



THE BULLETIN

Vol. 18 □ No. 2 □ April 2003

Rest in Peace, A New Look At Death, Funeral Industry

In this issue. . .

- Marketing Order Form3
- NFDA Consumer Campaign4
- Estate Planning11
- Certified Plants.....12
- Industry News and Notes.....16

It's been 40 years since Jessica Mitford's bestseller, "The American Way of Death," took its own death toll on the funeral industry, characterizing morticians as manipulative snakes wringing profit from grief. Her book was so influential that Robert Kennedy once said its findings weighed on his mind when decisions were made about the funeral for his assassinated brother.

Now, along comes Gary Laderman, college professor and author, who sharply disputes the expose and takes Mitford to task for her book which had a lasting, devastating effect on public perceptions of funeral directors. In his new book, *Rest in Peace, A Cultural History of Death and the Funeral Home in Twentieth-Century America*, Laderman offers a contemplative analysis of the industry of death and a rousing rebuttal to Mitford.

The author traces the origins of American funeral rituals, from the evolution of embalming techniques during and after the Civil War and the shift from home funerals to funeral homes at the turn of the cemetery. Funeral directors, he concludes are highly

Continued on page 7

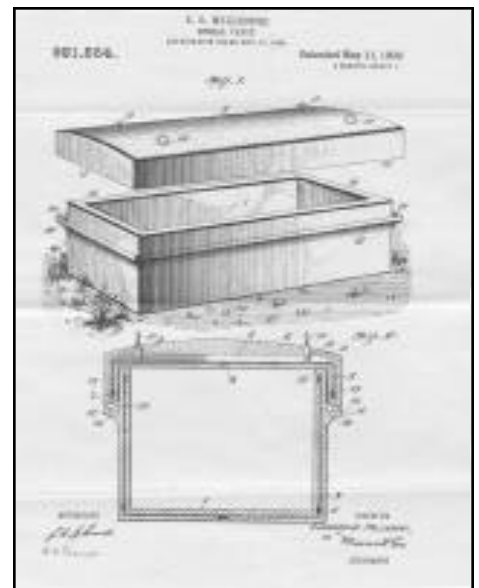
1909 Concrete Vault Patent Papers Show up Online on Ebay®.com

By Jackie Forsht

You might call my husband Bill an Ebay® fanatic. He can spend hours on the computer searching for antique cars and parts for sale all over the world. He's as happy when he finds a much coveted grill badge as I am when I find the perfect pair shoes on sale for 50 percent off.

One evening after exhausting the list of parts and cars, he typed the words, "burial vault" in the search box. Much to his surprise three items appeared on the screen: two old concrete vault samples and a patent for a concrete burial vault that was dated May 11, 1909. Being a vault man, the patent really caught Bill's attention. Finding that the opening bid was only \$1.00, Bill placed a

Continued on page 8



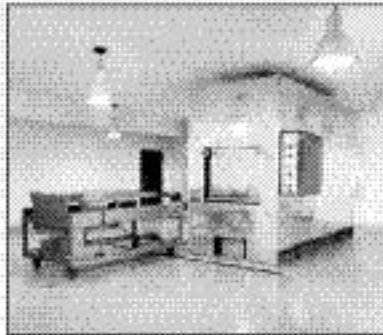
No One Can Service, Repair Or Rebuild An IEE Or ALL Cremator Like We Can...



No one has more technicians and service centers located throughout the U.S. than we do.

No one has more technical and engineering support than we do.

No one knows more about our equipment than we do.



No one has trained or certified more cremator operators than we have.



...and we are the only company that can provide you with a certificate that your IEE or ALL cremator meets our exact Original Equipment Manufacturer (OEM) specifications.

Matthews
CREMATION
GROUP

When it's time to have your IEE or ALL cremator serviced, repaired or rebuilt, come back to the experts with the reputation for servicing what we sell.
Done right the first time.

1-800-327-2831



P.O. Box 547796 • Orlando, Florida 32854 • 800-327-2831 • Fax 407-886-5990
www.matthewscremationgroup.com



National Concrete

Burial Vault Association, Inc.

900 Fox Valley Drive, Suite 204
Longwood, Florida 32779-2552
http://www.ncbva.org
(800) 538-1423 Fax: (407) 774-6751

President

Dan Hicks
Hicks Industries
Miami, FL

President-Elect

J.C. Clifton
Quality Burial Vault Co.
Houston, TX

Secretary/Treasurer

Graham MacLeod
Detroit Wilbert Vault Co.
Detroit, MI

Immediate Past President

Jack Swihart
Saginaw Wilbert Vault Corp.
Saginaw, MI

Directors

Darren Baxter
Baxter Burial Vault Service
Cincinnati, OH

Marty Begun
Eagle Burial Vaults
Detroit, MI

Tim Brown
Brown-Wilbert
St. Paul, MN

Warren Chandler
Master Grave Service, Inc.
Bogart, GA

Linda Darby Sempsrott
Greenwood Plastics
Phoenix, AZ

Bob Donatelli
Baumgardner Products Co.
Akron, OH

Kelly Pellicano
Graffius Burial Vault Co.
Reading, PA

Steve Vincent
J.P. Vincent & Son, Inc.
Galena, IL

Curt Zamec
Wilbert Funeral Services, Inc.
Forest Park, IL

Executive Director

Thomas A. Monahan, CAE
Certified Association Management
Company
Longwood, FL

Legal Counsel

J. Scott Calkins, Esq

Publications Director

Jan Monahan

Membership & Bookkeeping

Sonia Medina



National Concrete Burial Vault Association

**VAULT MARKETING PROGRAM
ORDER FORM**

Company Name _____

Billing Street Address or PO Box _____

City _____ State _____ Zip _____

Shipping Street Address _____

City _____ State _____ Zip _____

Phone # _____

Contact Person _____

ADVERTISEMENT - "Three Reasons to Consider a Lined Concrete Burial Vault"

_____ I would like a copy of the advertisement to run in my local publications
(NO CHARGE)

_____ Please personalize the ad (NO CHARGE)

_____ Use Company Name as listed above

Personalization address _____

_____ Do not personalize

BROCHURE - Reasons to Consider a Lined Concrete Burial Vault

_____ Quantity (\$25 PER HUNDRED, MINIMUM OF 100)

_____ Yes, personalize (\$40 PERSONALIZATION FEE)

_____ Use Company Name as listed above

Personalization address _____

_____ Do not personalize

Check is enclosed for \$ _____

Credit Card: _____ VISA _____ MasterCard _____ American Express

Card Number: _____ Expiration: _____

Signature: _____

If paying by credit card, fax this order form to: **(407) 774-6751.**

Or mail along with payment to:

National Concrete Burial Vault Association

900 Fox Valley Drive, Ste 204 - Longwood, FL 32779-2552

Phone: (407) 788-1996

NFDA To Kick-Off Consumer Education Campaign in Spring

The National Funeral Directors Association (NFDA) will kick-off its Consumer Education Campaign this Spring. Throughout the year, NFDA will provide its members and state associations with several initiatives, and the necessary tools, designed to better educate the public about funeral service options. Collectively, the campaign will unify public messages and educational materials to advance funeral service in the public's eye.

"NFDA and its members are committed to educating the public on the value of funeral service," said NFDA Chief Executive Officer Christine Pepper. "This is a grassroots campaign that will be successful through the participation of both our state associations and NFDA members."

The campaign is in response to requests from membership for a national image building campaign and is designed with the results of NFDA's two-year marketing study in mind. Tactics will include guidelines and prepared materials for contacting legislators on funeral service issues related to the Campaign, holding special events, and distributing public relations information to local media.

The entire campaign will kick-off with National Funeral Service Education Week, May 12-18, 2003. Funeral Service Education Week materials that will be made available to members include newly developed educational brochures on subjects such as arranging a meaningful funeral service and cremation, news release templates, ad slicks, and more.



BURIAL VAULTS

Solving Problems for Families and Funeral Directors when Details Mean the Most...

Quality Lined, Concrete Burial Vaults
Artfully crafted Olympian Bronze and Stainless Steel Premium Vaults
Cremation Urns and Urn Vaults
"Daisy" Infant Combinations
Quality, dependable graveside service

Find out more about being a Doric "Problem Solver"

800-457-0671

www.doric-vaults.com

American Cemetery Supplies, Inc.

1-800-515-0400 Fax (757) 488-1589



Your Total Vault Supplier

High Quality

Low Prices

Manufacturer of:

Tents • Grass • Chair Covers • Tarps
Drapes • Lowering Devices
Casket Roller Bars
Casket Stands and Cremation Stands
and many other items

Distributor of:

Flags • Chairs
Frigid Lowering Devices

DO THE MATH

Death Rate x 50% Cremation Rate = 50% Less Burial Vaults
Solution = B & L Cremation Systems, Inc.

Can you survive without your own Crematory?

B & L Cremation Systems
can provide you with state of
the art cremation equipment
with their proven design
features such as:



- Fully Automatic Control System
- Hot Hearth Design
- Refractory Lined Exhaust Stack
- Lowest Fuel Consumption
- And Many More Advantages

All this plus the best service and repair available.

Call 1-800-622-5411 for further details
Or visit us at www.blcremationsystems.com



Systems, Inc.

7205 - 114th Avenue North, Largo, Florida 33773 USA
Toll free 1-800-622-5411 or (727) 541-4666 Facsimile (727) 547-0669
e-mail: blcremsys@aol.com

THE LOGAN VAULT HANDLER
By Axis Corporation



PROVIDING SERVICE AND REALIBILTY FOR OVER 40 YEARS

THE LOGAN VAULT HANDLERS ARE MANUFACTURED WITH ONLY NEW BRAND NAME PARTS—NOT USED OR RE-MANUFACTURED. This gives you better dependability and longer life of your Handler. **OUR NEW $\frac{3}{4}$ TON AXLE** is manufactured narrower than the standard $\frac{3}{4}$ ton truck axle to allow for more maneuverability in the Cemetery. The Logan Vault Handler can handle both straight and cross grave settings. The Logan is equipped with hydraulic variable speed Forward and Reverse, also a High and Low range gearbox **STANDARD.**

STRENGTH IS NOT IN THE STEEL ALONE IN A VAULT HANDLER; IT IS IN THE DESIGN. The Logan was designed to withstand the stress of a heavy load and yet light enough not to tear up turf in the Cemetery. The Logan was designed over 40 years ago and has seen many improvements in maneuverability and efficiency. The Logan Vault Handler is designed to give you optimum power using reliable parts and durable construction. It has been tested, beaten, used and abused for over 40 years. The Logan always was and still is the benchmark of Vault Handling equipment, And that is why we are the

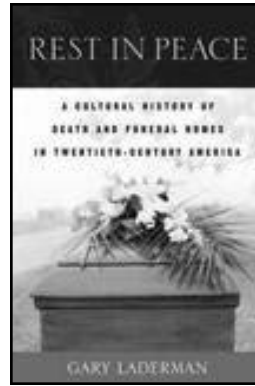
Standard of the Industry

CALL US TODAY FOR OPTIONS, PRICING OR A FREE VIDEO TAPE
AXIS CORPORATION P.O Box 668 BELLEFONTAINE OHIO 43311 1-800-422-AXIS(2947)
FAX 1-937-592-5230 sales@axiscorporation.com www.axiscorporation.com

BUY DIRECT FROM THE MANUFACTURE

Continued from page 1

respected figures whose services reflect the community's deepest needs and wishes. Drawing upon interviews with funeral directors, major historical events like the funerals of John F. Kennedy and Rudolf Valentino, films, television, newspaper reports, proposals for funeral reform and other primary sources, *Rest in Peace* cuts through the rhetoric to show us the reality—and the real cultural value—of the American funeral. "There is more to the business of death than simply economics," writes Laderman. "The emotional, psychological, religious and cultural dimensions of disposal must also be taken into historical account when investigating American ways of death."



This account of death in the twentieth-century buries decades of stereotypes about Americans as death deniers but rather a society that needs ritual and proper goodbyes for its loved ones.

One review says, "To a subject accustomed to the cheap shot and sucker-punch, Professor Laderman has brought a robust and welcome scholarship. Part cultural and professional history, part market study, part meditation on mortality, this necessary and eminently readable text examines the borders between the living and the dead in the tradition of Habenstein & Lamers"--Thomas Lynch, author of *The Undertaking: Life Studies from the Dismal Trade*.

Laderman is an associate professor of American religious history and culture at Emory University, Atlanta, Georgia, and author of *The Sacred Remains: American Attitudes Toward Death 1799-1883*. The 245 page book, published by Oxford University Press, retails for about \$35. If you would like to borrow the review copy from the NCBVA library, please contact Jan Monahan (407) 788-1996.

Tent Tips

From Del

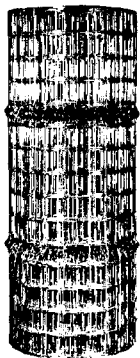
Cleaning Tent Tops

Tents should be cleaned regularly. To remove excessive dirt, brush off any loose dirt and rinse with wam water. To clean, use a mild natural soap solution in lukewarm water (no more than 100 degrees F). Rinse thoroughly to remove soap. Do not use detergents. Allow to dry.

Del Dolman is Owner, American Cemetery Supplies, Inc., a supplier of tents and other funeral service equipment and an Associate Member of NCBVA. Watch for more tips in the next issue of "The Bulletin."

CENTER-RITE VAULT MESH

2 X 2 1/2 x16ga. GAL. 28" X 300 ' ROLL



12.5 ga. TANK MESH
many other sizes and gauges also available

1/4" DEFORMED PENCIL ROD for VAULT LIDS
EDGE-RITE
SYNTHETIC FIBER
STEEL FIBER

— All available from —

D & C Supply Company, Inc.

*335 Washington Ave.
Bridgeville, PA 15017*

*Phone: 1-800-234-5781 or
412-221-1191*

Fax: 412-221-9206

Your Source For Concrete Reinforcements

Crescent Bronze Powder Co., Inc.

QUALITY • SERVICE • SELECTION
Since 1922

Featuring
VAULT MASTER

New Improved
Water Base Formula

METALLICS
WHITE AND BLACK

•ALSO•
Glitter

Metallic Powders and Pastes
Bronzing Liquids - Spray Cans

CALL OR WRITE TODAY
FOR OUR METALLIC VAULT COLOR CARD

SAMPLES FURNISHED UPON REQUEST

Crescent Bronze Power Co., Inc.

1-800-445-6810

3400 N. Avondale, Chicago, IL 60618-5432

Fax: (773) 539-1131

www.crescentbronze.com

CEMETERY FUNERAL SUPPLY

1-800-277-9878 • Fax 704-291-9230

www.cfsupply.com

e-mail: sales@cfsupply.com

Stanley Scruggs



**AS OF JANUARY 1, 2003 THE # 1 TENT ON THE MARKET JUST GOT BETTER !!!
WE CAN NOW GUARANTEE ALL OUR CAST STEEL FIXTURES FOR THE LIFE OF OUR FRAMES**

- 15 x15 Steel Frame and Sunbrella Top - \$1080.00
- 15 x15 Aluminum Frame and Sunbrella Top - \$1160.00
- 15 x15 Steel Frame - \$500.00
- 15 x15 Aluminum Frame - \$579.00
- 15 x15 Sunbrella Top Only - \$580.00

CEMETERY GRASS



- P-6 Grass Set (2-6 x14, 2-6 x 8 & 2-T's) - \$270.00
- P-6A Grass Set (4-6 x14, 2-6 x 8 & 2-T's) - \$410.00
- P-4 Grass Set (2-3 x 9, 2-3 x 8, 2-6 x 14)- \$232.50
- P-4A Grass Set (2-3 x 9, 2-3 x 8, 4-6 x 14) - \$372.00

Samsonite 2200 Chairs Powder Coated Frames - \$13.35

Samsonite 2200 Chairs Chrome Frames - \$14.40

Hy-Lustre Chair Covers Plain - \$14.95

with monogramming or logos starting at \$15.95

Frigid lowering Devices All on Sale

T&J Vault Devices Starting at \$2410.00

**ALL SALES GUARANTEED TO
100% CUSTOMER SATISFACTION**

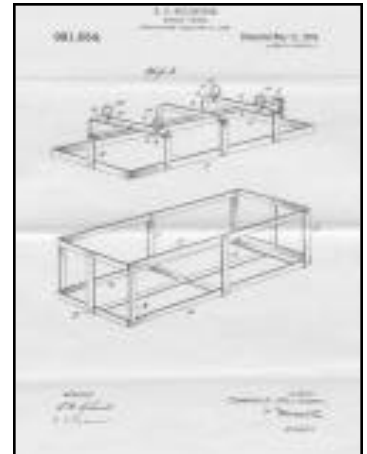
**DO NOT BE FOOLED BY CHEAPER MODELS
WITH PLASTIC OR WELDED FIXTURES**

Continued from page 1

bid of \$20.00 and patiently watched everyday to be sure he wasn't out bid. He needn't have worried; there were only two other bids and the price never went above \$6.00.

Bill wasn't sure what to really expect for \$6.00 but it was worth taking a chance so he sent off his payment and waited. About a week later the package arrived and when he opened it he was like a kid at Christmas. Enclosed were three pages, which comprised the original patent and drawings, issued to E.D. Millhouse for a metal reinforced sealing concrete burial vault.

We have searched the Internet looking for information on E.D. Millhouse or other concrete vault patents but have found nothing. There is information about a man named Cornelius Bell who operated a vault plant in Muscatine, Iowa and claimed to be the inventor of the concrete burial vault. Bell died in 1895 so it is possible that he did make concrete vaults before Millhouse but never applied for a patent on his vault.



For the time being we are assuming that this patent is the very first patent on a concrete vault. If anyone can provide more information to either prove or disprove this assumption we would be glad to hear from them. For now, the framed patent hangs on the wall in our crematory and is a great conversation piece.

Jackie Forsht is the wife of William D. Forsht who is part owner of Forsht Concrete Products in Altoona, PA.

Industry Calendar of Events

- April 12-13** Intl. Conference of Funeral Service Examining Boards, Inc.
Hyatt Regency Orange County,
Garden Grove, CA
- August 2-6** NFD&MA Annual Convention & Expo
Sheraton Birmingham Hotel,
Birmingham, AL
- August 13-16** Cremation Association of North America
Convention, Fairmont Hotel, Chicago, IL
- September 23-28** Selected Independent Funeral Homes
Phoenician Hotel, Scottsdale, AZ
- October 19-22** NFDA Annual Convention and Expo
Las Vegas Hilton, Las Vegas, NV
- November 3-4** CFSA Fall Conference and Trade Show
Holiday Inn Crowne Plaza, Indianapolis

AEGEAN[®]

The Aegean and Aegean Elite Cremation Burial Vault

The Aegean Elite Series

The Aegean



Since its introduction, the Aegean and the Aegean Elite has become one of the finest burial vaults in the industry. Both Aegean lines consist of thermoformed faux finished polymers that surround a concrete core to offer the ultimate in strength and long lasting protection. To compliment any casket, both the Aegean and the Aegean Elite are available in traditional cherry, white marble, black marble, natural wood, and gray granite.

For a more refined look, The Aegean Elite Series consist of additional handcrafted metal accents in stainless steel, copper or bronze that enhance the beauty and strength of the interior as well as the exterior. Outside accents are also available to coordinate with the intricate moldings and decorative corner columns.

In 2001, Trigard expanded the Aegean concept to its cremation line of burial vaults. Like all Aegean products from Trigard, thermo-

formed polymer layers inside and out protect the concrete core and add stability for the ultimate in protection. The same intricate details and decorative corner columns are carried over from the original Aegean line.

When you combine personal service with Trigard's standards of excellence, you will discover the Aegean Family of vaults will deliver the quality, durability and strength your customers expect and deserve.

Aegean...when only the finest vault will do.

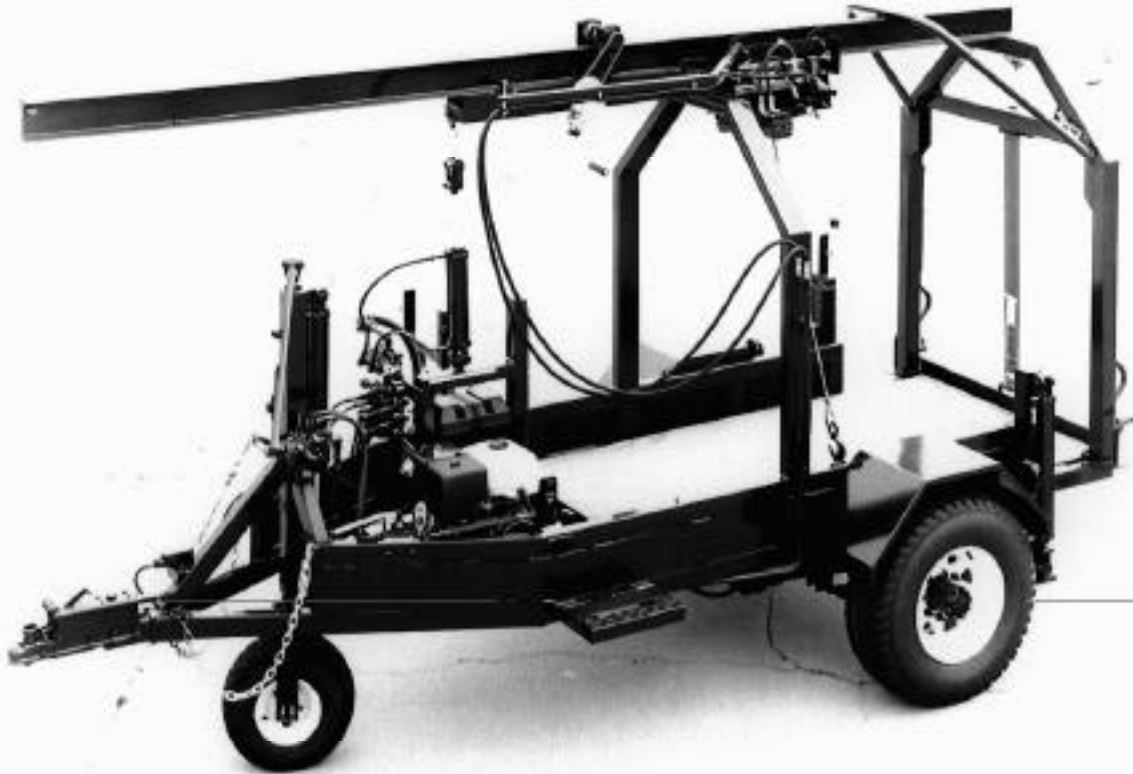


VAULT-MASTER VHV



MORE

LESS



MORE STANDARD FEATURES

MORE LIFTING CAPACITY

MORE VERSATILITY

MORE OPTIONS

LESS COST

FOR MORE INFORMATION CONTACT:

DON OR BRYAN LONG

LONG MACHINE CO.

519 N. MAIN AVE., MAIDEN, NC 28650-1123 (828) 428-2648 ~ FAX (828) 428-8606

What's NEW

for the Best Metallic Vault Coatings?

METALINK COATINGS

Edgmont has expanded its popular line of Metalink Coatings, one-part metallic coatings, to include: Metalink Antique Bronze, Metalink Blue, Metalink Green, Metalink Lavender, Black, White and Blue-Tinted Clear. These colors are featured on our new color card, which is available to all vault companies. Samples available for either spray or roll applications. Call for the color card! Call for samples! We would like to hear your opinion. Thank you for your interest.

METALLIC PELLETS

For solvent-based customers, our

DUST-FREE

copper, gold and silver pellets are the easiest way to utilize metallic pigments in solvent based coatings.

*Samples and References
Available Upon Request*

QUALITY GLITTERS
ANTIQUE METALLIC PIGMENTS
BRONZING VEHICLES: SB, WB
COPPER, GOLD, SILVER POWDERS
MATCHING SPRAY CANS - SIX COLORS



EDGMONT
METALLIC • PIGMENTS • INC.

610-429-1345 • www.edgmont-abc.com
West Chester, Pennsylvania

Revocable Trust Manages Assets During Lifetime And After Your Death

By **J. Scott Calkins**
NCBVACounsel

After several articles dealing with the rights and obligations of cemeteries and concrete burial vault manufacturers, it's time to continue with articles emphasizing estate planning

Let's start with the simple statement: sound lifelong financial planning is critical to securing your family's future. As you accumulate more assets and are more involved with business appreciation and growth and take on more complex family responsibilities, planning for the disposition and transfer of your assets is essential.

Those of you who are in the top 5 to 10 percent of net wealth in the USA have already planned your estates with competent and experienced estate planning lawyers. This article and some of my others are aimed at the members who have not yet reached that level—especially the young members that I've met at the last few annual meetings.

Basics of a Solid Estate Plan

What are some of the basic essential foundations of a solid estate plan? These would include a living will, durable power of attorney, designation of health care surrogate (all of which I covered in previous *Bulletins*), last will and testament and a revocable trust. When attorneys discuss revocable trusts with their clients, many articles that I have read indicate the following statements and questions most often heard are:

- I want to maintain control of my assets.
- Who will manage my assets should I become incapacitated?
- I don't want anyone other than my family to know about my assets.
- How can I provide for my family after I die?
- How do I avoid probate?
- What if I change my mind?

The answer to all of these concerns may be summed up in one document—a revocable trust. The revocable trust may be the single most important and flexible estate planning document available today. You do not need to be wealthy to have a trust. When you create a revocable trust, you are creating a vehicle to accumulate and manage your assets during your lifetime and to manage them in accordance with your wishes upon your death. A revocable trust provides privacy, control, tax planning, ease of administration and flexibility. I'll elaborate on these benefits in the next issue of *The Bulletin*.





NCBVA proudly recognizes the following companies as Certified Vault Manufacturing Plants



Abel Vault & Monument Co. Canton, IL	Cheboygan Cement Products Co. Cheboygan, MI	Esterly Burial Vault Co. West Reading, PA	Memphis Burial Vault Co. Memphis, TN
Abel Vault & Monument Co. Pekin, IL	Chesapeake Burial Vault Co. Ingleside, MD	Evans Eagle Vaults, Inc. Leola, PA	Mercer Vault Company Fredericksburg, VA
American Concrete Industries Bangor, ME	Christy Vault Co., Inc. Colma, CA	Everlasting Vault Co. Randallstown, MD	Milan Burial Vault, Inc. Milan, MI
American Vault Co. Cleveland, OH	Clinton Wilbert Vaults, Inc. Clinton, IA	Florida Wilbert, Inc. Jacksonville, FL	Milwaukee Wilbert Vault Co. Milwaukee, WI
American Vault & Concrete Prod. Detroit, MI	Cooper Wilbert Vault Co. Barrington, NJ	Fond Du Lac Wilbert Vault Fond Du Lac, WI	Minnick Services Corp. Fort Wayne, IN
American Wilbert Vault Corp. Forest Park, IL	Cordeiro Vault Co., Inc. Vallejo, CA	Forsyth Bros. Fithian, IL	Moore Wilbert Vault Co. Evans, GA
Arnold-Wilbert Corp. Goldsboro, NC	Costello Vaults Smith Falls, Ontario, Canada	Forsyth Bros. Concrete Prod. Terre Haute, IN	Neher Burial Vault Co. Springfield, OH
Arrow Vault Co., Inc. Lafayette, IN	Creter Vault Corp. Flemington, NJ	Gettysburg Burial Vault Co. Gettysburg, PA	Nor-Don Vault Co. Inc. Strafford, MO
Atlas Concrete Products, Inc. Orlando, FL	Crummitt & Son Vault Corp. Martins Ferry, OH	Grable Vault Co. Logansport, IN	North Central Mich. Vault Srvc. Cadillac, MI
Automatic Wilbert Vault Tacoma, WA	D.G. Robertson, Inc. Williston, VT	Graffius Burial Vault Co. Sinking Springs, PA	Norwalk Vault Co. Johnstown, PA
Babylon Vault Co. New Windsor, MD	Dardanelle Vault & Monument Dardanelle, AR	Granite State Doric Newport, NH	Odon Vault Company, Inc. Odon, IN
BaumgardnerProducts Co. Akron, OH	DePue Wilbert Vault Savannah, GA	Gray Bros., Inc. Kansas City, KS	Omaha Wilbert Vault, Inc. Omaha, NE
BaxterBurial Vault Cincinnati, OH	Deihl Vault & Precast Co. Orangeville, PA	Hairfield Vault Co. Hickory, NC	Ostwalt Vault Co. Concord, NC
Baxter Vault Co. Baxter Springs, KS	Detroit Wilbert Vault Corp. Detroit, MI	Hardy Doric, Inc. Chelmsford, MA	Palm Vault Co. Ada, OK
Beck Vault Co. Rome, NY	Doody Burial Vaults, Inc. Winchendon, MA	Harn Vault Service Massillon, OH	Panhandle Vaults Wellington, TX
BeierBurial Vaults Columbus, WI	Doric Concrete Vaults Inc. Garden City, KS	Harris Precast Laporte, IN	Peoria Vault Co. Peoria, IL
Brewster Vaults & Monuments Millville, NJ	Doric Concrete Vaults, Inc. Great Bend, KS	Heilman – Wirtz, Inc. Cedar Hill, TX	Pennsylvania Concrete Vault Co. Greensburg, PA
Brown-Wilbert, Inc. Fargo, ND	Doric Concrete Vaults Inc. Osage City, KS	Hicks Industries, Inc. Alachua, FL	Perfection Vault Woodson, IL
Brown-Wilbert, Inc. Morris, MN	Doric Huntingburg Vault Co. Huntingburg, IN	Hicks Industries, Inc. Miami, FL	Phenix Vault Phenix City, AL
Bruns Norwalk Vault Co. Saint Louis, MO	Doric of Kansas VaultGray Bros. Iola, KS	Hicks Industries, Inc. Mulberry, FL	Pioneer Vault, Inc. Doylestown, PA
Brutsche Concrete Products Battle Creek, MI	Doric of Nashville, Inc. Nashville, TN	Hydraulic Dolly, Inc. Altoona, PA	Pope Concrete Products Waycross, GA
Brutsche Concrete Products Benton Harbor, MI	Doric of Northeast Arkansas Jonesboro, AR	J.P. Vincent & Son, Inc. Galena, IL	Poplar Bluff Doric Vaults, Inc. Poplar Bluff, MO
Buckeye Vault Service Mansfield, OH	Doric of South Texas Elsa, TX	Jacson, Inc. Henderson, TX	Precast Concrete Products, Inc. Blissfield, MI
Buck Simmons Vault Srvc. Inc. Roanoke, VA	Doric Concrete Vaults Limon, CO	Jefferson Concrete Corp. Watertown, NY	Precision Precast Inc. Pittsfield, MA
Bush Concrete Products, Inc. Muskegon, MI	Doric Concrete Vaults, Inc. Newton, KS	Josten Wilbert Vault Co. Sioux Falls, SD	Quality Burial Vault Co. Houston, TX
C & M Precast Kerrville, TX	Doric Manufacturing Co. Boaz, AL	Lakeshore Burial Vault Co. Brookfield, WI	Rex Vault Service Newton, IL
Calumet Wilbert Vault Co. Inc. Gary, IN	Doric Mississippi, Inc. Vicksburg, MS	Lavaca Vault Co. Lavaca, AK	Rocky Mountain Monument/Vault Sandy, UT
Carolina-Doric, Inc. Effingham, SC	Doric-South, Inc. Demopolis, AL	Louisell-Davis Vault Service Chattanooga, TN	Roland-Wilbert Vault Co. Marion, IA
Carolina-Doric, Inc. Florence, SC	Doric Vault of Eastern NY, Inc. Hudson, NY	Ludlow Burial Vault Co. Ludlow, MA	Roosburg Vault Primghar, IA
Central Burial Vaults, Inc. Marlow, OK	Doric Vault of Western NY, Inc. Depew, NY	Lycoming Burial Vault Co. Inc. Montoursville, PA	Saginaw Wilbert Vault Corp. Saginaw, MI
Central Burial Vaults, Inc. Oklahoma City, OK	Doric Vault Co. Griffin, GA	Marion Vault Works Marion, IN	Sam Green Vault Co. Lynchburg, VA
Central Burial Vaults, Inc. Tulsa, OK	Doric Vault Co. of S. Illinois Marion, IL	Markham Burial Vault Services Richmond, VA	Saline Vault Co. Sweet Springs, MO
Central New York Vault Co. Cortland, NY	Eagle Burial Vault Co. of LA Ruston, LA	Markham-Carter Vault Service Smithfield, VA	Santeiu Vaults Inc. Livonia, MI
Century Vault Co., Inc. Barnstable, MA	Eagle Burial Vaults Perry, GA	MasterGrave Service Athens, GA	

- Shenandoah Valley Vaults, Inc.**
Dayton, VA
- Shore Vault & Precast Co.**
Exmore, VA
- Simerly Concrete Products, Inc.**
Bristol, TN
- Simerly Vaults, Inc.**
Knoxville, TN
- Southern Ohio Vault Co.**
Portsmouth, OH
- Southern Vault Service**
Blakely, GA
- Spoerr Precast Concrete**
Sandusky, OH
- Sunnycrest, Inc.**
Auburn, NY
- SuhorIndustries**
Cedar Hill, TX
- SuperiorBurial Vaults, Inc.**
Salt Lake City, UT
- Superior Vault Co.**
Bryantown, MD
- Superior Vault Co.**
Charlestown, IN
- Superior Vault Co. DBA
Individual Mausoleum Co.**
Lawrenceburg, IN
- Superior Vault Company LTD**
Mississauga, Ontario, Canada
- Swan's Concrete Products**
Westbrook, ME
- Tennessee Vault & Grave, Inc.**
Dechard, TN
- Tucker Vault Co.**
Farmington, MO
- Turner Vault Company**
Toledo, OH
- Vanden Boomen Burial Vaults Inc.**
Appleton, WI
- Vanden Boomen Burial Vaults Inc.**
Wausau, WI
- Vault Service**
Griffin, GA
- Washington Wilbert Vault Works Inc.**
Laurel, MD
- Warga Concrete Products Inc.**
Fort Wayne, IN
- Watts Vault & Monument Co.**
Montezuma, IA
- Wayne Burial Vault Co., Inc.**
Indianapolis, IN
- Welte Vault Co.**
Danbury, IA
- West Plains Vault & Mfg. Co.**
Pomona, MO
- Wicomico Vault Co., Inc.**
Salisbury, MD
- WieserPrecast**
Stewartville, MN
- Wilbert Burial Vault Co.**
Atlanta, GA
- Wilbert Burial Vault (The James Co.)**
Waycross, GA
- Wilbert Vault of Houston, Inc.**
Houston, TX
- Williams Vault Company**
Emporia, VA
- WillmarPrecast Co.**
Willmar, MN
- ZeiserEilbert Vault Co.**
Elmira, NY

National Concrete Burial Vault Association, Inc. Member Application for Plant Inspection



Name of Plant _____

Plant Mailing Address _____

Plant Street Address _____

Plant Telephone _____

Fax Phone Number _____

Owner's Name _____

Evening Telephone _____

Plant Manager/Contact Person _____

Evening Phone _____

Types of Outer Burial Receptacles Produced

- Top Seals Air Domes Sectionals

Other _____

Please return this application with full payment to:

The National Concrete Burial Vault Association, Inc.
900 Fox Valley Drive, Suite #204
Longwood, FL 32779-2552
(800) 538-1423
Fax (407) 774-6751

As an NCBVA member in good standing, the total of your Plant Certification Inspection will be \$995 (Recertification, \$495). Full payment should be enclosed with your application.



National Concrete Burial Vault Association

“Serving the death care industry with the very best”

APPLICATION FOR MEMBERSHIP

Dues Schedule

Manufacturer Member

Dues are based on total units sold for all locations of the company.

Please check appropriate level:

- 1-999 Units\$170
- 1000 - 1999\$260
- 2000 - 3499\$350
- 3500 - 4999\$435
- 5000 and more\$525

Associate Member\$150

Franchise Group.....\$600

Payment Information

Include payment with this completed form. We accept Visa, MasterCard and American Express

Check is enclosed

Please charge my

- Visa
- MasterCard
- Amex

Account # _____

Expiration date _____

Mailing Information

NCBVA
 900 Fox Valley Drive Suite 204
 Longwood, FL 32779-2552
 (800) 538-1423
 Fax: (407) 774-6751

www.ncbva.org

Key Contact _____ Nickname _____

Title _____

Company Name _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____

Company Web Site _____

Check here if you prefer to have your mail sent to your home.

Home street Address _____

City _____ State _____ Zip _____

Home Phone _____ Home Fax _____

COMPANY INFORMATION

- Burial Vault Manufacturer
- Crematory
- Funeral Director
- Cemetery

- Doric
- Con-O-lite
- Wilbert
- Other
- Eagle
- Provide Graveside services
- Trigard

- Metal Vaults
- Offer sizes for
- Plastic Vaults
- Children
- Fiberglass Vaults
- Adults
- Oversize

Associate Member: Tell us in 25 words or less about your product/services

Please enroll me in NCBVA today!

Signature indicates that you have read and agree to abide by NCBVA's Code of Ethics and the rules which govern the National Concrete Burial Vault Association. Signature is required before this application can be processed.

(Signature)

(Date)

CODE OF ETHICS

We believe that concrete is an ideal material for the construction of burial vaults for the interment of human remains and that a properly constructed concrete burial vault is worthy of acceptance by the public. Our sales and advertising policies will be governed by standards acceptable by the public and the funeral profession and by principles advocated by the National Concrete Burial Vault Association, Inc. We pledge fair trade practices to our competitor whose product we will not disparage. We shall conduct our business on sound business principles, striving to build a relationship of respect and confidence for the burial vault industry with the public, with the funeral director and with the cemeteries management. We will abide by the rules and regulations of the National Concrete Burial Vault Association, Inc., thereby contributing to a stronger and greater national industry.

Setting the Standard for Vault Handling *Maneuvering and Lifting*

Series 1600 Winch



Series 1000 Winch



Series 1400 Speed Reducer



Series 1000 Speed Reducer



***“World Class Hydraulic
Speed Reducers and Winches”***



BLOOM Mfg. Inc.
Winch Division

1443 220th Street, Independence, Iowa 50644
FAX 319-827-1140 PHONE 319-827-1139
1-800-394-1139 ext 200

www.bloommfg.com

Custom Engineered Solutions



National Concrete Burial Vault Association, Inc.

900 Fox Valley Drive, Suite 204, Longwood, FL 32779-2552

FIRST CLASS

Address Correction Requested

Industry News and Notes

Ohio Doric Dealers Award Scholarship

Doric Vault dealers in Ohio recently honored Jeffrey L. Bour of Lebanon, OH with their yearly scholastic award. JoAnn Baldwin, Doric Marketing, presented the award during the graduation ceremonies at the Cincinnati College of Mortuary Science, March 22, 2003. The father of four, Bour is currently associated with Oswald-Hoskins Funeral Home in Lebanon, Ohio. He was selected for the award on the basis of his presentation and knowledge of burial vault products and other funeral merchandise.

Florida Lawmaker Pushes for Cemetery

Florida congressman Mark Foley, R-West Palm Beach is pushing to put a new veteran's cemetery in Charlotte County. Last year, the National Cemetery Administration, a branch of the VA, identified the Sarasota County area as one of three regions nationwide in greatest need of a new cemetery over the next two decades because of the high number of veterans living there. Florida currently has four cemeteries for veterans. The closest to Southwest Florida is Bay Pines in St. Petersburg. That cemetery no longer does burials, only cremations, because of a lack of space. The

VA predicts that by 2020 Bay Pines no longer will be able to take in any bodies and will refer all deceased veterans north to Florida National Cemetery in Bushnell, the third busiest cemetery in the nation.

Final Days for Marsellus

After 131 years of building caskets fit for presidents, the Marsellus Casket Co. is closing its doors. The unexpected closing was announced by parent company, Service Corporation International. Although the company is guarded about the names of those buried in its caskets, those it does acknowledge include former presidents Harry Truman, Richard Nixon and John Kennedy, former vice presidents Hubert Humphrey and Nelson Rockefeller, football coaching great Vince Lombardi and Cardinal Terrence Cooke. According to Senior Vice President Stephen Mack, SCI is selling Marsellus' patents, copyrights and name to Batesville Casket Co. of Indiana.

Columbia Memorial at Arlington

The U.S. House of Representatives' Science Committee has passed legislation authorizing the construction of a memorial to the crew of the Space Shuttle Columbia

at Arlington National Cemetery, just outside Washington, D.C. The Secretary of the Army, in consultation with the NASA Administrator will be responsible for the memorial's construction. In addition, the bill allows the NASA Administrator to accept gifts and donations of services, money, and property for the purpose of an appropriate memorial to the seven astronauts.

AARP Pushes Consumer Protection

AARP and fellow consumer organizations announced today an unprecedented alliance with funeral directors to lobby for continued protections for people who prepay funeral costs. The legislation extends the provisions of the Funeral Consumer Protection Act of 2001, which expires on June 1st of this year. That law requires all money used to purchase funeral services or merchandise in advance of need to be held in an interest bearing trust account, prohibits funeral directors from accepting any commission from an insurance company for the promotion of so-called "funeral insurance," and forbids any company from compensating a funeral firm for the sale of such policies.