

OCA JOURNAL

PROVIDING EDUCATION AND SUPPORT TO ALL OHIO CEMETERIES

JANUARY 2015
VOLUME 5
ISSUE 1



CALENDAR OF EVENTS

AWARDS BANQUET
FEBRUARY 21, 2015
HOLIDAY INN
WORTHINGTON OH

MAINTENANCE/OPERATOR TRAINING
MARCH 11, 2015
HOSTED BY BUCKEYE
POWER SALES
MORaine

SPRING CONFERENCE
MARCH 24 & 25, 2015
DOUBLETREE
COLUMBUS

CREMATORY OPERATOR CERTIFICATION PROGRAM
MARCH 26, 2015
ADVANCED CREMATORY OPERATIONS PROGRAM
MARCH 27, 2015
DOUBLETREE
COLUMBUS

ANNUAL CONVENTION
AUGUST 3-5, 2015
HILTON GARDEN INN
MIAMISBURG, OH
GOLF OUTING
AUGUST 3, 2015
FIELD DAY
AUGUST 4, 2015
DAYTON MEMORIAL PARK



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MESSAGE FROM. . .

OCA PRESIDENT RUFUS SLADE

Dear OCA Members, Colleagues and Friends:

I would like to start by saying, 'Thank You' for giving me this opportunity to hold the position of President of this great association of ours and I give to you my continuing commitment to do everything I can to make the OCA the

best state cemetery association in the country.

I would like to thank Mark Funke for all he has done for the OCA in the past years as well as all of the OCA board of directors, past and present. You may have noticed the past couple of years that the OCA is trying some new things. January

(continued on page 2)

(continued from page 1)

28, 29 & 30 the OCA Board of Directors will again take turns in shifts manning a booth at the 2015 Ohio Township Show at the Columbus Convention Center in the effort the sign up new members and to get the OCA'S name out there.

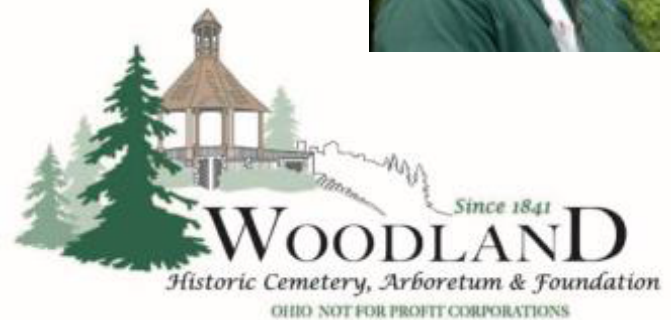
We now hold the Awards Banquet separate from our Spring Conference. This year the Awards Banquet will be held at the Holiday Inn in Worthington, Ohio on Saturday, February 21 and the Spring Conference has been shortened to one night and then a one full day of programs on March 24 and 25. It will be held at the Doubletree Hotel in Worthington, Ohio. The OCA has started offering Crematory Operator Certification Programs and this year the program will take place on March 26 following our Spring Conference. A new Advanced Crematory Operations Program will follow on March, 27 at the same location. The OCA ,in conjunction with Ex-mark Manufacturing & Buckeye Power Sales, are planning at no charge a Lawn Equipment Maintenance Program in Moraine, Ohio on Wednesday , March 11. This program will be open to any and all cemetery employees & mechanics. More information and registration form can be found in this newsletter. Last year the OCA offered for the first time Celebrant Training. This program was a 3 day program organized through the efforts of Marilyn Brandt and was very successful. The OCA has started moving the Annual Convention around the state of Ohio while keeping the Spring Conference

in the Columbus, Ohio area. This year the Annual Convention will be in the Dayton, Ohio area and next year in the Dover, Ohio area. The OCA hosts two Fall Maintenance Seminars, one in the northern part of Ohio and one in the southern part of Ohio so that more people have an opportunity to attend at least one of these great seminars.

As you can see, we as a board are trying to grow our association and we welcome your input. If you have any ideas, suggestions or just comments on what we can do to serve our industry, members or association better, please do not hesitate to tell us. The OCA is mine, yours and ours, help us make it the best cemetery association in the country.

Rufus Slade, President
Ohio Cemetery Association (2015)

Woodland Cemetery
118 Woodland Avenue
Dayton, Ohio



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A TRADITION OF QUALITY

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WOODLAND
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The OCA held the 2014 Southern Fall Maintenance Seminar at Woodland Cemetery of Dayton on October 7, 2014 and if you were not able to attend.... let me tell you the weather was terrible! Even though it was cold and rainy, we had over 60 in attendance representing over 20 cemeteries and 28 suppliers and speakers.

The agenda covered subjects such as A Funeral Directors Perspective , The Ohio Cemetery Law Task Force , Seeds and Weeds and we can't forget our furry friends (or foes) - Wildlife Conflicts & Solutions.

We had some fun also. At the end of the day we had supplier visits, the opportunity to try new equipment, a couple of fun contests and a grand prize drawing at the conclusion of the Seminar. I would like to thank Ohio Cat for providing the Backhoe used in the Backhoe contest which was won by Trevor Garrett of Davids Cemetery in Kettering Ohio. I would also like to thank Pace Inc. for providing the mower used in the Mower Obstacle Course and Richard Hilinski for setting it up and making it all possible. The Mower Obstacle Course was a big success and won by Mark Schramm of Woodland Cemetery. I and the rest of the OCA Board of Directors would like to thank Sean O'Reagan, President & CEO of Woodland Cemetery for hosting this year's Fall Maintenance Seminar and donating the grand prize given away at the conclusion of the seminar. The grand prize was a new 32" Vizio flat screen LED HD Smart TV which was won by Ron Ankeney of Cedarville Township.

Article submitted by Rufus Slade, Woodland Cemetery

Fall Maintenance Program Chair and Vice President of the OCA





219 Webbshaw Drive
Centerville, Ohio 45458
(937) 855-0283 OFFICE
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2015 Board Officers and Members

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Welcome



OCA NEW BOARD MEMBERS



PATRICK EBRIGHT

Pat is the Sexton of Mt. Moriah Cemetery. He started with the cemetery in 2005 as a maintenance worker and was promoted to his current position in 2009. Mt. Moriah Cemetery is owned and operated by Union Township in Clermont County Ohio.

The cemetery is nationally accredited through the A.P.W.A. (American Public Works Association).

Since becoming Sexton Pat has worked to improve the overall operation and perception of Mt. Moriah Cemetery. He worked towards its accreditation in 2011, upgraded the cemetery software for online viewing, and continues to work with the cemetery staff on ways to improve the cemetery. Pat is a 1997 graduate of Wilmington College with a Bachelor of Arts Degree in Criminal Justice.



KIRK D. ROBERTS

**Family Services Director
Licensed Funeral Director**

Kirk was born in Wooster, Ohio and graduated from Wooster High School. He earned a Bachelor of Science Degree in Business Administration from Miami University. After serving his apprenticeship under his brother Alex, Kirk earned his funeral director license in 2000.

Kirk and his two children live in Wooster. He is a member of the Grace Brethren Church in Wooster. Kirk has served on boards including the Ohio Association of Cemeteries, and the Wooster Christian School Board, where he served as President of both organizations. Kirk enjoys spending time with his family, travel, and cooking on the grill.

Officials cut ribbon for Tod cemetery memorial garden

By BRANDON KLEIN
bklein@vindy.com

YOUNGSTOWN

Officials from The Tod Homestead Cemetery had a ribbon-cutting ceremony for its new columbarium memorial garden Friday evening at the North Side landmark, 2200 Belmont Ave.

"This has been a huge undertaking," said Sallie Tod Dutton, the president of The Tod Homestead Cemetery Association. "We want to remain a part of the Mahoning Valley's future."

Some \$700,000 was invested in a 2-acre garden that will accommodate 960 spaces for cremation remains, an alternative to burials that has become an increasing trend. The projected rate of cremation is 48.8 percent by 2017, according to the Cremation Association of America.

"It's a great effort to move the cemetery into the next century," said David Tod II, Dutton's cousin.

The memorial garden includes a fountain, landscaping, walkways and structures for the remains. It was designed by Youngstown architect Paul Ricciuti with

**“WE WANT TO
REMAIN A PART
OF THE MAHONING
VALLEY’S FUTURE.”**

**SALLIE TOD DUTTON,
president, Tod Homestead
Cemetery Association**

support from Behnke Landscape Architecture, which is based in Cleveland. The contractor for the project was Marucci and Gaffney Excavating of Youngstown.

Ricciuti said there have been additional updates to the cemetery for contemporary use such as a new heating system for the mausoleum.

"We've been on a roll," he said, adding that future expansion could occur with the garden.

The Tod cemetery has been in operation since 1908, when it was dedicated by George Tod, Dutton's great-grandfather, in his will. The cemetery has 200 acres with 90 of those developed and has about 36,000 graves.

"I'm sure George Tod would be very proud of this development," Tod II said.

TOD CEMETERY MEMORIAL GARDEN





Make Your Cemetery A “Must-See” With Tough Trees

Dan Callahan
Wm. A. Natorp Co.
Wholesale Nursery

Often customers will ask me for my recommendation for trees for certain tough applications. They need a tree which will not only “fit” the site and survive – but thrive for a long time, often in very tough conditions where it will be planted.

Of course this is the case with many cemetery plantings. You need trees which will enhance your site, require minimal maintenance, tolerate poor soils, inadequate irrigation, deer, pest and disease infestation, and the ever-changing and brutal weather extremes of our region. And on top of all that you want your grounds to be unique, inviting and offer a diverse collection of note-worthy plant material.

Let’s face it, plants are a big part of your marketing plan. If your property is perceived not only as a cemetery but also as a well-groomed park or arboretum you become known as an inviting destination for the community to enjoy throughout the year.

But with so many different species and new varieties of trees (and pests) coming out all the time it can be rather overwhelming. And sometimes varieties which used to be old stand-bys are not viable any longer (consider the Ash species and Bradford pears). Fortunately there are many great varieties, both new and old which can fit the bill.

Here are just a few of our favorite tough deciduous trees:

Small (under 30ft)

Magnolia ‘Bracken’s Brown Beauty’ – Southern Magnolia (evergreen) fully hardy to at least -10 degrees. Extremely fragrant, large white blossoms in June. ↓



Native Redbud- Good in sun or shade.

Forest Pansy Redbud- very popular maroon-leaved variety.

*many other new Redbud varieties also available

Ivory Silk Lilac (Japanese tree-form)- very tough, cream-colored blooms in early Summer.

Crabapples:

Royal Raindrops-improved pink bloom variety. Taking the place of 'Prairiefire'. ↓



Spring Snow- Fruitless, white bloomer.

Sargentii- great short variety with very small fruits.

Dogwoods:

Spring Grove-Native variety discovered in Spring Grove Cemetery, Cincinnati.

Milky Way-(Chinese)-heavy bloomer. Blooms later in season than native varieties. Tolerates sun.

Stellar Series- Improved series; cross between native and Chinese varieties.

Winterking Hawthorne-

1 of a few trees which are most interesting in winter. Lots of long-lasting, small, red fruits appear in December-January. ↓

**Medium Size (under 40ft)**

Imperial Honeylocust-1 of the toughest trees you will find – period. Excellent choice for offering filtered shade. Thornless and Fruitless.

Persian Parrotia- excellent Fall colors of orange, yellow red on witch hazel like leaves with interesting bark. Underused tree.

Everclear Lacebark Elm- new columnar version of the Chinese elm. Great for tight sights – as an alternative to European Hornbeam.

Crimson Sunset Maple- new and improved crossed variety offers maroon red-leaves throughout the growing season. More heat-tolerant than Crimson King. ↓



American Yellowwood- unique hanging white blooms. Great native.

Larger Size (over 40ft)

Black Gum- probably the most popular deciduous, native tree sold to our customers. Slow-growing but nearly free of all pests. Offers unrivaled brilliant red Fall color and graceful outline in all seasons. ↓



Western (Plicata) Arborvitae -Spring Grove/
Green Giant – Most popular evergreens sold today. Very nice pyramidal shape, totally different than the Emerald Green (silo) variety. Deer-resistant, fast-grower.

Bald Cypress/Dawn Redwoods - Excellent for wet areas.

Japanese Zelkova-Green Vase-Nice vase-shaped branching. Good fall color. Excellent for an allee or near a street.

Chinese Elm-Allee or Bosque. Very popular, small-leaved varieties with nice, peeling bark. Not susceptible to Dutch Elm disease.

Oaks:

Swamp White Oak-Great variety for wet or dry areas.

Overcup Oak- Great alternative to Pin Oak. Beautiful symmetrical outline. Takes wet areas well.

Chinkapin Oak-native variety. Tolerant of alkaline soils.

Shumard Oak-Better alternative to Northern Red Oak. ↓



Sugar Maple-Fall Fiesta or Legacy-Improved varieties that show vibrant orange Fall color.

Sweet Gum-Happidaze (fruitless variety)- everything you love about a Sweetgum without the spiky balls!

Princeton Elm-true American Elm. Older, fast-growing variety. Dutch Elm disease resistant. ↓



Be sure to check with Natorp's Wholesale Nursery for all your plant needs. We grow a full line of plant material from annuals and perennials to woody trees and shrubs. 1-888-628-6777 or dcallahan@natorp.com

Vertical Mulching of Trees

“Giving Tree Roots a Breath of Air”

Written by Mark A. Webber
Board Certified Master Arborist #OH-0824B

Trees in the urban landscape today struggle at best at becoming the large plants that, we want them to become. This is related to a wide range of factors. One of the major limiting factors is lack of adequate soil volume for a tree to grow. The general rule of thumb is trees require 1-2 cubic yards of well oxygenated soil for every cubic yard of tree canopy. The vast majority of urban soils in homes built post 1960, don't provide the adequate soil volume due to the fact the urban soils are stripped and compacted to at least 90% proctor. The value of 90% simple means that the soil only has 10% oxygen content and most plants require 21% soil oxygen content to thrive.

The process of Vertical Mulching is one of the most powerful ways that the tree owner can increase oxygen content in the soil, which directly increases adequate soil volume for the tree to grow roots and the tree will become larger and healthier plants.

What is Vertical Mulching?

Vertical mulching is the process of making many holes in the soil of the root zone of a particular tree with the purpose of creating many entryways for air, moisture, and nutrients to reach the roots of a given tree. This process improves the overall health and vigor of any tree. To properly vertical mulch, you will need an electric or gasoline powered drill and a 2" to 3" diameter auger. This equipment is available from any tool rental.

Starting at 8-10 ft. away from the trunk (no feeder roots there) drill holes on 2 ft. centers 15-18" deep in all directions. Leave the soil that is removed from the hole on the ground near the hole and it will blend back into the soil. This circular pattern should extend at least 30% beyond the drip line of the tree.



(Photo Courtesy of Texas A. & M.)

The process of drilling holes under trees and shrubs and then filling those holes with a coarse soil amendment has been done with favorable results with many plants suffering from low oxygen volume soils. Those mediums can include compost/peat moss and other biodegraded materials.

To Fertilize or Not

Research indicates that improper fertilization can cause harm to trees and it is a *“Best Practice”* to always perform a soil and or a foliar analysis to any tree prior to fertilizer applications. You can reach your local extension service for a list of soil testing labs in your area.

Word of Caution

Be careful where you drill, if you have an underground sprinkler system, landscape lighting, any utilities, stones, tree roots and other unforeseen obstacles extreme caution should be observed and taken. In Ohio, you are required to call the Ohio utilities protection services (1-800-362-2764) or 811 on your cell phone to mark any other underground systems before you dig holes. There is no charge for this service.

Additionally some site condition may be difficult to use single person hand held self-propelled augers due to rocks beneath the soil, so it may be prudent to use a 2 person units in such situations. Be sure to always wear eye, hearing, face, proper foot wear other recommended personal protection equipment (PPE) and or safety wear when doing soil drilling.

Helping Trees Grow!

Vertical Mulching allows the homeowner/landscapers/arborists to correct soil conditions that may be inhibiting desired plant growth without replacing the plant and/or the soil. Many times as the tree grows this process may be replicated but on a larger scale to compensate for the trees ever expanding canopy.

For more ways to grow better trees visit www.treesaregood.org or <http://www.ohiochapterisa.org/>

Ferncliff Cemetery, Springfield, Ohio **Celebrates Sesquicentennial** **with the Dedication of a War Memorial** **October 25, 2014**

Across its magnificent 240 acres, Ferncliff Cemetery, Arboretum and Crematory is the final resting place of nearly 5,000 veterans who served our country in the military. Soldiers are buried in four dedicated war mounds – the Civil War, WWI, WWII and the Vietnam War – and the graves of other veterans are throughout the cemetery. It is in honor of these men and women that Ferncliff chose to commemorate its 150th anniversary with the establishment of a War Memorial.

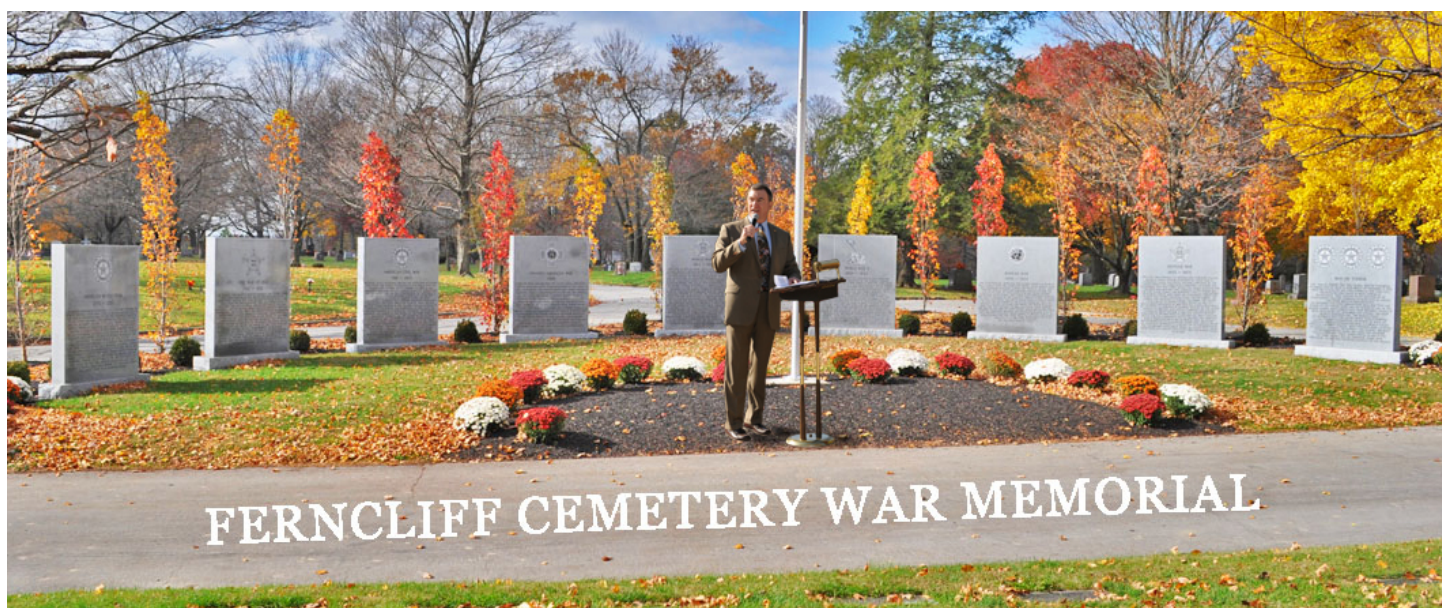
On a crisp day in late fall, military groups and local dignitaries gathered to unveil and dedicate the Ferncliff Cemetery War Memorial. Included in the gathering was Ski Schanher who was an influential force in bringing this project to fruition.

Nine stone monuments of equal size stand in a semi-circle to form the memorial. Each represents a significant U.S. military conflict: American Revolution, War of 1812, American Civil War, Spanish-American War, World War I and II, Korean War, Vietnam War and War on Terror. Carved into each stone is a historical summary including insightful details which humanize each conflict.

“It is heartening to see how pleased and overwhelmed families of military veterans are when they visit the new War Memorial,” commented Stan Spitler, Superintendent of Ferncliff. “This is a memorial to all of them and their loved ones.”

Ferncliff’s veteran population continues to increase, strengthened by its relationship with the Clark County Veterans Office. Through the partnership, veterans who qualify may be buried in one of Ferncliff’s war mounds, in land purchased by the veteran’s office.

Ferncliff Cemetery invites people to visit the War Memorial and tour the celebrated grounds. A map to the War Memorial, war mounds and other points of interest is available daily at the main office. On weekends, there is someone on the grounds to assist with directions and information.





2015 AWARDS BANQUET

AWARDS PRESENTATION

Holiday Inn – Worthington, OH
7007 North High Street

SATURDAY, FEBRUARY 21, 2015

**5:30 PM SOCIAL HOUR – WITH STEVE CAMPBELL,
CARICATURE DRAWING**

**6:30 PM INVOCATION
BUFFET DINNER**

**7:30 PM SPEAKER – POUL LEMASTER
LEMASTERS CONSULTING**

**ANNOUNCEMENTS:
RUFUS SLADE, OCA PRESIDENT**

8:00 PM PRESENTATION OF 2014 AWARDS

9:30 PM CLOSING RECEPTION – MORE FUN AND NETWORKING

Reminder:

Breakfast buffet is included if you have made reservations for staying at the Holiday Inn – 7007 North High Street – Worthington, OH (see registration form)



ohiocemeteryassociation.com

CEMETERY REGISTRATION FORM

OCA AWARDS BANQUET

SALES/ROOKIES/EMPLOYEES AND MARKETING AWARDS FOR 2014

FEBRUARY 21, 2015

**SATURDAY EVENING AWARDS RECEPTION & BANQUET PER PERSON
\$75.00**

**POUL LEMASTER - LEMASTERS CONSULTING
STEVE CAMPBELL - CARICATURE DRAWING**

BANQUET/HOTEL REGISTRATION CUTOFF DATE IS FEBRUARY 1, 2015

HOTEL INFORMATION:

Rooms have been set-aside at a special discounted rate of \$116.33 (tax included)
Hotel registration includes breakfast buffet for two on Sunday, February 22, 2015.
Room Reservations must be secured no later than FEBRUARY 1, 2015.

Click [Here](#) to make reservations

or

Call the HOLIDAY INN/WORTHNGTON at (614) 436-0700
7007 North High St. Worthington, OH

HOTEL CODE: Ohio Cemetery Association

Complete registration form on next page

OCA AWARDS BANQUET

February 21, 2015

Saturday Evening Reception/Awards Banquet _____ X \$75.00 = \$_____

Name(s) _____

Please Print

Company _____

Address _____

City/State/Zip _____

Phone _____ Fax _____

Email _____

BANQUET/HOTEL REGISTRATION CUTOFF DATE IS FEBRUARY 1, 2015

Return registration form with check payable to:

Ohio Cemetery Association

219 Webbshaw Drive

Centerville, OH 45458

Please call/email with any questions:

Jan Burrowes

937 885 0283 (Office)

937 604 0709 (Cell)

937 885 4512 (Fax)

jburrowes@cemeterydata.com or jburrowes5@gmail.com



THE OHIO CEMETERY ASSOCIATION

2015 Awards Banquet – Holiday Inn – 7007 North High – Worthington, OH
February 21, 2015

Sales Award Criteria

2014 Minimum Volume Production for Sales Professionals

\$225,000.00 is the minimum qualifying volume consisting of the following sales components:

Mausoleum; Lawn Crypts; Niches; Ground Spaces; Vaults; Markers/Monuments/Memorials; Chapel Vaults; Caskets; Urns; Openings & Closings; Funeral Services. At-Need Merchandise also will count toward minimum production.

Sales Categories - All Categories are based on Average Sales

Category #1 • Average Sale of \$1.00 - \$2,500.00

Category #2 • Average Sale of \$2,501.00 and Greater

Category #3 • Average Sale Includes 25% or More From At-Need Sales Volume

Category #4 • Average Sale Includes 25% or More From Funeral Services/Funeral Merchandise Sales Volume

Award Winners

Cemetery: _____ City: _____

(Instructions: Please print information and include the appropriate category #)

Name:	Category:	Total Volume:	Average Sale:
1. _____	_____	\$ _____	\$ _____
2. _____	_____	\$ _____	\$ _____
3. _____	_____	\$ _____	\$ _____
4. _____	_____	\$ _____	\$ _____
5. _____	_____	\$ _____	\$ _____
6. _____	_____	\$ _____	\$ _____
7. _____	_____	\$ _____	\$ _____
8. _____	_____	\$ _____	\$ _____
9. _____	_____	\$ _____	\$ _____
10. _____	_____	\$ _____	\$ _____

PLEASE SUBMIT BY FEBRUARY 1, 2015

TO: The Ohio Cemetery Association

219 Webbshaw Drive Centerville, Ohio 45458 • Fax (937) 885-4512 or jburrowes@cemeterydata.com

(if information is faxed, please also mail original)



THE OHIO CEMETERY ASSOCIATION 2015 Awards Banquet

February 21, 2015 – Holiday Inn – 7007 North High St. - Worthington, Ohio

2014 Rookie Award

Recognize your Rookie!

During the Awards Banquet Saturday evening, February 21, 2015 you will have the opportunity to

recognize your Rookie(s) for 2014. The definition of a Rookie is: A sales employee who has been with your cemetery for less than twelve (12) months but has had outstanding success (there may be other metrics but total sales volume is always a place to start).

Name of Rookie: _____

(Please submit a separate sheet to tell us why you've chosen this person as your Rookie)

2014 Special Employee Award

Recognize Your Special Employee!

This award goes to an employee, perhaps an administrative or grounds employee, who has exceeded expectations and has performed admirably for the past year.

Cemetery: _____

Our Special Employee is: _____

(Please submit a separate sheet explaining why you are recognizing this employee)

2014 Marketing Award

Recognize your Cemetery!

This award goes to cemeteries operating without the benefit of a full-time professional sales staff which during the year has introduced new services or merchandise (see Award Criteria on reverse side) that have generated a minimum total income volume of \$20,000.

Our Cemetery, _____, qualifies for this award.

(Please submit a separate sheet describing what new services your cemetery has introduced this year and the total income generated)

AWARD FORMS MUST BE SUBMITTED NO LATER THAN FEBRUARY 1, 2015

SUBMIT TO: THE OHIO CEMETERY ASSOCIATION 219 WEBBSHAW DRIVE • CENTERVILLE, OHIO 45458

• FAX: (937) 885-4512 jburrowes@cemeterdata.com or jburrowes5@gmail.com



THE OHIO CEMETERY ASSOCIATION

2015 Awards Banquet

February 21, 2015 – Holiday Inn – 7007 North High St. - Worthington, Ohio

Recognition Award Criteria

Rookie Award

This award is designed to provide recognition to those Sales Professionals who have less than one (1) year of experience but who have provided outstanding service and/or produced extraordinary sales volume.

(It is important to recognize new sales professionals who are succeeding)

Special Employee Award

This award is for an employee at your cemetery who is deserving of recognition for achievement and outstanding performance during 2014. This might be a sales employee or an employee such as an office manager, administrative staff member or grounds staff member who has provided outstanding service.

Marketing Award

This award is designed to recognize Cemeteries that do not employ a sales staff but has successfully promoted new cemetery merchandise and/or services during the past year. This could include new scattering areas; new niches; new (mausoleum or lawn) crypts; new burial sections or gardens; etc. which have generated a minimum of \$20,000 in total income volume during 2014.

Please use reverse side to submit names of winners.

**Awards will be presented at the Banquet on
Saturday, February 21, 2015**



Miami Memorial Park (Cemetery), Covington OH has a position open for a part-time secretarial/clerical person to work from 12PM-4PM.

Morning hours are covered by another person.

Applicant traits:

Experience, maturity, organizational skills, self-disciplined, positive attitude, upbeat personality, excellent computer skills (Word, Excel, Outlook, Internet, etc.). Advancement in other areas of business possible.

Please email confidential resume to Lora (llaleo@q.com).

January, 2015



OHIO CEMETERY ASSOCIATION OPERATOR TRAINING

Hosted by



5238 Cobblegate Drive • Moraine, OH 45439

March 11, 2015 • 8:30am to 3:30pm

Buckeye Power Sales Co., Inc., family owned and operated since 1947. We are committed to being a quality equipment dealer providing premium service to premium equipment, before, during and after the sale. Our sales are built upon relationships and how comfortable our customers are with us. Our long list of repeat customers are a testimony to our success and reputation for quality service. We strive to provide our customers with more than just a piece of equipment by offering unmatched experience, service, resources and reliability.

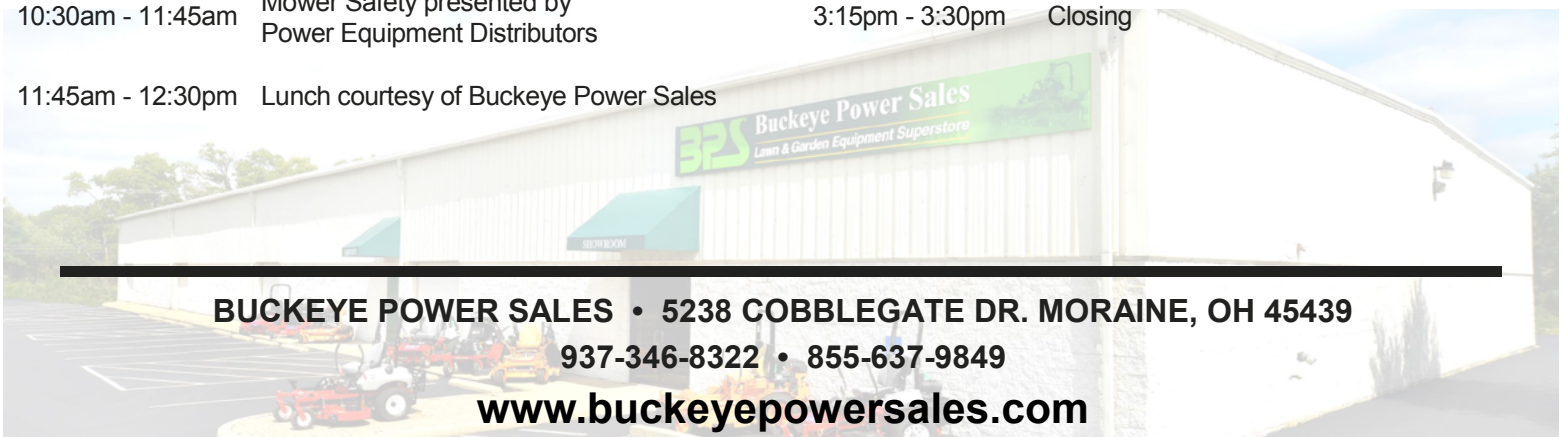
AGENDA FOR THE DAY

8:30am - 9am	Check-in/coffee & donuts	12:30pm - 1:45pm	Chain Saw, Trimmer & Blower Maintenance presented by Bryan Equipment Sales
9am - 10:15am	Mower Maintenance presented by Power Equipment Distributors	1:45pm - 2pm	Break
10:15am - 10:30am	Break	2pm - 3:15pm	Chain Saw, Trimmer & Blower Safety presented by Bryan Equipment Sales
10:30am - 11:45am	Mower Safety presented by Power Equipment Distributors	3:15pm - 3:30pm	Closing
11:45am - 12:30pm	Lunch courtesy of Buckeye Power Sales		

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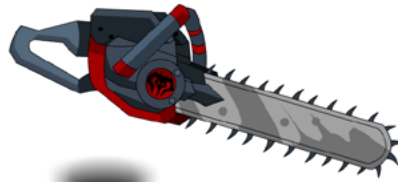
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Website: ohiocemeteryassociation.com



LAWN EQUIPMENT MAINTENANCE SEMINAR

The OCA and Exmark Manufacturing (manufacturers of commercial lawn & garden equipment) in conjunction with Buckeye Power Sales will be holding a lawn equipment maintenance seminar for cemetery mechanics and employees on Wednesday, March 11, 2015 in Moraine, Ohio. This will be an all-day seminar with experienced instructors from the Exmark Corporation and lunch will be provided by the Exmark Corporation & Buckeye Power Sales. This seminar is free to attend but registration is required. Buckeye Power Sales are located at 5238 Cobblegate Drive Moraine, Ohio and their Equipment Super Store is located behind the Advanced Auto Parts Store.

Complete the registration form and return it to the OCA office

For more information please contact:

Rufus Slade

Woodland Cemetery

937-673-1952

Email: rufus@woodlandcemetery.org

CEMETERY NAME _____

ADDRESS _____

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

PHONE _____ **FAX:** _____

EMAIL _____

ATTENDEE NAMES

MAIL OR EMAIL REGISTRATION FORM TO: **OHIO CEMETERY ASSOCIATION**
219 WEBBSHAW DRIVE - CENTERVILLE, OH 45458
Office (937) 885 0283 Cell (937) 604 0709
jburrowes@cemeterydata.com or jburrowes5@gmail.com

Rufus Slade

OCA President

Woodland Cemetery

118 Woodland Avenue – Dayton, OH 45409





BATH TOWNSHIP

Summit County, Ohio

TRUSTEES

Elaina E. Goodrich
James N. Nelson
Becky Corbett

November 24, 2014

FISCAL OFFICER

Sharon A. Troike

TOWNSHIP ADMINISTRATOR

Vito F. Sinopoli

Bath Center Cemetery in Bath Township, Summit County has an historic holding vault dating back to 1913. Currently it is in need of major repair, the extent of which will necessitate removing and mapping each stone as well as rebuilding the foundation. We are faced with a potential repair cost of \$40,000.00. I have served both as Cemetery Sexton for almost 14 years and Bath Township Trustee for 5 years and am decidedly in favor of restoring this unique and historic structure. I would appreciate any help you might give me in the form of information about other existing holding vaults, their history and significance in earlier times, repair projects, and, potentially, pictures.

If you have with community groups or historical societies which have participated in preservation of a holding vault, I would be interested in receiving contact information so that I might learn of any fund raising suggestions.

Thank you for your help.

Sincerely,

Becky Corbett

Bath Township Trustee

3864 W. Bath Road

Akron, Ohio 44333

330-666-4007

BCorbett@bathtownship.org

MEMORIAL SERVICES

LELAND E. CLEGG (1918 - 2014)

LELAND E. CLEGG- YOUNGSTOWN - Memorial services will be held at the Boardman United Methodist Church on Sunday, Oct. 26, with a Masonic service beginning at 1 p.m., and a general memorial service at 1:30 p.m., led by Pastor Pamela Buzalka, for Leland E. Clegg, well-known and respected business man and community leader, who died Sept. 28. Mr. Clegg was born on Jan. 26, 1918, in Youngstown, the son of Leland E. Sr. and Leah Gillespie Clegg. He was a lifelong area resident. "Lee" married Carolyn R. Keith on Aug. 10, 1940, and their marriage continued for over 68 years, ending with Carolyn's passing away on Dec. 10, 2008. He entered the insurance business prior to World War II, and returned to it following his military service in the U.S. Army. He continued his insurance and investment business into retirement. At the time of his death he was still semi-active, through relationships with James & Sons in Boardman, and WRP Investments in Liberty. He also served the Lake Park Cemetery Association as secretary-treasurer for more than 35 years. For a time, Lee was a realtor with the Charles Zidian Agency. Lee was an Eagle Scout and continued his love of scouting as an adult, serving as Scout Master at the Trinity United Methodist Church. He was a member of the Uptown Kiwanis Club serving as president several times. Mr. Clegg was recently honored by the Stambaugh Pillars for being an active board member for over 20 years and chairman from 2003 to 2005. Continuously involved in Masonry until his death, Mr. Clegg was a past Master of Hillman Lodge and was a 33rd Degree Mason. He belonged to the shrine and was a member of Aut Mori Grotto. Mr. Clegg was the Electrical Director and then the Public Relations Director for the Grotto Circus for many years. He was an honorary clown, and a member of the Old Timers and Veterans Units. It was rare to not see Lee at the Boardman United Methodist Church each Sunday, and it was usual for him to attend both the Traditional and Contemporary Services. He served on the church finance committee and was an usher. Lee was predeceased by his loving wife, Carolyn; his parents; sister Irene Krell; and a great-grandniece. Also preceding him in death is Susan Greer Williamson, who Lee and Carolyn helped to raise and who they considered a daughter; Susan's son, Bobby Williamson; and two other very special people in his life, Patsy and Gladys Gray. Lee will live on in the memories of many close friends who he considered to be and was accepted as family, by business associates and by members of his many fraternal associations. Especially mourning his loss are his nephew, Paul McLaughlin; grandnephews Leland and Scott; four great-grandnieces; and a great-grandnephew, all of South Florida.

Arrangements by Clemente Funeral Home, Struthers.

Thanks to Mark Luke, Lake Park Cemetery for sharing this with the OCA

2015 OCA SPRING CONFERENCE

AGENDA

MARCH 24, 25, 2015 - DOUBLETREE HOTEL – COLUMBUS, OH



7:00-8:30 Registration & Breakfast with Suppliers

8:30-9:00 Welcome and announcements

Introduction of Suppliers

9:00-9:45 Robert Carr Benefit Management Services of Ohio

SAFETY IN THE WORKPLACE

9:45-10:30 Pat Greeson/Dan Callahan Natorp Wholesale Nursery

TREES THAT WILL WITHSTAND THE TEST OF TIME

10:30-11:00 Break and visit Suppliers

11:00-12:00 Tim Long OCA Legal Counsel

12:00-1:00 Lunch and visit vendors

1:00-2:00 Chad Willett- Motivational Speaker

SMASH THE BOX

2:00-2:45 Kelly Neer
State of Ohio
Department of Commerce
Div. of Real Estate/Prof..Licensing

ENDOWMENT & PRENEED TRUST BASICS

2:45-3:00 Break and visit Suppliers

3:00-3:45 Nick Timpe Web Cemeteries

CEMETERY SOFTWARE AND TECHNOLOGY IN 2015

3:45-4:00 Closing statements and remarks

Registration forms will be available soon.

CREMATORY OPERATOR CERTIFICATION PROGRAM AND ADVANCED CREMATORY OPERATIONS PROGRAM

The Ohio Cemetery Association in conjunction with Matthews International Cremation Division and The Matthews School of Cremation will be hosting a **Crematory Operators Certification Program** following the 2015 OCA Spring Conference on March 26 at the Doubletree Hotel in Worthington, Ohio. This program has been so well received in the past that we are pleased to be offering it again. This course is a 7 hour educational program designed to raise the level of knowledge and understanding of the design, operation, and maintenance of cremation equipment as well as day to day operations of a crematory facility. The Matthews International Cremation Division is the leader in Crematory Operator Certification and are qualified and approved to train operators in all 50 states including states currently requiring certification. Matthews Cremation Division certification is valid for 5 years from the program date.

The OCA is also pleased to announce that in addition to the Crematory Operators Certification Program, a second program, **Advanced Crematory Operations** will be offered the following day on March 27 at the same location. This course is for the experienced crematory operator looking to further their knowledge and expertise in the cremation process. Topics include Ethics & Professionalism in the Crematory, Advanced Operating Techniques, Cremation Liabilities and a series of professionally prepared series of operational videos that demonstrate each step of the cremation process. This program is not offered to replace the Crematory Operator Certification Program but to enhance the program.

The Ohio Cemetery Association is working to establish approval for continuing education credits from the states of Ohio, Indiana and Kentucky for licensed funeral directors who take one or both of these courses. The registration fee for these courses will be \$395.00 for the Crematory Operator Certification Program and \$195.00 for the Advanced Crematory Operations Program. Participants who register for both programs will enjoy a reduced registration rate of \$495.00 for both programs. Special rates for guests staying at the Doubletree in Columbus, Ohio, Ohio will be available for attendees of the 2015 OCA Spring Conference and Cremation Programs. All certificates for program completion and continuing education credits will be mailed to attendees when available. Complete the registration form and return it to the OCA office along with payment.

For more information please contact:

Rufus Slade
Woodland Cemetery

937-673-1952

Email: rufus@woodlandcemetery.org



219 Webbshaw Drive
Centerville, Ohio 45458
(937) 885-0283 OFFICE
(937) 885-4512 FAX

REGISTRATION

March 26, 2015 Crematory Operator Certification Program

March 27, 2015 *Advanced* Crematory Operations Program

THURSDAY, MARCH 26, 2015

____ CREMATORY OPERATOR CERTIFICATION PROGRAM @\$395.00 EACH \$ _____

FRIDAY, MARCH 27, 2015

____ **ADVANCED** CREMATORY OPERATIONS PROGRAM @\$195.00 EACH \$ _____

THURSDAY & FRIDAY SEMINARS

THURSDAY, MARCH 26, AND FRIDAY, MARCH 27, 2015

CREMATORY OPERATOR CERTIFICATION PROGRAM AND

____ **ADVANCED** CREMATORY OPERATIONS PROGRAM @\$495.00 FOR BOTH \$ _____

Registration Fee: Includes Continental Breakfast/Lunch & Breaks

Name _____

Name _____

Name _____

Attach separate sheet if registering more than three.

Company _____

Address _____ City _____ State _____ Zip _____

Phone _____ Fax _____ Email _____

If overnight accommodations are needed, please call the Doubletree Hotel, 175 Hutchinson, Columbus
Phone: 614 885 3334 and mention the code OCA or follow this link:

http://doubletree.hilton.com/en/dt/groups/personalized/C/CMHWNDT-OCA-20150321/index.jhtml?WT.mc_id=POG

Rate: 119.85 including tax

Hotel deadline March 4, 2015.

Please complete this form and return with check made payable to: Ohio Cemetery Association at the address shown above.

If you have any questions, contact Rufus Slade at (937) 673-1952 or email: rufus@woodlandcemetery.org.

A Plea

**To: Trustees, Cemetery Superintendents, Cemetery Managers, Association Directors,
Cemetery Owners, Cemetery or Memorial Gardens Staff**

From: A Grieving Customer

INTRODUCTION

How many cemetery workers and staff receive training and insight into the huge role they have in the grieving process for the family? This role is a vitally important topic in hiring and should be visited often in training and updates. For the purpose of this article, all who are associated with your cemetery will be called cemeterians regardless of job title or job duties.

The planning of the funeral and graveside services (whether preplanning or upon death of a loved one) is NOT a happy occasion. Like the funeral director, each family should be treated as though they are the most important person in the world because each family member and friends who walk the grounds are future customers and because it is the right thing to do.

SERVICES AND BEREAVEMENT

We have tried to call funerals and graveside services “celebration of life” but for those who are left grieving, it is hardly a celebration. Tribute to a Life or Memories of a Life might be better terminology. As a Celebrant I think “we are here to celebrate the life and very often mourn the death of our loved one.” Whether it is someone’s Mom, Dad, Child, Brother, Sister, or other relative, emotion and sadness resides. Add to this the cause of death: suicide, overdose, homicide, and accidents make it even tougher for family who grieves. After the church and/or funeral home service comes the trip to the cemetery and a graveside service. Whether it is a traditional burial or cremation, this is the end of the road – the above ground connection ends here. This is where the cemeterians assume the role of caring for my loved one. I leave my loved ones in the care and hands of the cemeterians. Lowering the casket, cremains, into the vault is placing remains for eternity. The cemetery is where the relationship and connection ends and yet continues for loved ones who suffer the loss. Some family members begin the grieving before death as illness and end of life becomes imminent. For some, they want the services over and rush to eat and visit with family and friends – they may never again visit the gravesite. For others, leaving the cemetery is a transition and very difficult because never again will my loved one be “on this side of the grass.”

I recently heard a discussion at a cemetery meeting on ways to get a family to leave so the ground crew could “get

their job done.” Here is a missed opportunity for helping loved ones who are suffering the loss. I question leadership when it appears there is nothing for the men to do when I see them from the tent *sitting in a pickup or on a backhoe waiting for family to leave* - shows lack of respect and a weak argument for cost of labor.

Burial or entombment can be a life-changing moment for a wounded family. Hearts are broken; spirits are broken and the wounded sheds tears. Burial of a child or a young soldier grips the soul - taps or gun salutes bring forth huge emotions because the above-ground connection is ending. It is time to say Goodbye. The workers who wait for the service to be over should not be visible nor should equipment appear to be “ready to pounce.” Some family members need to stay with their loved one and leaving is a major step as the grieving alone begins. I am not sure that seeing a casket lowered or front crypt bolted would not help in the “acceptance” aspect of death of a loved one. Why couldn’t this be part of the graveside service and let the family place

flowers over the grave dirt - might this help in the acceptance and closure part of the grieving process?

The cemetery now is the “resting home” for a loved one. It is the place where we can go to keep our connection, to show our love for our loved one. As you know, some family members may visit once, twice a day to keep the “connection” alive. Visits and leaving a flower helps in the grieving process by keeping the connection alive. This may seem silly to you, but don’t you want to be remembered after you die? It is normal to want to be remembered; otherwise, monument dealers would be out of business. I wrote once:

Remember me as I await

To see you one day at Heaven’s gate;

A pebble, an angel, a flower, a tree

I’ll know you have come to remember me;

*Know that I love you and as you leave Know I am Home
and wait for thee;*

*As the time passes, I ask you please To visit me often and
remember me. ©*

REMEMBRANCES

The placing of flowers or a pebble or a teddy bear keeps the connection alive and adds some peace to the grieving. I have found no studies or research to support my hypothesis, but I suggest that cemetery rules and regulations that prohibit

flowers or remembrances, delay significantly the healing of grief. Whether grieving is a five-step, a seven-step process is not based on fact, but is thought to have some validity. How long the grieving process lasts, no one knows. No two people experience death and dying the same; circumstances and human relationships alter outcomes. Grief is personal; grief is love. Remembering by visiting the final resting place helps the living; not the dead. I visit and put Christmas flowers tomorrow on my parents' and brothers' graves five hours drive because it makes ME feel better; it reinforces my love and connection with my loved ones. I'll be upset if my flowers are gone when I return – it isn't the cost – it's the love connection has been broken. Flowers are given in love and remembering.

RULES AND REGULATIONS

I had a cemetery manager tell me this past year he didn't care whether flowers cost \$100 or ten cents, they will be thrown away on the "clean" date even if they were put there this morning.

Consider these your flowers you just placed flowers at your young daughter's grave and how much rules and cavalier attitude alters the grieving process. The cemetery visited was clean, trimmed, cold, uninviting, and zero foot traffic in this massive cemetery on a sunny, warm Sunday afternoon.... not a runner, not a walker, not a living soul!

The argument of the necessity of rules and regulations to keep grounds prime and proper is well understood. We appreciate cobblestone, beautiful plantings, meandering water, and peaceful and beautiful surroundings may in fact help in the grieving process. You have made these beautiful gardens and grounds for the living....the dead is beneath or in a crypt.

The cost of labor, equipment, and maintenance is understood by this Dean, School of Business. I understand strewn flowers, wire and saddles wrapped in mower blades, projectiles of flower picks, ice in vases, theft, vandalism, and liability concerns. I also understand the necessity for foot traffic, sales, and revenue.

Do not under-estimate the impact on sales if kindness, empathy, and a relationship with the dead is reflected in cemeterian behavior. Caring for the dead, interaction with the living is re-enforced by surroundings (beautiful grounds, statutes, monuments, waterfalls, peaceful surroundings). A kind word to a visiting relative makes it personal and caring. A kind, caring word helps in the grieving process. The reverence and respect displayed by a working crew in different cemeteries is interesting -- some equipment stops and workers stop weedeating as we pass by; other cemeteries have the

casket lowered and dirt flies before the hearse passes the cemetery gates.

What do you think the message is? Some cemeterians throw the flowers over the dirt; others place the flowers over the straw/dirt with the casket spray at the top. What do you think the message is here? It takes but a few extra seconds to display an act of kindness.

When the loved one leaves the cemetery, loss is forever and the journey of grief begins. Grief has a joint relationship with loneliness. The remaining spouse is lonely in a crowd. The only thing that helps the loneliness is to visit and leave something at the loved one's resting place in the cemetery. The flower is symbolic of love, of remembering, of showing the world the loved one is not forgotten. The cemetery is the place where connections are alive -- look at all the flowers on your next visit. Allowing the placement of a remembrance helps grieving and lets healing take place over time. .

The one thing that seems for certain: day by day month by month, year by year the visits to the resting place of a loved one tends to become fewer and fewer. After a few decades, the only visits may be the ground crew, the cemetery staff. The caretakers are the "forever" visitor how can we let family know we will take care of their loved one forever.

For some cultures and some individuals, no visits after burial can be expected. One caretaker I visited, calls his "clients" by name as he mows; it was a fairly large cemetery and he knew every soul by name. When there are no longer pebbles, flowers, or visitors -- it is the cemeterians who plan, design, mow, trim, and maintain the community of those who rest in peace. It is the cemetery staff who maintain the records so that future generations can find their ancestors. It is that place called a cemetery, more appropriately called memorial gardens where memories are visited.

"Life is precious, loss is tragic, and love is remembering™" Let love live by encouraging visits to gravesites or entombment. Again, no scientific research to support my claim that visits are less frequent when nothing can be left as a remembrance. Is it possible foot traffic is decreased in favor of ground maintenance issues. It is not necessary to turn vases over on ground memorials if no rain, ice could enter the vase cavity. We use stainless steel inserts to protect the vase and to attach flowers. During holidays when it is a time to share and visit, let family help you add beauty and brightness to your cemetery by encouraging bright red poinsettia's, ivy, and pine. We have found if one person decorates, those around it are more likely to decorate. By welcoming the family to visit loved ones, your role is mighty in bereavement healing AND sales will be the end result for your cemetery.

CONCLUSION

Please add the personal caring, personal touch, and sensitivity to grief to your training. Regardless of faith or religious affiliations, let your graveside services be a beautiful memory of saying goodbye; it is here where the earthly goodbye is final. It is here where remembering and visits take place. It is here where we feel we can still connect with our loved one; it is here in this hallowed ground where the remains of my loved one rests.

Above article submitted by Dr. Robin Livesay (December, 2014)
©RRLivesay2014

Dr. Livesay is a Professor, Dean, School of Business Emerita; owner of a leadership development training company and Timberlight Manufacturing Company (Timanco). Many of her students graduated with a bachelor's in business with a major in mortuary science. Her clients include several Fortune 500 companies and she has presented scholarly papers nationally and internationally.



Annual Convention

August 3-4-5, 2015

Hilton Garden Inn - Miamisburg, OH

Golf Outing

Monday, August 3, 2015

Field Day

Tuesday, August 4, 2015

Dayton Memorial Park

Agenda and Registration will be available soon



Diana Blowers

A new statue overlooks the refurbished cemetery containing the graves of children who died while living at the Ohio Soldiers and Sailors Orphanage during its 125-year history.

DIANA BLOWERS/CONTRIBUTED

Behind the new statue

Ohio Veteran's Children's Home closed in 1995.

Memorial dedicated to honor orphanage.

For over 125 years, the Ohio Soldiers' and Sailors' Orphanage, also known as the Ohio Veteran's Children's Home, provided a nurturing home for over 1,300 children — a history now memorialized in bronze and marble.

On Veterans' Day a statue, along with a restored cemetery, was unveiled by the Association of Ex-Pupils after the Home History Fund raised nearly \$160,000 to erect the statue and restore the gravestones of the children who died while living at the home in Xenia.

Bill Chavanne of Columbus started the fund. The former chief of staff for Attorney General Anthony Celebrezze was a resident from the age of 8 until he was 18.

“As children who were raised at this remarkable home, an institution that changed all of our lives, we have an obligation to recognize the role veteran organizations played in giving us a chance for a better life. We also have a duty to insure their devotion is not forgotten,” Chavanne told those gathered for the Veterans’ Day ceremony.

The bronze statue, designed by Kevin Conlon, provost of the Columbus School of Art and Design, depicts two students dressed for Memorial Day, carrying their flags and flowers. The base includes an etching of the home’s main building, a history of the home, the veterans’ associations that supported it over the years and the names of former residents who died in World War I, World War II, The Korean Conflict and Vietnam.

“This remarkable orphanage is part of Ohio’s history and the cemetery here, with its new statue and restored stones, will tell our story for decades,” he said, noting that it allowed the children to have a “normal childhood”

“The educational program gave many a vocational trade and sent many others to college. The band won awards for marching and playing. The military program was outstanding. The drama, choir and rifle teams were superior. The athletic teams were legendary.”

In 1870 the Grand Army of the Republic opened the Ohio Soldiers and Sailors Orphanage to care for children of Union veterans killed in the Civil War. By the time it closed in 1995 it was called the Ohio Veteran’s Children’s Home and cared for not only orphans but also children whose veteran parents could no longer take care of them.

It was a self-contained 500-acre community with a farm, power plant, water source, academic and vocational schools, sports fields, a hospital and a church.

The home closed when the state switched from an orphanage system to a foster care system.

Legacy Ministries, which operates Dayton Christian Schools, bought the grounds in 1999. In 2010 it subdivided the property, selling part of it to Campus Crusade for Christ, also known as Athletes in Action.

At our Spring Conference in March, 2014, Bill Chavanne did a video presentation entitled “**Old Soldiers & Sailors Orphanage**”. This article will tell of the success of preserving this cemetery thru the efforts of all those involved in the cemetery restoration. This was dedicated on Veterans Day in 2014. Be sure to take the time to visit this memorial when you are in the Xenia area.



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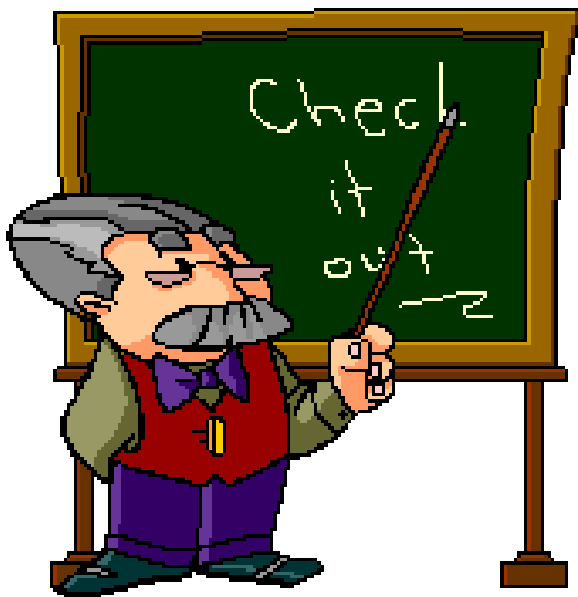
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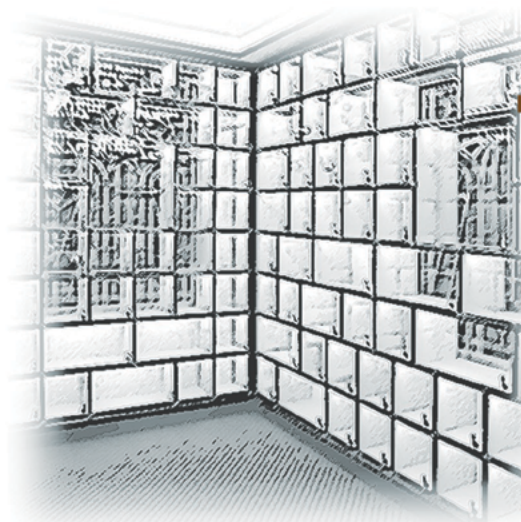
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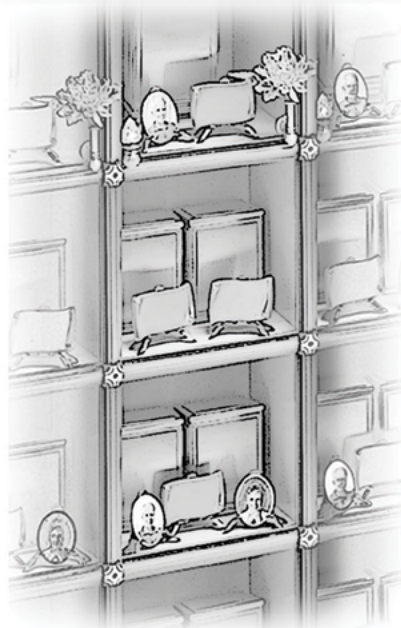
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From Concept to Reality

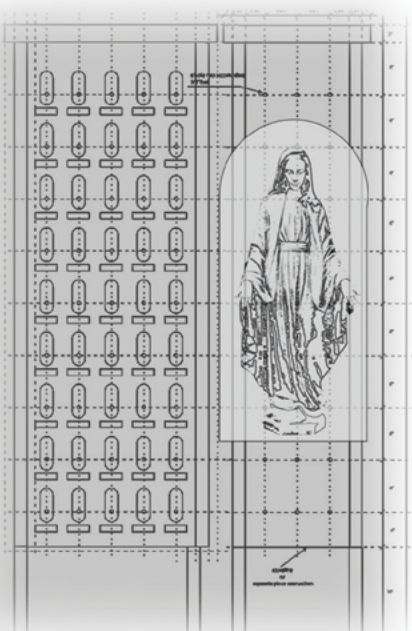
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Featured Bronze Niches



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*Andrew M. Krawczyk
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