

Outgoing President's Message

December 2018

As the year comes to a close and we slowly enter 2019, I would like to take this time to give thanks. Over the past year it has been an honor and privilege to serve as your OCA President. I have been truly blessed to have met and worked with some wonderful people. I would also like to thank the suppliers, membership, and program hosts for attending and supporting our events this past year. Your continued loyalty and support for the OCA only helps to make our association stronger.



In 2019, Kirk Roberts will become our President and Joe Wilson will become Vice-President. Both of these men have a great amount of knowledge within our industry and will do a remarkable job in leading the association. Also, some long time board members will be stepping down from the board. Scott Harmon and Rufus Slade will be leaving the board in 2019. I would like to thank both of them for their leadership, wisdom, and dedication over the past several years to the OCA.

In closing, I would like to encourage you all to continue to support the OCA and please mark your calendars to attend one of our events. Your participation, input and attendance is important and is greatly appreciated. I wish you all a healthy, happy, and safe 2019!

Patrick Ebright
 2018 OCA President
 Union Township
 Mt. Moriah Cemetery Cincinnati, OH

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Upcoming Events

- 2019 Awards Presentation/Dinner**
 February 16, 2019
 Dublin, Ohio
- Spring Conference**
 March 20-21, 2019
 Embassy Suites - Columbus, Ohio
 Tour of Salem - Obetz, Ohio
- Annual Convention**
 August 5, 6, 7, 2019
 Location TBA
 Field Day - Dayton, Ohio



Incoming President's Message

I hope everyone had a safe and enjoyable holiday season and are happy to be back at it (whatever "it" is for you). I am looking forward to serving as President of the Ohio Cemetery Association and am excited about the opportunities 2019 will bring.



I would first like to thank Pat Ebright for serving faithfully as President last year. Anytime there is legislation there is a lot of extra work for the Board but even more so for the President. Thanks Pat. I would also like to thank Jan Burrowes in advance for all her hard work and dedication to the OCA over many, many years.

One of the goals I have for this year is to provide more people with more educational opportunities both within the industry as well as outside of the industry. We are working on ways to share content from convention meetings over the internet so people that aren't able to attend will be able to watch the presentations.

If anyone has suggestions regarding presentation content, speakers or format please don't hesitate to let me know, your opinions are very important to us. We will keep you posted as these plans develop and on any other projects we are working on.

Thanks again for this opportunity and I look forward to seeing you all soon.

Kirk Roberts, OCA President
Family Service Director
American Cemetery Services LLP
Roberts Funeral Homes Inc.

An advertisement for Ferncliff Cemetery, Arboretum & Crematory. The ad features a scenic background of a cemetery with a bridge over a pond and a fountain. Text on the billboard includes: "This is a representation of a billboard Kanet Advertising recently designed and placed.", "Our agency understands the pressures that cemeteries are experiencing because families are choosing different venues for final disposition.", "Let us help you reclaim your market share.", "Ferncliff Cemetery, Arboretum & Crematory", "Traditional Burial • Onsite Cremation", "Community Mausoleum", "www.ferncliffcemetery.org", and "Springfield, Ohio". At the bottom, it lists "Kanet Advertising is a full service marketing and advertising agency. Radio & Television Ads • Ad Design & Placement Outdoor Advertising" and provides contact information for Kanet Advertising: "Kanet Advertising 1077 Celestial Street, Suite 5 Cincinnati, OH 45202 513.241.2874 www.kanetadvertising.com".

2019 Board Officers and Members

KIRK ROBERTS – PRESIDENT

Sherwood Memorial Gardens American
Cemetery Services
7067 Cleveland Road
Wooster, OH 44691
PH: 330-345-7700
FX: 330-345-8379
Cell: 330-621-1329
kirk@robertsgroup.cc

JOSEPH WILSON – VICE PRESIDENT

Franklin Hills Memory Gardens
5802 Elder Road
Canal Winchester, OH 43110
PH: 614-837-2308
FX: 614-837-4590
Cell: 330-371-1696
jwilson@cmseast.com

MARILYN BRANDT

Lake View Cemetery
12316 Euclid Avenue
Cleveland, OH 44106
PH: 216-453-0970
FX: 216-453-0970
Cell: 216-402-6955
marilyn@lakeviewcemetery.com

CHRIS SULLIVAN

Spring Grove Cemetery
4521 Spring Grove Avenue
Cincinnati, OH 45232-1954
PH: 513-853-6879
FX: 513-853-6803
Cell: 513-266-6091
csullivan@springgrove.org

JAMES ROTH

Forest Hill Cemetery & Arboretum
8660 OH - 66
Piqua, OH 45356
PH: 937-773-2614
jrothfhc@bizwoh.rr.com

DEBRA MESCHER

Woodland Cemetery and Arboretum
118 Woodland Avenue
Dayton, OH 45409
PH: 937-228-3221
FX: 937-222-7259
debra@woodlandcemetery.org

JAN BURROWES, SEC--TREASURER

219 Webbshaw Drive
Centerville, OH 45458
PH: 937-885-0283
Cell: 937-604-0709
jborrowes@cemeterydata.com
jborrowes5@gmail.com

ED GALLAGHER – SUPPLIER REPRESENTATIVE

The Davey Tree Expert Company
11722 Call Drive
Concord, OH 44077
PH: 330-612-8631
ed.gallagher@davey.com



Lakeview Cemetery - Cleveland

Welcome New Board Members

James Roth
Forest Hill Cemetery & Arboretum
Piqua, Ohio



Debra Mescher
Woodland Cemetery
Dayton, Ohio



Supplier Representative

Ed Gallagher
The Davey Tree Expert Company
Concord, Ohio

An advertisement for Aqua Doc Pond Management Headquarters. The background is a blue gradient. On the left is a cartoon frog character wearing a yellow life preserver and a stethoscope. The text reads: "POND MANAGEMENT HEADQUARTERS", "AQUA DOC®", "Enjoy YOUR lake or pond... THIS YEAR!", "BEFORE MANAGEMENT" (with a photo of a pond overgrown with green weeds), "AFTER MANAGEMENT" (with a photo of a clear pond), "10779 Mayfield Road | Chardon", "440.286.7663 or aquadocinc.com". A list of services includes: "Customized Algae & Weed Treatment Programs", "Visit our store for aquatic supplies", "Floating Fountains & Aeration", and "Serving Ohio Waters Since 1983". There is a small logo at the bottom left.

Calendar of Events

2019 Awards Presentation/Dinner

February 16, 2019

Forms can be found on [OCA website](#).

Embassy Suites

5100 Upper Metro Place

Dublin, Ohio

Spring Conference & Tour Of Salem Stones

March 20-21, 2019

Embassy Suites - Columbus, Ohio

Tour Of Salem Stones - Obetz, Ohio

Annual Convention

August 5, 6, 7, 2019

Location TBA

Field Day - Calvary Cemetery - Dayton, Ohio

More info on the Spring Conference and Annual Convention will be available shortly.

"Why is there mistletoe hanging over the baggage counter", asked the airline passenger, amid the holiday rush. The clerk replied, "It's so you can kiss your baggage goodbye."

S.C. Herald Journal



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2018 Fall Maintenance Seminar & Lindsay Precast Tour

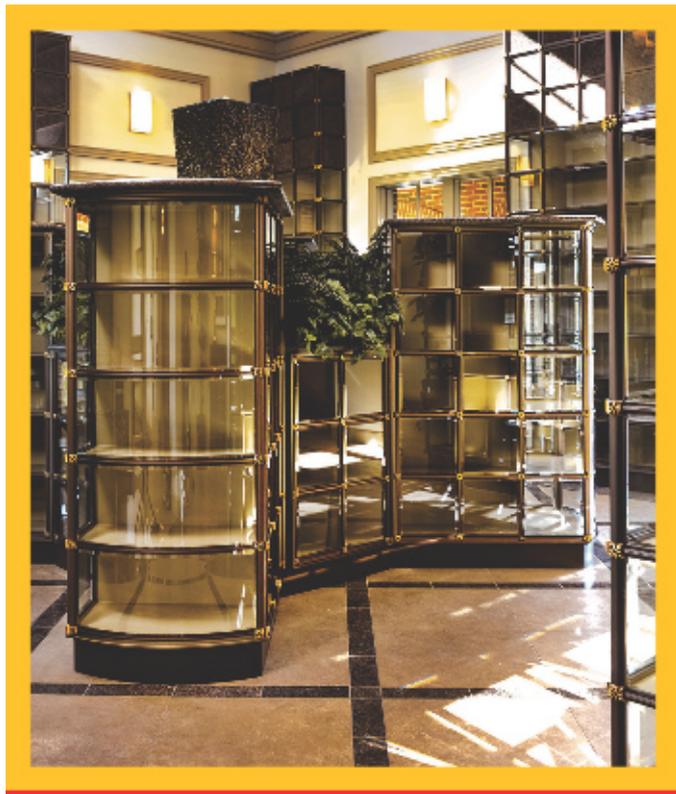
Let's
Recap

As fall comes to a close and we enter into the holiday season, 2019 will be upon us before we know it. I would like to take this time to look back and thank all those event hosts, suppliers, and attendees who help make all our 2018 fall events a huge success.

On October 2nd, Spring Grove Cemetery & Arboretum hosted the Southern Fall Maintenance Day event. There we were privileged to see some great presentations on safety, maintenance, and cemetery care products. I would like to thank all the vendors who so graciously came and displayed their products. Also, I would like to personally thank current board member Chris Sullivan and past President Mark Funke for their hospitality and hard work hosting this event.



The following week found us up in Canal Fulton, Ohio on October 9th at Lindsay Precast. Bill Wilhelm with Lindsay Precast was gracious enough to sponsor, plan, and host our Northern Field Day event. Attendees there were treated to a wonderful meal, and informative program about Lindsay Precast and their products within our industry.



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2018 recap continued from page 6.



They were also kind enough to take us on a tour of their facility and show us the process they use in constructing their stackable underground crypts/vaults. I would like to personally thank Bill Wilhelm and Lindsay Precast for hosting this event. I would encourage anyone interested in any type of precast product to please give him a call.

In closing, I would like to thank all our membership, vendors, and attendees who continue to support our association. Your attendance and continued support only help to make our association stronger. I look forward to seeing you all next year at one of our OCA events.

Patrick Ebright
2018 OCA President

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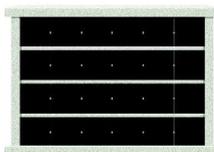
MONUMENTS



BENCHES



PERSONAL CREMATION



COLUMBARIA



MAUSOLEUMS



Articles for Sales Managers & Advisors

Vitamins for the Mind

By Jim Rohn

Personal Development

To attract attractive people, you must be attractive. To attract powerful people, you must be powerful. To attract committed people, you must be committed. Instead of going to work on them, you go to work on yourself. If you become, you can attract.

We can have more than we've got because we can become more than we are.

The big challenge is to become all that you have the possibility of becoming. You cannot believe what it does to the human spirit to maximize your human potential and stretch yourself to the limit.

Pity the man who inherits a million dollars and who isn't a millionaire. Here's what would be pitiful: If your income grew and you didn't.

The most important question to ask on the job is not "What am I getting?"

The most important question to ask on the job is "What am I becoming?"

It is hard to keep that which has not been obtained through personal development.

After you become a millionaire, you can give all of your money away because what's important is not the million dollars; what's important is the person you have become in the process of becoming a millionaire.

Income seldom exceeds personal development. What you become directly influences what you get.

Submitted by Kirk Roberts, OCA President, and February Awards Program Chair.

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Vault Handler For Sale

For Sale by American Grave Groomers of Southern Ohio

- New 14HP electric start Honda engine with only three hours runtime.
- All new Parker 4000 PSI hydraulic lines (top of the line)
- Four-ton hydraulic hoist.
- New tow hitch 2 & 5/16ths.
- Rebuilt three-speed transmission and completely rebuilt rear.
- Redesigned drive system (direct drive)
- New front end and steering system with new tire and axel complete.
- New lift cables and latches.
- New tow package, wiring, and lights, lighted license plate mount. New reflectors.
- All new metal supports for the new wood bed with 2X6 wood slats with locking carriage bolts.
- New height adjustable locking legs and heavy duty feet for the I-beam support.
- Locking wood storage cabinet for equipment. (can easily be removed)
- New all terrain rear truck tires.
- Entire steel frame has been treated with a rust etching chemical, primed with an industrial primer and painted with industrial black paint with red highlights.
- Redesigned heavy duty steel fenders with rounded edges can support storage boxes.
- Will deliver anywhere in Ohio or surrounding areas, cost will be calculated by distance from its location in Blanchester Ohio.

Asking price \$18,000.00.

Please contact Ron Nocella 937-527-1619.



Vault Handler For Sale continued from page 10.



CEMETERY GRANT PROGRAM



January 22, 2019

The Cemetery Section of the Ohio Division of Real Estate and Professional Licensing is tasked with registering Ohio's cemeteries and supporting the Ohio Cemetery Dispute Resolution Commission in resolving disputes or complaints involving its registered cemeteries. Discussion began on possible modernization of cemetery laws in 2013. In late 2015, a house bill was introduced but ultimately did not pass out of committee. Then, in March 2017, Representative Dick Stein (R-Norwalk) introduced House Bill 168 which passed into law and became effective October 29, 2018. One of the many legislation provisions included the creation of the cemetery grant fund for registered non-profit cemeteries, intended to defray the costs of exceptional cemetery maintenance or training cemetery personnel in the maintenance and operation of a cemetery.

One dollar of each two dollars and fifty cents of the burial permit fees received by the Division will be deposited into the grant fund. No more than eighty percent of the appropriation may be advanced in grants each biennium. The Division met with stakeholders to discuss the cemetery grant program in August and October 2018. Details, including the process for submitting grant applications to the cemetery grant program will be crafted by administrative rule. A final version of the draft rules was disseminated to all stakeholder representatives on November 14, 2018. The Division then filed the rules with the Common Sense Initiative Office on January 11, 2019.

Future updates will be available on the Division's website and email updates will be provided as well. Cemetery operators may contact the Division via telephone or at Webreal@com.state.oh.us to provide an email to which future updates may be emailed. In the request to be added to the email group, please include the cemetery operator's name and complete contact information, as well as the operator's registration number with the Division. Sign-up for the email updates is also available via the Division's website at <https://www.com.ohio.gov/real/>.



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NEWS RELEASE

January, 2019

Contact:

Charlie Kanet, President graphics@kanetadvertising.com

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FERNCLIFF CEMETERY – SPRINGFIELD, OHIO

ADDING SERVICES & STAFF

Springfield, OH, December 2018 – Springfield’s historic Ferncliff Cemetery and Funeral Home now offers comprehensive Time of Loss services. Offerings now include a funeral home, crematory and pet cemetery, as well as pre-planning, monuments and markers, and a wide range of funeral and interment options.

To provide excellent service in every area, Ferncliff has also expanded its staff from six to nine. Stanley Spitler, Superintendent of Ferncliff Cemetery and President of Ferncliff Funeral Home, is excited about the changes. “We are thrilled to now offer all the remembrance options today’s families desire. From pre-planning to aftercare, we provide the unique combination of one-stop arrangements most meaningful to Springfield area families.”

Continued on next page

JOINING THE FERNCLIFF TEAM ARE:



Shelley Baker, Family Services Director

Shelley comes to Ferncliff with over 25 years of experience in the death care profession. She graduated from Wright State University with a Bachelor of Science degree in Marketing, and is an Ohio Licensed Funeral Director. Shelley specializes in cemetery services, cremation and funeral pre-planning, sales management and training, and all aspects of family services. She has two grown children: Christopher and Caroline. She resides near Dayton with her husband Jeff and their dog Lacy. In her spare time, Shelley enjoys traveling, cooking, attending sporting events and concerts, and spending time outdoors with her friends and family.

Lesley Heatherman, Ohio Licensed Funeral Director and Embalmer

Lesley runs day-to-day operations at Ferncliff Funeral Home. Following high school, she pursued a degree in Criminal Justice, and in 2012, achieved her lifelong dream of obtaining a Bachelor of Mortuary Science degree. When not at Ferncliff, she enjoys kayaking and attending concerts.



Rob Jones, Ferncliff Funeral Home General Manager, Ohio Licensed Funeral Director and Embalmer

Rob's experience in the funeral and cemetery profession dates back to 1983. He is a graduate of the Cincinnati College of Mortuary Science (CCMS), where he obtained his Bachelor of Mortuary Science degree. While at CCMS, he was elected Student Representative and received a scholarship from the Ohio Funeral Directors Association. He is also a Certified Crematory Operator, and has served as adjunct CCMS instructor.

Rob is a published author on topics pertaining to his profession, and has written and conducted numerous state-approved continuing education programs for others in death care. Much of Rob's career has focused on helping people plan ahead for their funeral and/or cremation. In his spare time, he is an avid bicyclist and community volunteer, and enjoys spending time with family and friends.

Since 1863, Ferncliff has been a premier choice for the burial of loved ones in Clark County. As the needs of families and the community have grown, Ferncliff has continually added services. With affordable pricing and a caring staff, Ferncliff offers direct burial, memorial services, cremation Celebrations of Life services and full service funerals, in addition to numerous interment choices.

Ohio Cemetery Association

Centerville Office
219 Webbshaw Drive
Centerville, Ohio 45458

(937) 885-0283 (Phone)
jburrowes@cemeterydata.com

www.ohiocemeteryassociation.com



Football player's wife: "I hate it when my husband calls leftovers 'replays.'"

TV executive's wife: "My husband calls them 'returns.'"

Mortician's wife: "Be grateful. My husband refers to them as 'remains'"

Leslie Baranowski

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