

OCA JOURNAL

PROVIDING EDUCATION AND SUPPORT TO ALL OHIO CEMETERIES

SEPTEMBER 2014
VOLUME 4
ISSUE 4

IN THIS ISSUE

PRESIDENTS MESSAGE	P.1	GOLF RECAP	P.5
OCA ANNUAL CONVENTION RECAP	P.3	SUPPLIER SPOTLIGHT & NEWS	P.6
NOTES FROM MARILYN BRANDT CELEBRANT TRAINING	P.4	NATORP'S	P.11
NOTES FROM RUFUS SLADE CREMATORY OPERATORS CERTIFICATION TRAINING	P.4	FALL MAINTENANCE SEMINAR	P.14



CALENDAR OF EVENTS

FALL MAINTENANCE
TUESDAY, OCTOBER 7, 2014
SOUTHERN LOCATION
WOODLAND, DAYTON

FALL MAINTENANCE
THURSDAY, OCTOBER 9, 2014
NORTHERN LOCATION
LAKE VIEW CEMETERY, CLEVELAND

MESSAGE FROM . . . OCA PRESIDENT MARK FUNKE

Ahhh...September....maybe the hottest month of this summer? August sure did warm up after record lows in July. In Cincinnati on July 29th we had a record for the coolest high temperature of 73 degrees recorded for that date. We also had a record low of 52 degrees that morning. Why talk about the weather? Because we are in the prime time for grass seeding in Ohio and by mid-September we are going to be past the best time in northern & central Ohio. We can go later into September in the southern part of the state but be careful with the fescues! If you get too late, and we have a cold snap, you will have wasted time you spent growing your new turf as it could be killed off by the cold temperatures. Many of us seed our grave sites this time of year and renovate weak/weedy areas. Others will wait to sod their grave sites in October and November... more expensive than seeding but you get



an instant covering of the site with minimal watering until November depending on the weather, of course. Then begins the removal of leaves in October, November, and December (south). Some of us will pick up all of the leaves and haul them off. Others will take advantage of the powerful mulching mowers that are available now and mulch all of the leaves on site and put the nutrients back into the soil. The mulching of the leaves is best done when the leaves are dry.

In early October the OCA will be hosting two "Fall Maintenance

(continued on page 2)

(continued from page 1)

Seminars" one in Dayton hosted by Rufus Slade and Woodland Cemetery on the 7th of October and the other in Cleveland hosted by Marilyn Brandt and Lakeview Cemetery on the 9th . Please come and support the OCA and learn about things that can help you and your cemetery like grass seeding, sodding, and leaf removal.... just to mention a few things that we talk about at our events. Watch for more information regarding agendas for these seminars. They will be sent to you by mail and also be available on the OCA website. Your suppliers and other cemeterians can help answer any questions you might have. Hope to see you at one of these events!

UP COMING EVENTS

FALL MAINTENANCE DAY SOUTH (DAYTON)
OCTOBER. 7TH
FALL MAINTENANCE DAY NORTH (CLEVELAND)
OCTOBER 9TH
OCA AWARDS (Sales/Administration/Grounds
Personnel - February in Columbu
OCA SPRING CONFERENCE -March in Columbus
(one day event – new for 2015)

Mark Funke, OCA President

Grounds Manager
Spring Grove Cemetery and Arboretum
4521 Spring Grove Avenue
Cincinnati, OH 45232
513-853-6865 (direct line)
www.springgrove.org
513.853.6803 (fax)

Spring Grove Cemetery and Arboretum

A National Historic Landmark
Gwen Mooney Funeral Homes
Oak Hill Cemetery
Spring Grove Heritage Foundation



GREVER AND WARD CEMETERY PLANNERS

75 YEARS OF CONTINUOUS SERVICE TO CEMETERIES



COMPREHENSIVE MASTER PLANNING • CONSTRUCTION PLANS & SPECS
SECTION LAYOUT PLANNING • CREMATION GARDEN PLANS
PLANTING PLANS & SPECS • LOT LAYOUT & SALES MAPS
SPACE RECOVERY PROGRAMS
SITE EVALUATIONS & FEASIBILITY STUDIES
RESPONSIVE SERVICES, CREATIVE SOLUTIONS

GW GREVER & WARD, INC.
CEMETERY PLANNERS
3802 N. BUFFALO ST.
ORCHARD PARK, NY 14127-1840

WWW.GREVERANDWARD.COM

EMAIL: INFO@GREVERANDWARD.COM

PHONE 716-662-7700 FAX 716-662-0125 TOLL FREE 800-952-0078



MILNE CONSTRUCTION CO.

Phone: 1-800-547-4909 Fax: 1-888-477-4909
www.milneconstruction.com



A TRADITION OF QUALITY



OCA ANNUAL CONVENTION

Thanks to everyone who attended the 2014 OCA Annual Convention.

I hope everyone had a great time! It was good to see everyone - both new first-time attendees and our faithful long- time attendees. I'm sure everyone took something away from one of the speakers (11) or vendors (35). I heard positive comments from everyone I spoke with.

On Monday we had 22 golfers at Glenview Golf Course with perfect weather that made up for the way some of us golfed. Monday night we had a nice reception with our suppliers and Tuesday we started out with a couple of great speakers. Joan Fox, our keynote speaker, spoke about customer loyalty "Are You Creating Or Killing Customer Loyalty" and Jack Goodnoe spoke about "Designing Cemeteries For The Changing Market." Both were very informative and we appreciate them sharing their knowledge with us. We then left the hotel for Field Day at Spring Grove Cemetery & Arboretum. After a delicious lunch catered by Vondehaar's and some ice cream from Mr. Softie, we spent the afternoon with over 35 vendors trying out equipment (lawn mowers, backhoes, RTV's, tractors, etc. & learning about products, chemicals, plant material, fencing, vaults, tools etc.) We went on tours of the Grove, had demonstrations by Holland Supply's own Randy & RJ on a stone cleaning product called D2. We went to see Dave Lykins of Sealmaster who demonstrated a machine that you can rent for repairing cracks in your roads and parking lots. After door prizes, we returned to the hotel for dinner and entertainment by the "Brownstones" with a few special guests (Jerry Wantz on the drums, Mike Burke on guitar & vocals, and Steven Funke on the saxophone).

On Wednesday we learned about the Affordable Care Act with Beth Tankovich "What the Affordable Care Act Means to Your Cemetery." "This is something that will mean so much to all of us next year as we will have to insure our employees who work less than 40 hours."** We then had a panel discussion on "Green Burials" moderated by Dennis Cuthbertson from the City of Oberlin. Panelists were Rick Meade of Calvary Cemetery- Dayton, Gregory Kapcar of Riverside Cemetery- Cleveland, and, Chris Mucher of Glen Forest Cemetery- Miami County. This was a very good discussion on what Green Burials and what Natural Burials are and the differences between them. Bob Carr of Benefit Management Services presented "Safety in our Cemeteries" and I presented "What Do You Do ". We then had lunch, our business meeting with Tim Long, OCA Legal Counsel updating attendees on current legal issues and then the convention was adjourned.

Crematory Operator Certification and Celebrant training was held for those interested in learning about those two topics.

Again, thank you for attending and please tell your board members to let us know if there is a topic that you would like to learn more about.

I hope to see you at one of the Fall Maintenance Seminars in October!

Mark Funke, OCA President



** A copy of Beth Tankovich's presentation can be found on the OCA website under 'Past Events'



OCA ANNUAL CONVENTION CELEBRANT TRAINING AUGUST 6, 7, 8, 2014

The OCA held a successful three day Celebrant Training in August in Cincinnati following the Annual Convention.

Through the direction of Glenda Stansbury and Doug Manning of In-Sight Institute, 19 individuals from our state and across the nation became Certified Celebrants. The training included a day and a half of intense learning, concluded by a half day of personalized celebrant services created by the attendees.

This training was not only eye opening regarding the need for celebrants but will be extremely fulfilling for those who work with families to create meaningful and personalized funeral tributes.

Marilyn Brandt
Lake View Cemetery - Cleveland
OCA Celebrant Training Chair



OCA ANNUAL CONVENTION CREMATORY OPERATORS CERTIFICATION TRAINING AUGUST 7, 2014

On August 7, 2014, the Ohio Cemetery Association successfully held its second Crematory Operators Certification Program in Cincinnati, Ohio. All subject matter, books and instructors were provided by Matthews International Cremation Division and the program is recognized and accepted in all 50 states. The program was approved for continuing education credit for the states of Ohio, Kentucky & Indiana. The OCA would like to give a special thank you to Erin Schwanitz-Vogt of Woodland Cemetery for making that happen.

The OCA is devoted in providing future educational programs in our industry and is currently talking with Matthews International about a possible Crematory Operator Certification Program to be held in Columbus, Ohio - March of 2015.

Anyone interested in more information is urged to contact Rufus Slade at 937-673-1952 or e-mail at Rufus@WoodlandCemetery.org.

Rufus Slade
Woodland Cemetery - Dayton
OCA Cremation Certification Chair



2014



2014

Golf Outing August 4, 2014 Glenview Golf Course

Thanks to all of those who participated in the OCA golf outing at the beautiful Glenview Golf Course. We had 6 teams and 22 golfers. Winners of the games that took place in the best ball scramble.

1st Place
Team #3

2nd Place
Team #1

Closest to Pins:

**#4 Paul O'Brien, #7 Steve Roat, #2 Steve Roat (South Course)
and #5 Jim Hulme (South Course)**

Longest Drive:

Mark Brown #9 (South Course)

Longest Putt:

Mark Brown #8 (West Course)



I thought everyone really enjoyed the great weather and golf.

Tom Pfeifer, Golf Chair

TEAM 1 (-8)

TOM PFEIFER
JOHN HERBERT
DEBRA HAWKINS
JIM HULME

TEAM 2

MARK FUNKE
SCOTT HARMON
MARK BROWN
JERRY WANTZ

TEAM 3 (-12)

DAVE KELLY
MIKE BURKE
PAUL O'BRIEN
CHRIS SULLIVAN

TEAM 4

JIM WRIGHT
BOB PORTER
MICHELE WOLTMAN
TONY STEPHENS

TEAM 5

JOSE' CASTREJON
STEVE ROAT
STEVE SKEBA



TEAM 6

DAVE DAHL
SAM COLLIANDER
TED REILLY

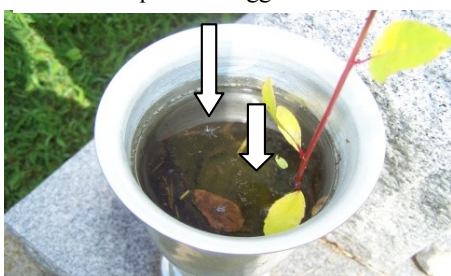
COULD YOUR**CEMETERY VASES + RAIN + TIME/HEAT = WEST NILE VIRUS?**

Robin R. Livesay, Ph.D., Frederick E. Livesay, Ph.D.

Timberlight Research and Product Development

When we traveled five hours with our six children to visit our parents' and brothers' gravesites, we were always dismayed and saddened that flowers were gone and vases had standing water even though we made sure the self-draining hole was unplugged on each visit. The standing, stagnant water was evident after the winter months and a visit to clean up in early spring brought its own tricks of rain, mosquitoes, and birds. This brings us to our topic of standing, stagnant water in vases which provide a breeding ground for mosquitoes and subsequently bites to humans and the danger of disease.

Note mosquito and eggs



The standing water in vases is a cause of concern to cemetery managers and cemetery owners:

The Catholic Cemeteries of Newark, NJ: "Because of the growing threat from the West Nile Virus, no standing water is permitted in any device in any archdiocesan cemetery property."

In Middle Village: The City's Health Department is taking its crackdown on standing water to a grave extreme, slapping a Middle Village Cemetery with a \$600 fine for having stagnant water in flower holders just before Mother's Day." This is a 225-acre cemetery with 250,000 burials -- the Health Dept. inspectors found plenty of stagnant water as it had rained two days before the inspection just before Mother's Day.

New York City City Department of Health April 4, 2013 in a letter to Maple Grove Cemetery and every other cemetery in the city: "please note that vases and other containers in cemeteries that hold water are a main source of mosquito reproduction. Higher mosquito activities may significantly increase the risk of transmission of West Nile virus in an area. We understand the sensitivity of people being able to place flowers in vases on the grave sites of their loved ones; however, we must request that all cemeteries do one of the following: (1) Prohibit the use of all vases that can contain water from May 1 to October 31, 2013 or (2) Fill all vases and other containers in the cemetery with sand or soil. Failure to comply may result in appropriate civil and/or criminal fines, penalties, and forfeitures."

In a study done by the Florida Medical Entomology Lab, University of Florida, immature mosquitoes were found in 60% of cemetery vases which had no liners. Thinking that liners might significantly decrease mosquito larvae, they were surprised that over 50% of vases with liners also had mosquito larvae -- these were rubber, plastic, or aluminum liners. A different study in Florida (Walker 1996) indicated no decrease in bacterial abundance in bronze vases releasing copper ions when compared to nonbronze vases. Copper in this study showed slightly lower larvae than in the control group. Metallic copper may in fact be of help in preventing development of larvae. However, using copper for mosquito control, if there is a protective coating on the vase, has no effect on reducing larvae.

Vezzani writes that "cemeteries are considered major sources of mosquitoes and the results of more than 30 studies concerning mosquitoes in cemeteries have been published over the last decade."

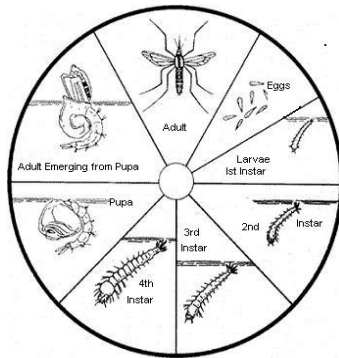
The Toledo Area Sanitary District reports that West Nile Virus, from the bite of a mosquito, appeared in New York City in 1999 and then in Ohio in 2001.

On August 21, 2014, Columbus, “Ohio’s first two human cases of West Nile Virus in 2014 were identified Tuesday by the Ohio Department of Health. A 24-year-old female in Muskingum County and a 78-year-old female in Cuyahoga County have been hospitalized with encephalitis.”

August 8, 2014, Indianapolis, IN: The Indiana State Department of Health said mosquitoes have tested positive for West Nile virus in 18 counties. Some individuals will develop a severe form of the disease with encephalitis and other severe syndromes, including flaccid muscle paralysis.

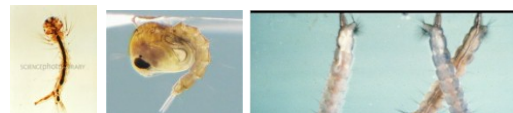
Probably the most extensive studies of the danger of stagnant water in cemetery vases have been done by the Sacramento-Yolo Mosquito Vector Control District in California. As you know, vector in this context means an organism that transmits a pathogen from reservoir to host so the critters develop in the cemetery vase, bite a human to satisfy their need for blood, lay more eggs, and now some are ready to transmit the dreaded West Nile Virus to the next human. That district has over 237,000 vases. Marty Scholl, the Ecological Manager for the District, indicated mosquitoes is a major problem and several cases of West Nile Virus had been confirmed but because of the size, management, diversity, and age of the 37 cemeteries, they cannot require, but highly recommend steps to control cemetery vase water buildup. The good news is there may be solutions. The bad news is that only about 50,000 of the 237,000 vase owners have sought a solution. We will explore the recommended solution later. An August 13, 2014 statement from the Sacramento-Yolo District indicates 57 human cases of West Nile Virus with four confirmed fatalities in California.

We have to accept as fact - stagnant water and mosquitoes are in our cemetery if we have cemetery vases. First, let’s get a better understanding of the little pest, “the mosquito.” Mosquitoes have four stages of development -- egg, larva, pupa, and adult.



Courtesy of Plymouth
County Mosquito Control

Larvae grow rapidly in our hot summer months and become pupae, and in a week or so, a flying female mosquito is out looking for a



Larvae and pupa; female mosquito laying raft of eggs. (CDC & Plymouth County Mosquito Control)

blood meal for the protein that she needs to lay her eggs -- over and over and over and over again. Their favorite blood meal is humans, birds, and horses. Oddly enough, the young female mosquito doesn’t transmit disease the first bite, they pick up the disease organism to transmit the disease on their second human or equine or bird bite. For her own existence, the female, as well as the male, sip flower nectar. Now this makes a great combination for the cemetery mosquito to call your

cemetery “home”-- vase to breed; flower to eat; and the cemetery worker to get their human blood to repeat the cycle. Then add birds, and now we have a carrier, a host for the mosquito, and a headache for cemetery operations. Add the bird watchers, perhaps in your cemetery, and we have a tri-vector; the mosquito bites an infected bird then bites the birdwatchers! Two cemeteries (in different states) we visited were infested with a colony of brown bats (a protected species). The mosquitoes had a readily available host. Now the cemetery owners/managers face two problems: mosquitoes and bats - both carriers of disease. Another concern is the safety of

your cemetery staff -- not only are they around hundreds, perhaps, thousands of cemetery vases containing stagnant water, they work fresh grave dirt that harbors stagnant puddles.

As an aside, mosquitoes smell their blood host as far away as 50 feet away. Some of us attract mosquitoes more than others. It is your breathing that attracts the little creatures -- they hone in on carbon dioxide. Have you ever heard them buzzing around your ear?

There are over 50 mosquito species, but it is the species *Aedes albopictus* that seems to love graveyards in most of the southern States below 36 degrees latitude and they don't mind sharing. They will go from cemetery to cemetery to find the perfect vase and lay their eggs. These characters are unique -- they have a white strip down the middle of their back and they have black-and-white checkered legs (right). They feed from sunrise to just before dusk. An issue which makes it terribly difficult for cemeterians is that the *Aedes albopictus* needs a very small amount of water to complete the life cycle....less than 1/4" deep, and the diameter of a dime. In other countries where cemetery vases are studied chikungunya are the result for stagnant water, the diseases of dengue and of the mosquito, *Aedes Aegypti* which has black and white alternate strips down its back (left).



In Ohio and north of 36 degrees latitude (Nashville, Winston-Salem, Fayetteville), the northern house mosquito, *Culex pipiens*, is believed to be the primary vector to humans. The *Culex pipiens* mosquito is plain light brown, rather undistinctive with light horizontal lines on abdomen, (right) and tends to find their blood meal at night. They grow to about 1/4 inch. 150-350 eggs hatch in two days. In the larvae stage, they appear as "wigglers." They are sometimes referred to as "bridge vectors" because they transmit viruses between birds and humans. (Center for Disease Control pictures)



Older cemeteries seem to have many more of the larger urns (left). We found in these flower pots, often measuring more than 12 inches in diameter, sometimes a gallon or more of stagnant water and a multitude of female mosquitoes could be observed laying her eggs. A surprising observation in flat ground memorial vases was the vast breeding stagnant water in the pit underneath the vase (right). Further research is underway to study this finding.



Now what to do to combat the problem of mosquitoes and stay ahead of OSHA, Federal, State and local health department rules and regulations. This brings us to our reason for inventing cemetery décor.

As we visited family gravesites in those early days, there just seemed to be no choice for anything other than sticking foam in the vases. Not only did we find standing stagnant water in our vases, we had disgusting crumbling floral foam that most people use to stick their flowers in vases. It was these visits and countless conversations with cemeterians and visitors to cemeteries that we embarked to invent something different. We needed vase inserts that would seal against anything entering the vase cavity and would still allow family to decorate with florals.

Timberlight stainless steel or cast-cell acrylic vase inserts seal with VHB around the top lip of cemetery vases -- no water, no mosquitoes, no labor costs. In place of vases, the pedestal is installed using epoxy or some cemeterians like 3M's VHB™. Cast-cell acrylic offered beauty in light transmission and strength. Timberlight floral foam used for florals is never immersed in water and test sites using a block of floral foam outside for five years has retained its original shape -- some discoloration in the tight gray cell structure but no disintegration of the substrate. Secure fasteners permit loved ones to quickly attach or detach floral arrangements. The discussion of florals is not the purpose of this article. Addressing stagnant water and larvae in the cavity of a vase is our focus.

What did Sacramento-Yolo do to address the larvae issue? They bought water crystals in bulk and in cooperation with the 37 cemeteries; the cemetery office offers their customers free of charge water crystals for their cemetery vases. The cost of medium size water crystals is about \$6.50 per pound. A cemetery vase in direct sunlight or exposed to ice decreases the life cycle of the water crystals. The vase insert that seals the vase permanently from water was positively received as a new option.

Most metropolitan cities and many larger municipally owned cemeteries have some kind of public service mosquito control offices but the larvicides typically used in and around cemeteries do not penetrate the vase cavities. Gainesville Florida, did research using deet and two piperidines on *Aedes albopictus* in cemetery vases. The deet put directly into each vase eliminated larvae for four weeks and six weeks using piperidines.

Perhaps the optimal solution to rid stagnant water in cemetery vases is to ban cemetery vases. However, vase and vase insert manufacturers would not find this a good idea. Perhaps 2-inch diameter rings (similar to mausoleum vase rings) on the side of the tablet monuments with a drop in dome would permit loved ones to fill the need to remember loved ones with flowers.

In conclusion, perhaps cemetery owners and managers should be proactive in addressing stagnant water in any vessel in their cemetery. The number of vases that appear empty at first glance in midwest cemeteries may not be empty at all -- they may be home and a maternity ward for *Aedes albopictus* or *Culex pipiens*.



TIMBERLIGHT *products engineered to reduce cemetery maintenance costs; increase sales, security and happiness!*

Stainless Steel Cast-cell Acrylic VASE INSERTS

Photometal nameplate of family and Timberlight contact information



SEALS!
No bugs,
No water,
No bees!



Vase inserts for tablet, ground, or crypt memorials



PEDESTALS INSTEAD OF VASES

Products accept Timberlight "click-lock" dome floral arrangements...ready-made florals (glued & sprayed) or Decorate-It-Yourself Dome™ with wood insert. Floral foam has been tested outdoors for five years....no loss of structure; slight discoloration of gray color of foam.



SADDLES

♥ Cast-cell Acrylic in Clear or Black (family name engraved)
♥ FINALLY for small nose-slant or low box monument treated wood w/nameplate



Each cemetery has its own preference of adhesive for pedestals and saddles

Patent pending

INTERIM MEMORIAL until monument arrives or lettering is done. Treated wood cross & stake; family name; two sizes. Easy to install; lasts couple of months; flowers glued — no picks to get in mowers & equipment.



Dr. Robin R. Livesay
robin@timberlight.com
(317) 694-1317 or
fred@timberlight.com



www.timberlight.com
an Indiana, family-owned business



The Natorp Companies of Mason Ohio

As one of the leading nurseries and plant producers in Ohio, the Natorp Companies of Mason, Ohio are known for their quality products and personalized service. It is a family owned and operated business celebrating its 98th year of serving the mid west.

It all began in 1916 when William Natorp, a European Horticultural Apprentice, placed an advertisement for landscape service in a florist's window in Cincinnati.

He purchased 7.5 acres on Reading Road in 1920 and started a nursery. In 1922 the retail division opened under the title of "Garden View Nursery"

Today Natorp's Nursery is growing in Greenhouses, container growing areas and production fields located on over 400 acres. The company produces over 1,000,000 plants each year which are shipped throughout the state of Ohio and the mid west. They have a broad customer base which includes; Cemeteries, Municipalities, Landscape and Retail companies,

The nursery growing operation is at the heart of the business. The company does its own propagation on key crops such as boxwoods and taxus. They take cuttings from stock plants and root them for transplanting into containers and out into the field. As a grower they pride themselves with keeping a pathogen free and sustainable operation with routine testing to ensure that all of their plant crops are disease and insect free. Natorp's is one of the few nurseries that offer custom growing programs for their customers. If it





is not something they are currently growing, they have the ability to grow it just for you.

Natorp's nursery grows trees, and lots of them! They produce both balled and burlap trees (grown in the ground in the field) and container trees.

For field grown trees it generally takes 6-7 years to produce a 3-4 inch diameter tree. The company has the capabilities to dig trees as large as 5.5 inches in diameter. Most tree digging is done in the fall as the trees go dormant; however the company has developed new techniques for safe summer digging



on certain species such as maples, Oaks and Locust.

With container trees it's a different story. The nursery operation can take a rooted liner or 'whip' and turn it into a 2 inch tree in about 1 to 2 years. This accelerated growth is achieved by using lighter soil mixes which allows for more oxygen to get to the roots. Natorp's has been growing container trees in their 'Pot in Pot' operation for over 20 years. They currently have the capacity to grow over 30,000 potted trees annually.

At the nursery over 20 acres is dedicated to the production of container grown shrubs, flowering perennials, vines and grasses.

All irrigation at Natorp's is achieved through the collection of rain water which drains into 3 on-site lakes totaling 36 million gallons. Water is pumped by computers throughout the nursery all day long. Each area can be programmed to water at designated times of day and for set lengths. Any run off water is drained through pipes and channels back into the lakes thus conserving and recycling one of the most vital resources to any plant producing operation.

Annual production is one of the newest categories for the company. With the addition of a greenhouse



in 1997 the nursery now has a year round growing facility of about 5 acres all under roof. In 2014 Natorp's grew over 30,000 8 inch begonias alone which were custom grown for landscape and business clients. The greenhouse operation takes advantage of the latest technologies available. Climate controls and watering are done by computer with employees overseeing them. The annual production team can take a tiny rooted plug and turn it into a nice quality plant in a matter of weeks.

In 2012 Natorp's opened the "Nursery Outlet" in Mason Ohio. It gives the public a new and unique retail experience. They are able to buy their plants right where they are grown on a new 'state of the art' 7 acre facility. The outlet hours for 2014 are Thursday and Friday 10:00 to 7:00 and Saturday and Sunday 10:00 to 5:00. The outlet is open September 4 to October 19 and will reopen in April of 2015.

Natorp's believes that their success is defined by the success of their customers. For nearly 100 years the company has strived to produce quality plants while providing personalized service. For additional information visit our website at Natorp.com or contact our sales representatives;

Dan Callahan

dcallahan@natorp.com
513-509-9312

Pat Greeson

pgreeson@natorp.com
513-836-6349

Natorp's

Discover Woodland Days - October 5, 2014

2 hour Historical Tours depart @ 12:30 & 1:30PM



Enjoy a beautiful stroll through one of the most historic Garden Cemeteries in the US and meet some of the famous and infamous people that have made Woodland Cemetery their final resting place. We will have volunteers portraying some of the most interesting people here at Woodland Cemetery. From John Van Cleve who established the cemetery to The Wright

Brothers who discovered flight and of course Erma Bombeck one of the most admired humorist writers of our day. We look forward to seeing you there.

Woodland Cemetery & Arboretum
118 Woodland Avenue, Dayton, OH 45409
[937-228-3221](tel:937-228-3221) |

Woodland - beautiful, timeless and still available...

Visit us on the web! www.woodlandcemetery.org

Subscribe to our [Friends of Woodland Newsletter!](#)

Support Woodland: [Join/ Renew your membership](#) or [Make a gift](#)



2014 FALL MAINTENANCE SEMINAR

**Tuesday, October 7, 2014
8:30 am – 3:45 pm**

**WOODLAND CEMETERY
118 Woodland Avenue
Dayton, OH 45409**



For additional information contact:

Rufus Slade, Woodland Property Manager (937) 228 3221
rufus@woodlandcemetery.org

WOODLAND CEMETERY - DAYTON FALL MAINTENANCE TUESDAY, OCTOBER 7, 2014

AGENDA



8:30 – 9:00 a.m.	REGISTRATION/COFFEE & DONUTS	
9:00 – 9:15 a.m.	WELCOME / ANNOUNCEMENTS/INTRODUCTIONS	RUFUS SLADE Woodland Cemetery
9:15 – 10:00 a.m.	TOUR OF WOODLAND MAUSOLEUM & CREMATORY	Rufus Slade & Erin Schwanitz-Vogt Woodland Cemetery
10:00 – 10:45 a.m.	“FROM A FUNERAL DIRECTOR’S PERSPECTIVE”	Erin Schwanitz-Vogt Woodland Cemetery
10:45 – 11:00 a.m.	BREAK & SUPPLIER VISITS	
11:00 - 11:30 a.m.	OHIO CEMETERY TASK FORCE UPDATE	Laura A. Monick – State of Ohio Div. of Real Estate & Professional Licensing
11:30 – 12:00 a.m.	SEED VERSUS WEEDS CONTROLLING THE PLOTS	Gary Snyder - Green Velvet Sod Farms
12:00 – 1:15 p.m.	LUNCH (BELMONT CATERING) & SUPPLIER VISITS	
1:15 – 2:00 p.m.	“WILDLIFE CONFLICTS & SOLUTIONS”	Brett Beatty - State of Ohio Div. of Wildlife
2:00 – 3:30 p.m.	SUPPLIER VISITS/DEMOS/CONTEST	
3:30 - 3:45 p.m.	DRAWINGS/CONCLUSION	



SUPPLIER EVENT SPONSORS: COLD SPRING MEMORIAL GROUP, GREEN VELVET SOD FARMS



LAKE VIEW CEMETERY - CLEVELAND FALL MAINTENANCE THURSDAY, OCTOBER 9, 2014

AGENDA



8:30 – 9:00 a.m.	REGISTRATION/COFFEE AND DONUTS	
9:15 – 9:45 a.m.	SAFETY IN YOUR CEMETERY	Bob Carr, Benefit Management Services of Ohio
9:45 – 10:15 a.m.	TURF MAINTENANCE	Weed Man
10:20 – 11:15 a.m.	PROPER PRUNING, PLANTING, MULCHING TECHNIQUES	Robin Cannon, Horticulturist, Lake View Cemetery
11:15 – 12:00 Noon	CRACK SEALING	David Lykins, SealMaster
12:00 – 1:00 p.m.	LUNCH AND VISIT WITH SUPPLIERS	
1:00 – 1:30 p.m.	OHIO CEMETERY TASK FORCE UPDATE	Laura A. Monick – State of Ohio Div. of Real Estate & Professional Licensing
1:30 – 2:30 p.m.	LOST ART OF HAND CUT LETTERING AND HEADSTONE/MONUMENT MAINTENANCE	Mike Johns, The Johns Carabelli Company
2:30 – 3:30 p.m.	WHAT DO YOU DO?	Marilyn Brandt & Greg Brack, Lake View Cemetery



SUPPLIER EVENT SPONSOR: COLD SPRING MEMORIAL GROUP



Since 1841
WOODLAND
Historic Cemetery, Arboretum & Foundation



LakeViewCemetery
Your Grounds for Life.



Website: ohiocemeteryassociation.com

8:30 a.m. – 3:45 p.m.

FALL MAINTENANCE SEMINARS - SPEAKERS/SUPPLIER PRODUCTS & SERVICES/EQUIPMENT DEMOS
PLEASE ✓ THE SEMINAR YOU WILL BE ATTENDING

- ☐ **WOODLAND CEMETERY-DAYTON** **TUESDAY, OCTOBER 7, 2014**
- ☐ **LAKE VIEW CEMETERY-CLEVELAND** **THURSDAY, OCTOBER 9, 2014**

CEMETERY NAME _____

ADDRESS _____

CITY _____ **STATE** _____ **ZIP** _____

PHONE _____ **FAX:** _____

EMAIL _____

ATTENDEE NAMES

ATTENDEES _____ X \$25.00 = \$ _____

MAKE CHECKS PAYABLE TO: OHIO CEMETERY ASSOCIATION

RETURN WITH REGISTRATION FORM AND PAYMENT TO: 219 WEBBSHAW DRIVE - CENTERVILLE, OH 45458

If you have any questions regarding these seminars please call

Jan Burrowes 937-885-0283 (Office) 937-604-0709 (Cell) email: jburrowes5@gmail.com or jburrowes@ceneterydata.com

or your seminar hosts:

Rufus Slade, Woodland Cemetery
rufus@woodlandcemetery.org

937 228 3221

118 Woodland Avenue – Dayton, OH 45409

Marilyn Brandt, Lake View Cemetery
marilyn@lakeviewcemetery.com

216 453 0970

12316 Euclid Avenue – Cleveland, OH 44106





Website: ohiocemeteryassociation.com



Since 1841
WOODLAND
Historic Cemetery, Arboretum & Foundation

LakeViewCemetery
Your Grounds for Life.



8:30 a.m. – 3:45 p.m.

FALL MAINTENANCE SEMINARS - SPEAKERS/SUPPLIER PRODUCTS & SERVICES/EQUIPMENT DEMOS
PLEASE  THE SEMINAR YOU WILL BE ATTENDING

☐ **WOODLAND CEMETERY-DAYTON**

TUESDAY, OCTOBER 7, 2014

☐ **LAKE VIEW CEMETERY-CLEVELAND**

THURSDAY, OCTOBER 9, 2014

SUPPLIER COMPANY NAME _____

ADDRESS _____

CITY _____ **STATE** _____ **ZIP** _____

PHONE _____ **FAX:** _____

EMAIL _____

ATTENDEE NAMES

_____	_____
_____	_____



One Company Representative including lunch		\$100.00
# of additional representatives @ \$25.00	_____	\$ _____
Event Sponsorship	_____	\$ _____
	TOTAL	\$ _____

MAKE CHECKS PAYABLE TO: **OHIO CEMETERY ASSOCIATION**
RETURN WITH REGISTRATION FORM AND PAYMENT TO: 219 WEBBSHAW DRIVE CENTERVILLE, OH 45458
If you have any questions regarding these seminars please call
Jan Burrowes 937-885-0283 (Office) 937-604-0709 (Cell) email: jburrowes@cemeterydata.com
or the seminar hosts:

Rufus Slade, Woodland Cemetery rufus@woodlandcemetery.org	937 228 3221	118 Woodland Avenue – Dayton, OH 45409
--	--------------	--

Marilyn Brandt, Lake View Cemetery marilyn@lakeviewcemetery.com	216 453 0970	12316 Euclid Avenue – Cleveland, OH 44106
--	--------------	---



2014 OCA FALL MAINTENANCE SEMINAR

Thursday, October 9, 2014

8:30 – 3:30 p.m.

Hosted by: Lake View Cemetery, Cleveland, Ohio

- | | |
|---------------------------|--|
| 8:30 – 9:00 a.m. | Registration/Coffee and Donuts |
| 9:15 – 9:45 a.m. | Safety In Your Cemetery
Bob Carr, Benefit Management Services of Ohio |
| 9:45 – 10:15 a.m. | Turf Maintenance
Weed Man |
| 10:20 – 11:15 a.m. | Proper Pruning, Planting, Mulching Techniques
Robin Cannon, Horticulturist, Lake View Cemetery |
| 11:15 – 12:00 Noon | Crack Sealing
David Lykins, SealMaster |
| 12:00 – 1:00 p.m. | Lunch and Visit with Suppliers |
| 1:00 – 1:30 p.m. | Ohio Cemetery Law Task Force Update
Laura Monick, Ohio Dept. of Commerce |
| 1:30 – 2:30 p.m. | Lost Art of Hand Cut Lettering and
Headstone/Monument Maintenance
Mike Johns, The Johns Carabelli Company |
| 2:30 – 3:30 p.m. | What Do You Do?
Marilyn Brandt, Vice President of Operations, and Greg Brack,
Grounds Manager, Lake View Cemetery |

NEW

matthews



A Lot Of Memorialization Options In A Compact Space

Introducing **Matthews Memories In Bronze™** Space Saver Merchandising System with slide-out touchscreen



Designed to:

- Generate more sales - increased average sale price by 23%*
- Simplifies the selection process
- Streamline selling strategy and pricing
- New! More compact size: 88" h x 33"w x 24"d**

* Based on test market results

** 56" wide with touchscreen open

Contact your Matthews Field Service Manager today at 1-800-628-8439

Matthews
INTERNATIONAL

Cemetery Management Software

Comprehensive Data Manager

Simple, easy to use, but extremely powerful. Unlike many others, Pontem will have your cemetery record database up and running in no time, and can handle multiple cemeteries, too!

Integrated Mapping

Only Pontem offers a choice of basic or dynamic GIS mapping providing cemeteries both large and small with the ability to utilize the integrated mapping solution that's right for your budget and your needs.

Image and Document Management

Associate an unlimited number of photos, scans of important documents, and other archival materials with each burial data record and protect and store them permanently from fire, flood, aging or theft. It's like having an *electronic* filing cabinet right at your fingertips.

Online Services

Put your burial records online — save time and money and provide a valuable community service. Monitor traffic to your site with our web tracking option and leverage the power of your burial records with an on-site kiosk or mobile app powered by *webCemeteries.com*.



Watch Our Video at:
www.pontem.com/movie

Toll-free: 888.742.2378 www.pontem.com sales@pontem.com



Personalized & custom memorial solutions

Coldspring offers a wide variety of products and solutions including:

- Bronze on granite memorials
- Mausoleum design through construction
- Columbarium structures
- Granite benches
- Cremation memorials
- Upright memorials & grass markers
- And more



For information visit coldspringusa.com or contact your representative by calling 800.328.2312.



Welcome

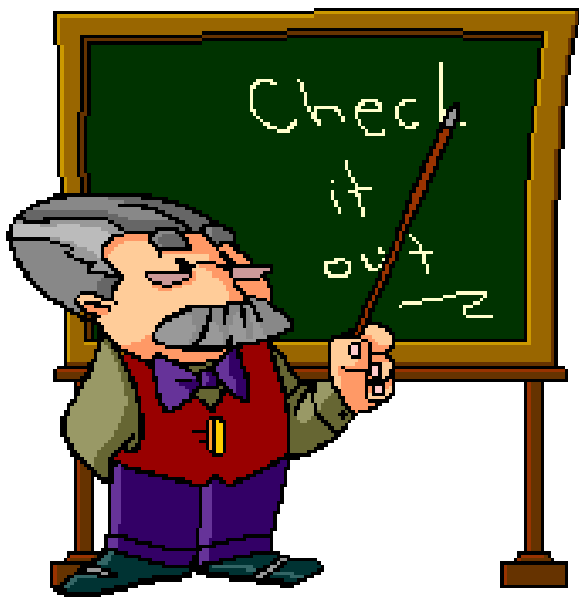
NEW OCA MEMBERS

TIMBERLIGHT, INC

MARTINSVILLE, IN

JOHN DEERE LANDSCAPES

CINCINNATI, OH



Logon to the OCA website
for the latest news!

ohiocemeteryassociation.com



Glass Fronted Niches & EZ Safety Plaques Patented in USA, CANADA and other Countries

Specialty Services from Biondan North America

At Biondan we strive to find ways that make you more effective in the marketplace.

- **Design:** Our staff will design your E-X-P-A-N-D glass fronted niche with information from you on your particular needs and requirements.
- **Biondan experience:** your organization can have the confidence of knowing that Biondan has been in business since 1956. We are a manufacturer of over 7,000 different products. This enables us to provide our customers with choices and options.

Available Options

- Niche fronts are available in plain and or beveled glass, bronze and marble.
- Interior low voltage environmentally friendly LED lighting.
- Exterior low voltage LED lighting.
- Large selection of bronze urns, self adhesive vases, bronze vases and photoceramics.

Special Features

- Finished end side panels.
- Finished fascia base panel.
- Tamper resistant screws.
- Decorative trim can be chosen to match interior design.

Advantages

- You can build your unique niche unit to suit the size of your wall, your budget and your calendar.
- Niche size is dictated by you and the needs of your families.
- Our method of construction insures the niches will not sag, buckle, or separate over time. We guarantee it.
- Installation is easy and can be done by your staff.
- Low maintenance- each niche is sealed to prevent dust and insects.



North America

Made in Italy
Established 1956

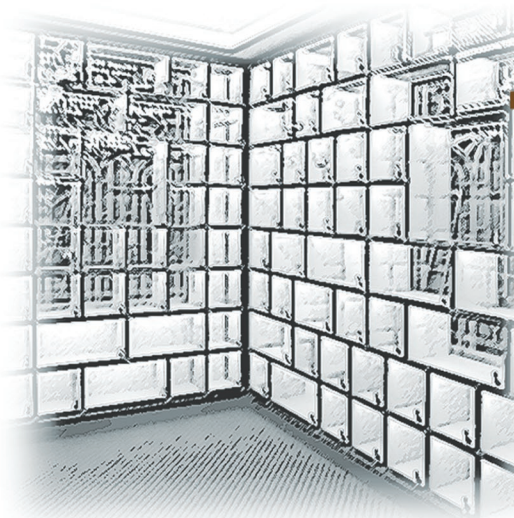
BIONDAN NORTH AMERICA INC.
2220 - 77AP - Midland Avenue
Toronto, ON - Canada M1P 3E6

Phone 416-290-6700 - Fax 416-290-6701
Toll Free Phone 1-877-290-6703
Toll Free Fax 1-877-290-6701

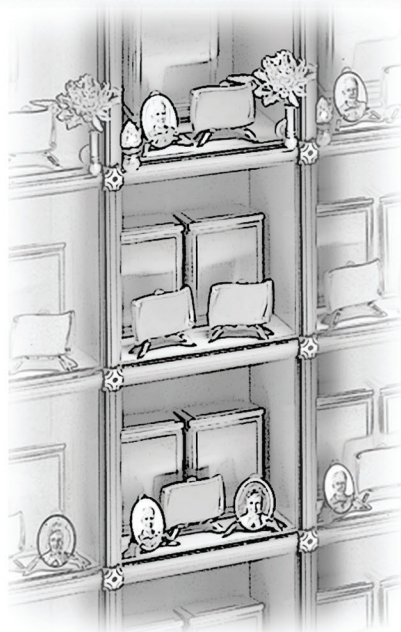
info@biondanbronze.com www.biondanbronze.com

From Concept to Reality

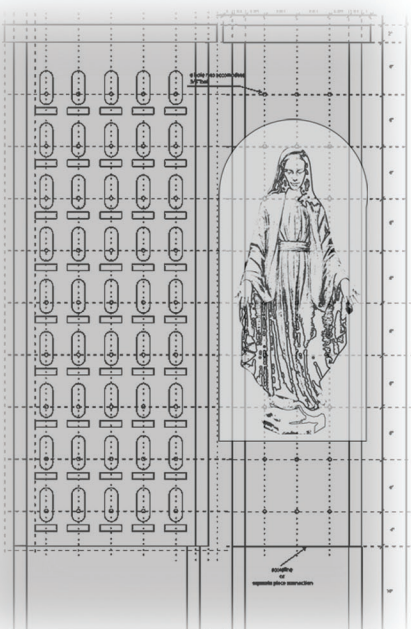
*Customized Elegant
Diffused Lighting*



Featured Bronze Niches



Themed Wall Features



*Art
of
Creating
Indoor
Sacred
Spaces ...*

*"An integral part
of any architectural
program is the pivotal
placement of
memorialization
features"*

*Andrew M. Krawczyk
President*



BRONZE INTERNATIONAL

Imagine Create Deliver
**Memorialization
Architects**

Ph: 888 572-2645

Fax: 877 572-2645

www.lpbronze.com

info@lpbronze.com