meteor Motor Car Company, which later became the **Miller-Meteor Motor Car Company**, began production of luxury cars, funeral coaches and ambulances in Piqua in 1934, remaining in business through the mid 1970’s. The “Made in Piqua” ornament series was started to honor Piqua’s landmark companies and have so far featured a Decker’s lard can, a three-blade Hartz-

ell propeller, a favorite base burner stove and the French Oil Mill Machinery Compa-

ny. Each ornament comes in a blue box that was especially produced for the project by



Meteor Motor Car Company “Made in Piqua” Ornament

Piqua Paper Box Company.

Main street director, **Lorna Swisher**, who is coordinating the project, says **Tom Caserta**, the present owner of the company was intimately involved in the design of the ornament. “I am very excited to see the Meteor Motor Car Company honored in this way,” says Tom Caserta.

“We appreciate the cooperation of Piqua Paper Box Company with this project. We thought it was very important to have a ‘Made in Piqua’ ornament that could be purchased in a box, made in Piqua,” says Caserta.

Ordering information can be found at www.mainstreetpiqua.com

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Donovan installed as Kentucky Colonel



BOSTON, MA— New Kentucky Colonel, **Mark Donovan** (left) of **Whitman Vault** and **Commonwealth Casket Company** in Boston, MA was recently installed by Senior Kentucky Colonel **Wayne Brasco** (center) from the **Brasco & Son Memorial Funeral Home** in Waltham, MA assisted by Senior Kentucky Colonel **John W. Muster, IV** (right) of **Muster Funeral Homes** and **Muster Coaches** in Calhoun, KY.

Founded over 50 years ago, Whitman Vault Company produces the **Trigard**® brand of plastic lined burial vaults. The Commonwealth Casket Company offers a line of quality made caskets produced by some of the leading casket manufacturers in the United States.

Mark operates the companies along with his wife, **Lorraine** and grandson **Bruce Delle Chiaie** and his wife, **Julie**. The distinction of Kentucky Colonel is commissioned by the Governor of Kentucky and bestowed upon individuals in recognition of noteworthy accomplishments and outstanding service to a community, state or the nation.

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Passages' Memento Water Urn is Featured in Prestigious Omega Lifetime Magazine

ALBUQUERQUE, NM— Water burial isn't just for avid fishermen, seafarers or boaters, in-fact over 70% of those that intend to scatter cremated remains say they will do it in water. There are many contributing factors to the increasing interest in water burial. Many people believe this to be a means of connecting, or re-connecting with Mother Nature. Naturally, such a ritual should be environmentally-friendly. There is no biodegradable urn better designed for family and friends to experience the utmost in participation and memorialization during this ceremony than **Memento™**.

Rapidly gaining exposure, Memento™ was just featured in the water edition of the world-renowned *Omega Lifetime* watch magazine. Having an exclusive distribution to over 200,000 retailers and Omega watch customers from around the globe, the magazine is educating discerning customers about this cutting-edge water burial option.

Earlier this year, Memento™ competed against over 4400 other entries from 60 countries to win the 2011 Red Dot Award. Introduced in 1955, the Red Dot design award has become the world's largest and most distinguished design competition. Red Dot signifies belonging to the best in design and business. The Memento, as unique as the individual it embodies, sets the bar high as it takes water burial to the next level.

"Personally attending the 2011 Red Dot Product Design Awards in Germany this summer, along with companies like Apple and Bosc, whose products such as the iPhone 4 also received awards, was exhilarating," says **Passages International, Inc.**, President, **Darren Crouch**. "The ongoing exposure that Memento is getting worldwide reinforces Passages' commitment to truly unique and functional product offerings which benefit our customers and the families who use them. Your urn selection is not complete without this internationally recognized, award-winning product."

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The Memento Water Urn for Water Burial

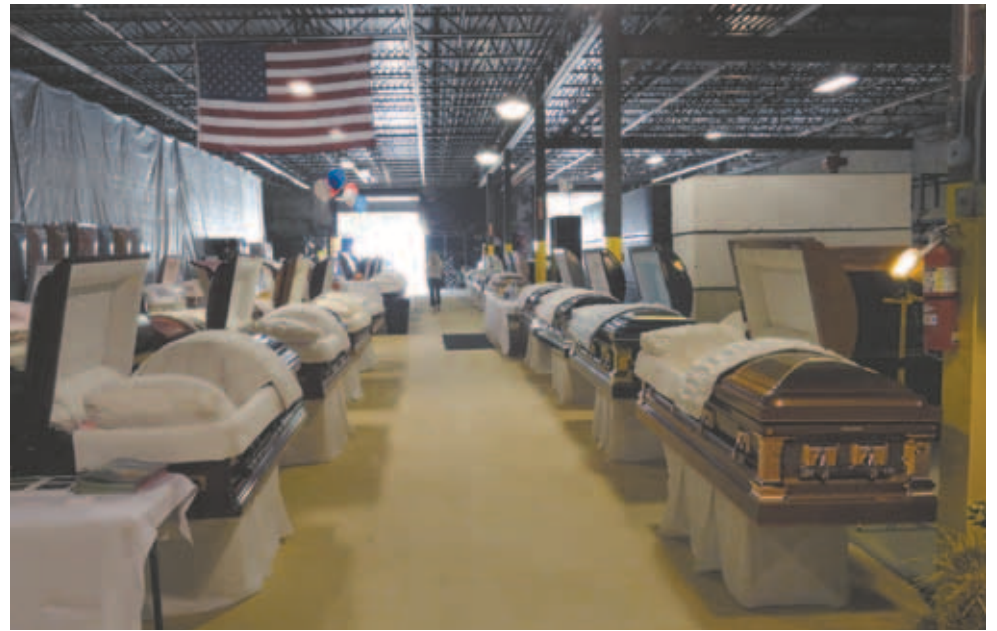
tique molds from non-toxic, food-grade, pressed recycled paper, the Memento allows families to personally contribute to a meaningful ceremony prior to placing the urn in water, watching it float briefly then witnessing the graceful disappearance to the bottom where it will dissolve over time. On the handmade paper cards provided with the urn, participants write messages for the deceased and place these notes into the top of the Memento. To further personalize the urn, messages may be drawn or written onto its exterior.

Passages goes above and beyond to help you exceed your families expectations by making a monetary donation in memory of the deceased to an ocean conservation organization dedicated to protecting our oceans for future generations.

Passages International, Inc. is the leading supplier of green and eco-friendly funeral products. Since 1999, it has pioneered the funeral industry with innovative and environmentally-friendly urns, caskets and memorial products. Made from several different sustainable materials, Passages provides urns for water and earth burial, as well as for scattering. The eco-friendly, woven caskets are used for cremation or burial and are available in sizes for adults, children and infants.

For more information on Passages' biodegradable product lines and to see photos of all products, visit www.PassagesInternational.com, email amwehr@passagesinternational.com, or call (888) 480-6400.

Whitman Burial Vault and Commonwealth Casket host Annual Open House



WHITMAN, MA— On September 14, 2011 **Whitman Burial Vault** and **Commonwealth Casket** held their third annual open house. It was a day of learning, and fun for over 125 funeral service professionals.

During the event funeral directors had the opportunity to take a C.E.U. class on Blood Borne Pathogens and receive 3 credits. Whitman Burial Vault manufactures both the **Wilbert** and **Trigard** brand of burial vaults; one of every

vault was displayed in every color option available. This gave all in attendance a firsthand look at the wide range of vault options available to them to offer to the families they serve.

Whitman Vault's sister company, Commonwealth Casket, also had a display of the entire line of wood and metal caskets they distribute on hand. Commonwealth Casket is proud to say that all of the caskets they sell are manufactured in the USA.

Throughout the day there

were multiple demonstrations, raffle prizes, visiting with the multiple other vendors on hand, and a full luncheon.

This event continues to grow annually, Whitman Vault and Commonwealth Casket plan on holding next year's event during September. If you have any interest in attending or would like further information on any of the products they offer please feel free to contact them at 866-953-2909 or email bruce@commonwealthcasket.com.

Aurora Introduces Advisor: A New Level of Collaboration to Funeral Industry

AURORA, IN— **Aurora Casket Company** announces the launch of the first comprehensive customer service system for funeral homes. The new *Advisor*, transforms the way funeral directors interact with the families they serve by creating a more collaborative and informative planning experience.

"Aurora's Advisor gives our firm a new way to reach out to families in the planning process," said **John McQueen**, CFSP, president and owner of **Anderson-McQueen Funeral Home** in St. Petersburg, FL. "We can now provide each family we serve with a private website so they can learn more about their choices even before they meet with our staff. I also like the fact that Advisor is all-encompassing, that it simplifies all of the products and services we offer and covers everything from management to marketing. I was impressed by the system's speed and accuracy in comparison to competing funeral service technology."

In planning, arrangement and even aftercare, Advisor offers shared communication and management tools that enable funeral directors to more proactively provide information that helps families make decisions faster and with greater ease. With Advisor, families can access a password protected website where they can review service options



Screen Shot from Aurora's Advisor

and send notices to family members before they meet with their funeral home. This helps prepare families to make informed, collaborative decisions in the arrangement meeting with funeral professionals.

"Since the launch of Family Advisor twelve years ago, both the technology and the challenges faced by funeral directors have greatly evolved. Aurora continues

to lead in addressing these challenges," Aurora vice president **Chris Barrott** says. "The new Advisor represents a tremendous leap forward for our entire profession."

Families can browse high resolution images of caskets, urns, vaults, flowers—everything the funeral home has to offer. Advisor provides funeral professionals instant access to critical business information, everything from scheduling to case information and sales analysis. Funeral home staff can access Advisor from any Internet-enabled device, including tablets and Smartphone's.

Founded in 1890, Aurora is the largest family-owned funeral service supplier. Aurora caskets are proudly made in the United States and Canada, with headquarters based in Aurora, IN. For more information about Aurora products and services, visit www.auroracasket.com.

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Funeral Business For Sale 5

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Fnl Business For Sale Cont'd 5

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Funeral Business Wanted 6

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Hearses/Limousines 8

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HEARSE/ LIMOUSINES ARE CONTINUED ON THE NEXT PAGE

1968 Cadillac Hearse



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2005 Cad Limo Superior, raised roof
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Help Wanted 9

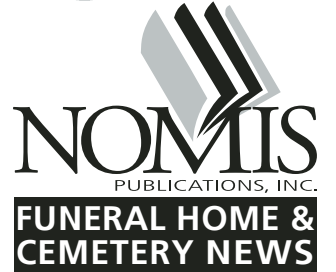
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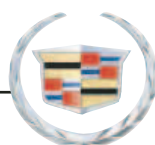


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Cadillac Eagle Hearse.....	2003	white/blue top/blue leather
Cadillac Superior Hearse.....		black/black leather
Cadillac Eagle Elite.....		green/black top/black leather
Cadillac Eagle Elite.....		black/black leather
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Cadillac Superior Hearse.....		white/blue leather
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What Car Gets Your Vote?

LINCOLN

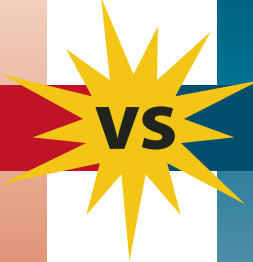
CADILLAC



Federal Coach Lincoln MKT "Stratford"



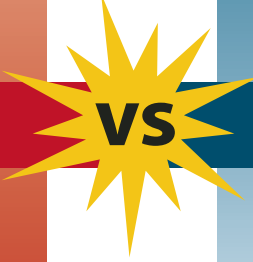
Federal Coach Cadillac "Renaissance"



Eagle Coach Lincoln MKT "ICON"



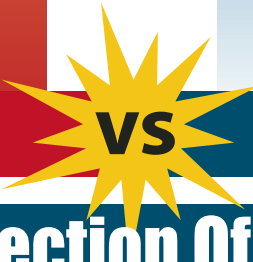
Eagle Coach Cadillac "Ultimate"



Superior Coach Lincoln MKT



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- Vehicles Are *In-Stock & Ready To Go!*

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2010 Chrysler Town & Country First Call Vehicle
This Is On The Touring Package - All Black w/Gray Interior - Full Vinyl Top - Side Panels w/Chrome Bows - Full Casket Floor
Purchase Price \$27,900.00 - Financing Available



2007 Eagle Coach Cadillac Hearse
All Black w/Blue Leather - Factory Warranty - Gold Package - Lower Chrome - And Much More!
Lease For \$919.00/month plus TTL



2007 Federal Coach Lincoln XG Family Hearse
All Black w/Black Leather - Only 12,000 Miles - Car Is In Like NEW Condition - Seating For 5 Plus Full Casket Compartment
Lease For \$839.00/month plus TTL



2008 Dodge First Call Vehicle
Dark Blue w/Gray Interior - Full Casket Floor - Side Panels w/Chrome Bows - Only 24,000 Miles
Purchase Price \$16,900.00 - Financing Available



2006 Superior Coach "Crown Sovereign" Hearse
All Black w/Black Interior - Full Commercial Glass Hearse - Half Top With Crown Band - Strobe Lights - Chrome Package
Lease For \$929.00.00/month plus TTL



2007 Superior Coach Cadillac 47" Six Door
All Black w/Black Leather - Only 14,000 Miles - Chrome Wheels - Full Size Recessed Spare - Flat Floor
Lease For \$839.00/month plus TTL



2006 S&S Coach Cadillac Hearse
All Black w/Blue Interior - 37,000 Miles - Chrome Wheels - Factory Warranty
Lease For \$895.00/month plus TTL



2004 Chevrolet Eagle Coach First Call
Silver w/Black Top - Full Casket Floor - Car Is In Very Nice Shape & Runs GREAT!
Purchase Price \$8,900.00 - Financing Available



2003 Federal Coach Cadillac Hearse
All Black w/Blue Leather - Only 29,000 Miles - Very Clean Car - Just Came In Off Lease
Lease For \$499.00.00/month plus TTL



2000 Krystal Coach Cadillac Six Door Limousine
All Silver w/Blue Leather - 44,000 Miles - Very Clean Both Inside & Out
Purchase Price \$9,500.00 - Financing Available

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