


June 2018

Texas Director

Volume 67, Issue 6

The Official Publication of the Texas Funeral Directors Association

www.tfda.com



The *Funeral Family*

*What every director
should be telling their loved ones
after work each day*

Plus

**Irving Cemetery
Resurrected by Local
Volunteers**

**Finding Solace in Funeral
Foods**

**Give Your Website an
Annual Cleaning**



TEXAS
SERVICE
LIFE

Family¹[®]

Contact us to learn how our customized PreNeed Aftercare programs will help grow your business.

- ✦ PLANS FOR EVERY CUSTOMER
- ✦ MULTIPLE GROWTH OPTIONS
- ✦ FAST CLAIMS PROCESSING
- ✦ EASY AGENT SIGN-UP

- ✦ OUTSTANDING MARKETING SUPPORT
- ✦ DAILY COMPETITIVE COMMISSIONS
- ✦ EXCEPTIONAL CUSTOMER SERVICE
- ✦ BILINGUAL STAFF AND FORMS

Service Growth Stability

TEXAS OWNED & OPERATED

800.756.7306 ♦ www.tslic.com

INSURANCE PLANS UNDERWRITTEN BY TEXAS SERVICE LIFE INSURANCE COMPANY.
FOR MORE INFORMATION: WWW.PREPAIDFUNERALS.TEXAS.GOV WWW.DOB.TEXAS.GOV



TEXAS FUNERAL DIRECTORS ASSOCIATION

1513 South Interstate 35
Austin, Texas 78741
512/442-2304
Fax: 512/443-3559
www.tfda.com

**STAFF
EXECUTIVE DIRECTOR**

Ann Singer
ann@tfda.com

MEMBER AND REGIONAL SERVICES

Joyce Dawson
joyce@tfda.com

MARKETING AND COMMUNICATION

Mary Yanes
mary@tfda.com

FINANCE

Debbie Russ
debbie@tfda.com

LOBBYIST

Bill Haley
bhaley1@gmail.com

PUBLISHER

Sail House Publishing
3510 Crowncrest Dr.,
Austin, TX 78759
512-346-0892
kscheberle@austin.rr.com

PUBLISHER

Kim Scheberle

EDITOR

Alice Adams
rtadams2@aol.com

ART DIRECTOR/DESIGNER

Kiki Pantaze

ADVERTISING SALES

Patty Huber
512-310-9795
512-519-7888 - Fax
phuber2@austin.rr.com

CONTENTS

June 2018
Volume 67, Issue 6



HIGHLIGHTS

- 12 The Funeral Family**
What all directors should be telling their loved ones after work each day.
- 14 TFDA Convention & Trade Show Sponsors & Exhibitors**
- 16 The Story of Galveston's Bishop's Palace**
- 18 Engagement vs. Participation**
Third in a three-part series
- 20 Irving Cemetery Resurrected by Local Volunteers**
- 22 Finding Solace in Funeral Foods**
- 26 Leadership Conference 2018: Amarillo**
See all that this Panhandle gem has to offer.
- 30 Twenty Fun Facts about P.T. Barnum**
Including his connection to the deathcare industry
- 34 Give Your Website an Annual Cleaning**
- 46 Remembering a Life: Barbara Bush**

DEPARTMENTS

- 4** TFDA Leadership | **6** TFDA News | **36** Director News
- 38** Vendor News | **40** Community News | **42** Endorsed Providers
- 36** Member Services | **45** Calendar of Events | **45** Advertiser Index

TFDA Executive Board Officers



Lee Castro
President
Legacy Chapels
 4610 South Jackson Road
 Edinburg, TX 78539
 (956) 618-5900
 lee@legacychapelsrgv.com



Charles W. "Chuck" Robertson, CFSP
President Elect
Robertson Funeral Directors
 P. O. Drawer 1090
 Clarendon, TX 79226
 (806) 874-3515
 c.robertson@amaonline.com



E. Gene Allen, CFSP, CPC
Secretary Treasurer
Kerrville Funeral Home, Inc.
 1221 Junction Hwy.
 Kerrville, TX 78028
 (830) 895-5111
 gallen@kfhtx.com



Heather Edwards Hauboldt
Past President
Texas Service Life Insurance Co.
 209 Woodridge Drive
 Victoria, TX 77904
 (800) 756-7306
 hhauboldt@tslic.com



Wayne Giese
Director at Large
Memorial Oaks Chapel, Inc.
 1306 West Main
 Brenham, TX 77833
 (979) 836-4565
 dawg1419@yahoo.com



Bill Vallie
NFDA Policy Board Rep.
Sunset Memorial Gardens & Funeral Home
 6801 E. Business 20
 Odessa, TX 79762
 (432) 559-4252
 vallie@legacyfuneralgroup.com

2017-2018 Board of Directors



Christopher Aguilar
Dodge Seguin



Tiffany Aguilar
Palmer Mortuary Seguin



Tony Aguilar
Texas Service Life Insurance Co. Cumbly



Blue Broussard
Broussard's Mortuary, Inc. Beaumont



James Campbell
Robert Massie Funeral Home San Angelo



Jay Carnes
Carnes Funeral Home Texas City



Joseph D. Conde, CFSP
Palm Valley Memorial Gardens Funeral Home Pharr



Brant Davis
Amarillo College Amarillo



Colt Ellis
Ellis Funeral Home Muleshoe



Jim Kurtz
SinoSource Fairview



Ryan Lange
Lange Funeral Home Ballinger



Jay Morrill
Lucas Funeral Home & Cremation Svcs. Keller



Lois Keller Nelson
Cypress Fairbanks Funeral Home Houston



Ruben B. Ontiveros
Texas Service Life Insurance Co. Austin



David Patterson, CFSP
Global Mortuary Affairs, LLC Mesquite



Sabrina Young, CFSP
Harper Talasek Funeral Homes Temple



Executive Director Ann Singer
Texas Funeral Directors Association
 1513 S. Interstate 35
 Austin, TX 78741
 (512) 442-2304
 Fax (512) 443-3559
 ann@tfda.com



Twinwood Mortuary Service

TOLL FREE: (844) 2-EMBALM

Houston Local: (713) 526-1234 Fax: (713) 529-1113

HOUSTON'S PREMIER INDEPENDENT MORTUARY SERVICE

We offer Removals, Embalming, Refrigeration, Ship-In and Ship-Out Service, International Ship-Outs, Overland Transportation, Documentation Service, and Complete Cremation Service.

How quickly can your mortuary service respond to your needs next time the Gulf Coast experiences a tornado, hurricane, or flooding? Twinwood offers its Customers the benefits of having a fully equipped RESCUE/TRANSPORT Vehicle capable of First Calls in the immediate aftermath of a disaster.

Learn more on our Website: www.twinwoodmortuary.com

AM General M934A1/6-Wheel Drive/Enclosed Van Body/48" Ground Clearance



Our service area is all of Houston and Southeast Texas, including Galveston, Conroe, Katy, Sugar Land, Freeport, Baytown, League City, Texas City, Pearland, Rosenberg, Friendswood, Pasadena, Tomball, Kingwood, Clear Lake, and more.

We transport all over Texas and Louisiana.

4801 Almeda Rd Houston, TX 77004

Email us at: Twinwood.Mortuary@comcast.net



Interested In Serving On A TFDA Committee?

President Chuck Robertson is in the process of contacting individuals who are interested in serving on a TFDA Committee. Once appointments are made, you will serve from July 2018 - June 2019.

NAME: _____ Firm: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Cell: _____

Email: _____

Yes, I am interested in serving on the following TFDA committee(s):

1st Choice: _____

2nd Choice: _____

3rd Choice: _____

I will serve where needed.

Committee choices:

- Awards Committee
- Bill Pierce Memorial Golf Tournament Committee
- Budget Committee
- Bylaws Committee
- Convention Committee
- Ethics Committee
- John Cathey Memorial Golf Tournament Committee
- Legislative Committee
- Long Range Planning Committee
- Media Relations Committee
- Membership Committee
- Nominating Committee
- Programs and Education Committee
- Resolutions Committee
- TFDA PAC Committee

Thank you for your commitment and support of TFDA!



CLAIMCHECKSM

Powered by DIRECTORS CHOICE ASSIGNMENT SERVICES*

Directors Choice Assignment Services is now CLAIMCHECK!

Our new name is simple, direct, and easy to explain to families. It reflects exactly what we do...provide a check for a claim!

- Simple, expedited payment service
- Get your cash flowing again
- Focus on what matters most—serving families
- No claim forms*

With CLAIMCHECK, it's taken care of.

** Please note, some insurance companies require beneficiary signatures.*

**Come see us at the Texas Funeral Directors Convention,
Booth #509, to learn more and pick up a sweet surprise!**

Enroll Online
TODAY!

800-692-3688 | www.claimchecknow.com

EMAIL info@claimchecknow.com

PO Box 5469 | Abilene, TX 79608

East Texas Names Its Funeral Directors of the Year



East Texas Young Funeral Professional of the Year Preston Rader.

The East Texas Funeral Director Association unveiled its most prestigious annual award winners during its March 29 meeting.

Preston Rader was named Young Funeral Professional of the Year and **Ryan Allen** earned Funeral Director of the Year.

A native of Longview, **Preston Rader** was raised around the funeral business and is proud to be a fourth generation funeral director. He started at an early age, picking weeds at the family-owned cemetery. In high school he was working part time as an assistant. After graduating from Pine Tree High School, he



Ryan Allen was named East Texas Funeral Director of the Year.

went on to earn his degree from Texas Tech University.

After graduating, he attended Commonwealth Institute of Mortuary Science. Since that time he has been working in the funeral business with his family and his “amazing crew of co-workers”.

He is an avid golfer and outdoorsman and member of multiple funeral related and local organizations including; ETFDA, where he has served as president, TFDA, where he has served on the board, OGR, where he has been president of the Young Professionals and

still currently sits on the board, Rotary Club of Henderson, TX, Trinity School of Texas School Board and the Henderson Chamber of Commerce.

He and his family – including his wife, Erika, son, Benjamin, and daughter, Abigail – are proud to call East Texas their home, and god willing maybe one day he will be lucky enough to pass on the business to a fifth generation!

Ryan Allen grew up around funeral service with his father and uncles serving as funeral directors. Ryan graduated from L.D. Bell High School in Hurst, TX and went on to graduate from the Dallas Institute of Funeral Service in 1996, where he served as sergeant at arms of his class.

Ryan has been employed as a funeral director and embalmer in Henderson, Victoria, and Athens before moving to Tyler in July 2006. Ryan is presently a director for The Stewart Family Funeral in Tyler and has been serving families in East Texas for over 15 years.

He has been active in the Kiwanis Club and the United Methodist Men’s Organization. He is past president of the East Texas Funeral Directors Association and was the recipient of the Young Professional Funeral Directors Award in 2014.

Ryan enjoys spending time with his wife, Kari Allen, and son, Brody Allen, where they are members of Lanes Chapel United Methodist Church. Ryan enjoys all outdoor sports and is an avid golfer.



The Southeast Texas Funeral Directors Association held its annual golf tournament. The 2nd place team winners (l to r) include: Stuart Moen, Luis Dominguez, Wayne Giese, Jim Hartung, Andy Graves and John Lewis. The 1st place team (not pictured) included Zachary Clayton, Greg Veazey, Billy Alley, and Dante Davenport.



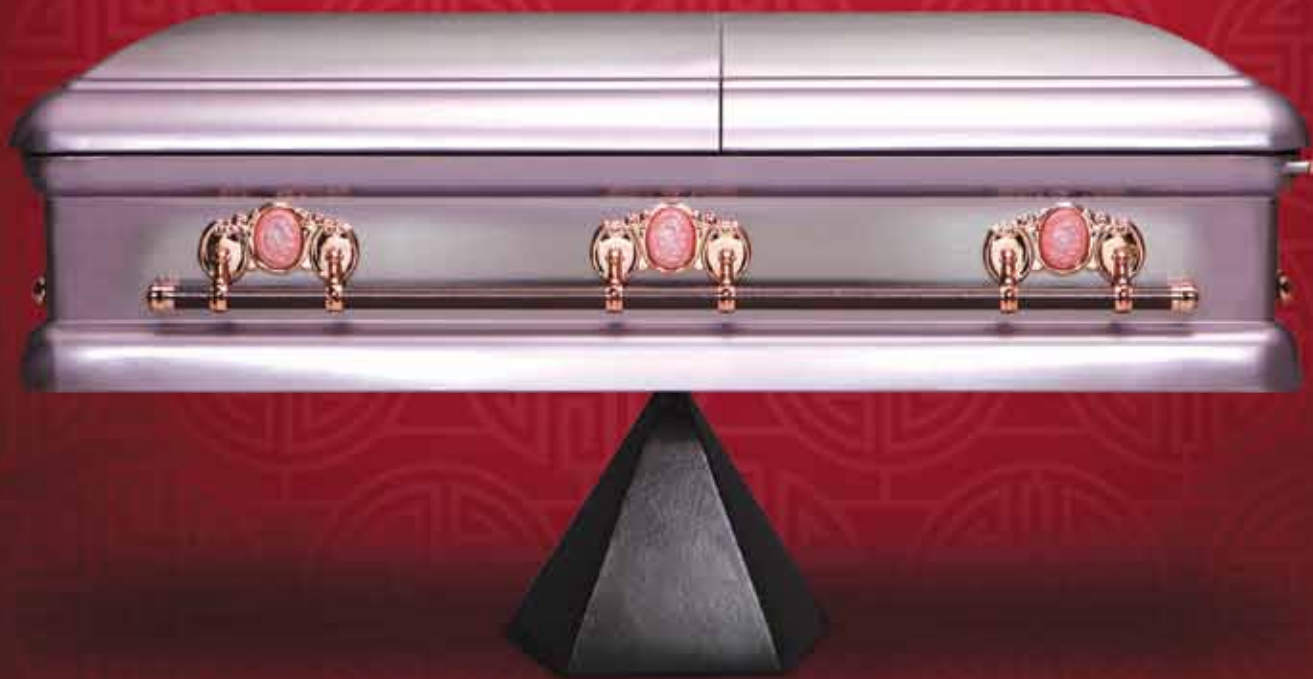
The 3rd place team winners for the Southeast Texas Golf Tournament included: Luis Dominguez, Steve Coker, Hunter Daniels, Erin Giese, and Wayne Kirton.

Every casket you sell affects not just the family you're serving but also the family you're supporting. That means having to balance retail value with your own profitability, a difficult act...until Sich. In every respect, our caskets are equal to the best-known U.S. brands except



in price, which is half (or better) the cost of the domestics. So you can offer your families superior quality wood and metal caskets at prices they can more easily afford, while enjoying margins that will remind you of days long past. That's why so many funeral homes are putting Sich on a pedestal.

ACHIEVING PERFECT BALANCE BETWEEN YOUR FAMILIES' NEEDS AND YOUR FAMILY'S NEEDS.



ONLY YOUR ACCOUNTANT CAN TELL THE DIFFERENCE.

Ask your distributor about Sich caskets, or call 888-317-1929 or visit www.sichcasket.com

NFDA Advocacy Summit



TFDA President Lee Castro, President-Elect Chuck Robertson, Bill Vallie, Heather Edwards Hauboldt and Charlie Hauboldt represented Texas directors at the recent NFDA Advocacy Summit, held in Washington D.C. April 25-27.

The Texas crew was able to either drop off materials or meet with all of the Texas congressional offices. The primary push was to garner support for two bills: the Burial Rights for America's Veterans' Efforts Act of 2017 (BRAVE Act) and the Labeling and Transporting Tissues Safety Act of 2017 (LATTTS Act).

The hope is to see these bills passed before the 2018 mid-term elections.

For first time attendee Robertson, the event held plenty of highlights. Robertson says that most of the congressional members were very receptive to the veteran's bill, while wanting more information about the tissue bill. "It was something they hadn't heard much about and wanted more detail."

They also spent a considerable amount of time meeting with Rep. Vicente Gonzales (TX-15), who was receptive to hearing from his Texas constituents. "I think my big take away was that



Chuck Robertson, Rep. Vicente Gonzales and Lee Castro



Lee Castro, Rep. Mac Thornberry and Chuck Robertson

it didn't matter if they were an R or D. It was about advocating for funeral service."

Icing on the cake for the Texas crew was beautiful spring-like weather, with plenty of blooming flowers and trees. If you are interested in participating in an NFDA Advocacy event in the future, don't be shy. There are always legislative veterans you can tag along with until you feel comfortable. Put it on your calendars for 2019!

"Our preneed products provide financial security," they said...

Let SNL show you a better way.

Guy Winstead

GuyW@SNLpreneed.com

www.PreneedSuccess.com



Security National
Life Insurance Company

Don't let low preneed growth rates starve your profits. A good preneed program should grow your business and your profits too! Let SNL show you a better way to preneed success.

Interested in obtaining a degree in the funeral service industry?

Commonwealth Institute of Funeral Service (CIFS) now offers an **Associate of Applied Science** in Funeral Service partially online! The online format allows you the opportunity to earn a degree in a growing industry, no matter where you are.

THE PROGRAM OFFERS:

- **High-Quality Education** – All instructors are licensed funeral directors and embalmers
- **Accelerated Format** – Obtain a degree in only 12 to 15 months at your convenience
- **Reputation** – A leading provider of funeral service education

Take the next step to your future!

www.commonwealth.edu

Commonwealth Institute of Funeral Service
415 Barren Springs Dr.
Houston, TX 77090
(800)628-1580
(281)873-0262



The Funeral FAMILY

By Dylan Stopher

So I first heard about funeral directing and embalming as a career when I was about 16 years old. I had never given it thought before, and when my mom married a funeral director, I thought she was crazy. Who would want to hear about death all the time? Why would I want to know about the sclerotic arteries of a 90+ year-old person who clearly had never eaten anything but salty food in their entire life? And what in the world does it matter to me to know that what should have been a one-point injection turned into a six-point marathon?

It was all unnecessary knowledge to me, and a little... no, a lot creepy. I mean, who talks about death so casually? It's a serious thing! We shouldn't be so nonchalant about how we discuss things of this magnitude. Should we?

After almost 20 years in the profession at this point, I'm going to tell you that I absolutely believe we should discuss them as normal and everyday topics. Would you like to know why? It's because they're unavoidable... and our families will benefit from it.

At this point, you've got to be asking if "families" refers to those we serve, because that is the primary group about whom I write. Thanks for knowing that, but no... this time I'm talking about the nuclear family to which we are each attached. Your spouse, significant other, parents, siblings, children, etc. These people are related to a death care professional. And they will have intimate insight into the goings on of the funeral home you work in. This is great for a plethora of reasons.

So let's start with the obvious one: they're the best sounding board you'll ever have! You come home from your work, and the question always comes up, "So, how was your day?" This is normal, natural, and just because our chosen profession is in death doesn't mean we should avoid the answer. Believe it or not, we actually do a lot more than just embalm and conduct final disposition. So we should talk about our day, let loose some of the stressors, gain wisdom and insight from an outside

party for a vantage point we might not have considered initially. This is so important for so many reasons, because it allows us an extra pair (or more) of eyes into our career and the decisions we may make. It keeps us grounded. It keeps us focused. And it allows our family unit to remain connected, even though we don't spend every second of the day together.

The second big reason, and it's my favorite one to talk about, is that... wait for it... keep waiting... here it comes... this one's gonna shock you... DEATH IS INEVITABLE! It's a real, actual thing, and NO ONE on earth makes it out alive. Now, I do tell groups looking into pre-need options that there were two men who never had to experience death in the history of all history, Enoch and Elijah. If you really believe that you are going to be the third human being to not die, then good for you. But I have trillions of others who stand on the side of "you will actually die," and so it needs to be talked about.

As an aside to that particular point, I'll tell you that my children (14, 10, 9 respectively) don't fear a conversation about death. When my father-in-law passed away, only the oldest was aware... but it was a simple thing to explain that Grumpy was gone to Heaven. Sadness, of course, but no confusion. When my father passed away, my youngest then asked the question of where he was. When I shared that he was in Heaven with Grumpy, my young son said, "Oh, okay." Sadness, of

course, but no confusion. And there was no dramatic flailing, no wailing and gnashing of teeth, no excess in the acceptance of the fact that a human being who mattered to us was now dead and gone from this world. My children understand death as a natural part of life, an inevitable end, a reality. I believe that they love a little harder because of that fact, and that they embrace fun a little more readily.

But here's the big kicker for why we should go home and talk about our day with our family, and it comes from years of waiting on thousands of families: I want my wife and kids to know what I want, who I am, and how I feel. I have sat across the table from so many people who have said that they didn't know what their loved one's wishes were for final disposition, that they wish they had said something encouraging or loving just one more time, that they didn't really know how their loved one felt about multiple things, including the people now seated at the table, and I refuse to allow that to happen in my own home.

My family knows how I feel about them, and I will never stop telling them. They know my wishes when I pass away. They know how I feel about the standard songs we all play in funeral services (come on, even now you're humming Chris Tomlin's "Amazing Grace," or "Old Rugged Cross," or "I Can Only Imagine," or "How Great Thou Art" and you're giggling, because one or more of those will probably be played the same day you read this article). They know what kind of service I want to have. And would you like to know why they know all of that? Because I'm fully aware that death comes for us all, and I am no exception. So I take every available opportunity to share with my wife and children how much they mean to me.

It should go without saying, of course, that this isn't license to be callous and speak openly and loudly about the intimate details of an arrangement conference or an embalming procedure in public. However, even when we're guarded about details and specifics, we should still share with our family what's going on in our work lives. It matters to them, believe it or not, and I promise you, you'll feel better for sharing.

So please take this as an encouragement to go home tonight, sit down, and share with your family what you did today. Let them in, let them listen, let them be a part of your chosen profession. After all, if there's one family that demands your very best in your entire life, it's the one you share a home with.



FASTEST. EASIEST.

Join the nation's **FASTEST. EASIEST.®** and largest privately owned insurance assignment funding family.

 **EXPRESS**
FUNERAL FUNDING
FASTEST. EASIEST.®
812.949.9011 → www.expressfuneralfunding.com



THANK YOU CONVENTION SPONSORS!



- All Faiths Mortuary Service
- Gene & Kate Allen
- Answering Service for Directors
- Nancy Pierce Barber
- Batesville/Hunter Daniels
- Capital Mortuary Services
- Carnes Funeral Home
- Commonwealth Institute of Funeral Service
- Cremate Texas
- Crescent Sales
- Cypress Fairbanks Funeral Home/Lois Nelson
- Doric
- Eagles' Wings Air
- Express Funeral Funding
- Funeral Directors Life Insurance Company
- FuneralOne
- Homesteaders Life Company
- J. Stuart Todd, Inc.
- Kelley Law Firm
- Legacy Chapels/Lee Castro
- Memorial Funeral Homes
- Velma Sue & Leon De Leon
- Messenger/Glenn Vaughn
- Miller Coaches/Frank & Feoff Miller
- National Funeral Directors Association
- Sawyer-George Funeral Home/Jack Sawyer
- Texas Service Life
- Vantage Products
- Victoria Mortuary & Cremation Services
- Woven Remembrance/Jennifer Branton



Exhibitors

Abilene Professional Services 716
 AFP Horizon 909
 Aftercare.com 702
 Aftermath Services 417
 American Crematory Equipment . . 1002
 American Mortuary Services 300
 ASD 206
 B&L Cremations 107
 Bass-Mollett 903
 Batesville M
 C&J Financial 1018
 C&M Concrete Company/Doric . . 201, 203
 Capital Mortuary Services 907
 Classic Coach & Limousine I
 Commonwealth Institute of Funeral Service 508
 Core Scientific 419
 Cremate Texas 1007
 Crescent Memorial 901
 Crossroads Mortuary Services 406
 Custom Air Trays 510
 Dallas Institute of Funeral Service . . 516
 Directors Assignment Choice Services 509
 DODGE 801, 803
 Eagle's Wings Air 806
 Everdays 208
 Express Funeral Funding 514
 Faculative Technologies 908
 FDLIC 507
 Federated Insurance 709
 Full Circle Care 411
 Funeral Home Gifts 308
 Funeral One 1209, 1210
 Global Atlantic Financial Group . . . 207
 Global Mortuary Affairs 415
 Great Western Insurance 610
 Homesteaders Life Company 606
 Houston National Cemetery 109
 ICCFA 707
 Infinity Urns 714
 Intuitive Solution Group 215
 JST Architects 506
 Kreations 1211
 Legacy Touch 306
 Life Gift 809
 Live Oak Bank 615
 Matthews Aurora K
 Messenger 401
 Metro Mortuary & Crematory 1106
 Miller & Sons Funeral Car Sales L
 Monarch Resources 700
 Montgomery Law, PLLC A
 Montres Chaton USA, Inc. . . 1216, 1217
 Mortuary Lift Company 1009
 National Cemetery Administration 1008
 Neutrolene 807
 Northeast Texas Community College 617

Otto Trading, Inc. 312
 Parker University Anatomical Gift Program 619
 Passare 511
 Precoa 309
 Ray Francisco Embalming 302
 Reeder Vogel Advertising 213
 Regions Bank 307
 Riley-Gardner Memorial 211
 Riviera Tailors, Ltd. 310
 San Antonio College 209
 Security National Life 919
 Shields Professional Vehicles D
 SinoSource C
 Skyways Media 1006
 Southeast Texas Crematory 608
 Southwest Cargo 906
 Southwest Professional Vehicles, Inc. . J
 Star of Texas Casket Co. H
 Texas Funeral Service Commission . 808
 Texas Mortuary Service 718
 Texas Service Life 407, 409
 TFDA Emerging Leaders 518
 The Bancorp 408

The Trevor Romain Company 911
 Tooti Enterprise, Inc. 1010
 Trust 100 900
 Tukios, Inc. 500
 United Benefits 1000
 Unity Financial Life 601, 603
 Walker Woodworks 902
 Wilbert Vaults of Houston F
 Wise Products, Inc. E

Make time
 to visit the 2018 exhibitors
 during TFDA's Convention
 & Trade Show.
 You'll be glad
 you did!

MEMBERS OF THE TEXAS FUNERAL DIRECTORS ASSOCIATION

Did you know that because of your membership with TFDA you qualify for membership with Funeral Service Credit Union? This includes your employees and their immediate family members.

FSCU is a financial cooperative dedicated to the funeral industry. We currently offer the following services:

- **Online Banking** – www.fscunet.org
- **Savings Options** – Share savings & checking, Christmas & Vacation club, Certificate of Deposit, Direct deposit, Payroll deduction and Check Card/ATM debit card (checking accounts only)
- **Loan Options** – Visa credit cards, Consumer loans, Professional Vehicles, New & Used Auto loans, Share Secured loans and Unsecured loans.

FUNERAL Service CREDIT UNION

866-701-3728
 WWW.FSCUNET.ORG

Please visit www.fscunet.org to see our current savings and loan rates.

Have any questions?? Please feel free to call us at 866-701-3728.



The Story of GALVESTON'S *Bishop's Palace*



If your itinerary is jammed packed with places to go and people to see in Galveston, the Bishop's Palace and Gardens is a must see historic gem of Galveston and of Texas. This old Broadway Beauty includes 19,000 square feet of architectural genius and some of the nation's best examples of the finest interiors and furnishings from the late 19th century.

One of the few Galveston homes that escaped the devastation of the hurricane of 1900, Bishop's Palace is built from native Texas granite, white limestone, and red sandstone, which were all cut and shaped on the premises.

The hand-carved interior woodwork is made of several rare woods, such as rosewood, satinwood, white mahogany, American oak and maple. The wood surface on each side of its massive sliding doors matches the room it faces.

The Bishop's Palace is open seven days a week from 10 a.m. to 6 p.m. Admission is charged and there's enough to see to fill at least two hours.

The Beginnings

First named "Gresham's Castle," the Bishop's Palace was built from 1887 to 1893 for Colonel Walter Gresham, his wife and cousin

Josephine and their seven children.

Walter served in the Civil War, earning the honorary title of Colonel. With the upheaval in Virginia during reconstruction, he moved to Galveston to begin anew.

Finding success in his early ventures in Texas, Gresham set his sights on building the most elegant house in the state, and he would achieve that goal. In that era, Nicholas Joseph Clayton, the premier designer of this time, was not only the architect, but also acted as the general contractor and general supervisor of the Gresham House. He was so involved in the project, he even helped the colonel and Mrs. Gresham with the mansion's furnishings.

Located at Broadway and 14th Street in Galveston's East End Historical District, the Gresham House is listed as one of the 100 most significant buildings and one of the 14 most representative Victorian structures in the United States.

Built on a parcel of land that Clayton deemed too small for such an imposing structure, Gresham house was constructed over a six-year period from 1887 to 1893. Col. Gresham preferred the Broadway location rather than land he owned nearer the beach because he felt it was safer – prophetic, as it turned out in view of the Great Hurricane that destroyed much of Galveston in 1900.

During that great storm, the Gresham's experienced some flooding and one window was blown out. Yet, it remained unmoved and provided safe harbor for 200 displaced Galvestonians.

Josephine Gresham was known as a great entertainer. She loved to travel and did so extensively. On her travels she mailed post cards home to add to her collection. Many ladies in her circle also had collections and gatherings gave hostesses the opportunity to boast of the places they'd been.

On display in the parlor is the box Mrs. Gresham had made to display her cards. At one end of the parlor is an alcove where as guests danced on the pine floors, musicians played behind hand-painted screens and palms. The entertainers were to be heard, not seen. It is in this alcove where after his death, Bishop Byrne lay in state.

Mrs. Gresham also was an accomplished artist and painted many of the murals on the ceilings. Some of her paintings remain on display. In the dining room, Lincrusta, a wall covering similar to linoleum, is shaped to adhere to the curved area below the ceiling.

Along with his business interests, the Colonel served as District Attorney of Galveston Judicial District in 1872 before being elected to the Texas Legislature from 1886 to 1891. In 1893, he was elected to represent Texas in the Fifty-third Congress, and then maintained his connections in Washington, serving as a representative for the deep-water port of Galveston for the next 25 years, presumably as a lobbyist as an adjunct to his law practice.

The Colonel died at age 79 on November 6, 1920, in Washington, D.C., and is buried in Galveston in Lakeview Cemetery.

It's rumored that Walter Gresham is still very protective of his home. The ghost of Mr.

Gresham has been seen moving around the outside of the house making certain all is secure. His ghost seems to become more active during a storm or hurricane. Witnesses have reported seeing an apparition of a man pacing back and forth in front of the front door and around the curved porch nervously before just disappearing into the large wood front doors.

Witnesses have also reported someone mysteriously pushing, tripping, punching and scratching them while they stand in front of the house, photograph the house from the median, or pass by in front of the home. Is this the overprotective spirit of Mr. Gresham or someone / something far more sinister?

Becoming the Bishop's Palace

Josephine remained in Washington and the house in Galveston remained vacant. In 1926, she sold the house to the Roman Catholic Diocese for \$40,500 as a home for Christopher C. E. Byrne, Bishop of Sacred Heart Church across the street from Gresham House.

During Bishop Byrne's tenure, a chapel was added in Josephine's bedroom, the eldest daughter of the Gresham's. The incredible stained-glass figures of the four apostles, St. Peter and St. Paul in the chapel were painstakingly painted in Germany, using a single bristle brush to create the finest detail. When asked about his new residence, Bishop Byrne said, "I never thought a farm boy from Missouri would find a castle in the sky in far-away Galveston," and from that day on, it came to be known as "The Bishop's Palace."

In 1963, following the removal of the offices of the diocese to Houston, the diocese opened the home to the public. It has been managed as a museum by the Galveston Historical Foundation since December 2007...and in 2013, The Bishop's Palace was purchased from the Houston-Galveston Diocese by the Galveston Historical Foundation for \$3 million.

Palace Details

The Gresham home's architectural style is Victorian but is more specifically described as Chateausque, given the intricate combination of materials, cast iron galleries and complex roof system.

Chateausque is a derivative of the French Revival popularized in the latter part of the 19th century by Richard Morris Hunt. The home's architect, however, expanded on the style by using varicolored and irregularly shaped stone, round Romanesque and depressed Tudor arches with heavily articulated carvings of vegetation, animals, people, and imaginary creatures.

In Galveston's great period of mansion building – the 1870s, 80s and 90s – Gresham's commission of Nicholas Clayton, Galveston's premier architect, resulted in Clayton's most spectacular residential design and arguably the finest of the "Broadway beauties."

Constructed of steel and stone, the Bishop's Palace soars three stories over a raised basement level, with steep roofs and long sculptural chimneys. Typical of Clayton, he used a combination of simple geometric forms in bold massing to create an additional dramatic effect.

The interior spaces were made grandiose with exotic materials such as a pair of Sienna marble columns flanking the entrance hall. The first-floor rooms have 14-foot ceilings, coved and coffered. An octagonal mahogany stairwell is 40 feet tall with stained glass on five sides. The stair is lit by a large octagonal skylight. A massive fireplace in the front parlor is made of Santo Domingo mahogany. The house includes abundant stained glass, wood carvings, and decorative plaster ceilings and walls.

Fresh water was a commodity in Galveston. A drainage system allowed rain water to be collected and stored. In the master bathroom, the bathtub has three faucets—one for cold water, one for hot water, and one for rain water to wash the mistress's hair.

When the house was built, the kitchen was located in the basement. There were three kitchens—one to cook breakfast, one for lunch, and one for dinner. During Bishop Byrne's time, a modernized kitchen was installed in the warming room behind the butler's pantry where the food was held until it was served.

On display in the kitchen today is an old Crescent stove that used both wood and gas.

Many of the windows on the first and second floors open from the floor up to allow air flow and individuals to step out on the porch that surrounds the house. The house is filled with stained glass, Italian pink marble fireplaces, a hand carved mantle made of Santa Domingo mahogany that won first place at the World's Fair in Philadelphia in 1876, and another made of onyx, pewter, and silver that won first-prize at the New Orleans Exhibition.

Hand carved woodwork abounds in the house – light mahogany in the music room, black burl walnut in the library, dark mahogany in the parlor. The lower floor rooms have massive sliding doors with different woods on each side so they'll match the wood of each room. In the library, the glass doors on the books shelves slide rather than open out and all of the windows have folding inside shutters.

Of the beautiful woods used in the house, the most valuable is located in the servant's entry area and staircase. It is long leaf pine which is very rare and expensive today.

The home's original floorplan included 14 bedrooms and 11 fireplaces. Many of these have been built around mantels the Colonel collected from around the world. Many have won prizes in international competitions.

The mantel in the music room, for example, is lined with silver and is reminiscent of the home's richness at every level.

If you have time to only visit one of the historical homes in Galveston, The Bishop's Palace is the one to see.

The Answering Service in a Class of its Own

- Award-Winning App
- Highly Trained Staff
- Tools For Growth
- 30-day Free Trial

Funeral Solutions

1-800-868-9950

myASD.com

ENGAGEMENT vs. PARTICIPATION

Third in a three-part series

By Alice Adams

As we conclude our series on engaging family members during the arrangement conference, let's take a look at the traditional participation of the family in making arrangements for the service and how this participation can be transformed into engagement when planning how they want to remember the life of their loved one.

Ideally, this engagement with your firm and/or you as a director begins before a death occurs – perhaps a “date night” event where partners are led to discuss what they want at the end of life.

After serving dessert, begin with a brief presentation by an attorney about medical power of attorney, end of life directives (called a living will) and durable power of attorney. These forms are free and could be provided.

Then comes your opportunity to engage the group – by asking each partner to tell their significant other what they'd prefer at their funeral. Do they want a traditional service? Would they prefer a celebration of life? Where? Cremation or ground burial? Provide each couple with a folder for these plans to be easily retrieved when the time comes.

After a death occurs, encourage the surviving partner to bring the folder to the arrangement conference.

This is where the next step of engagement begins – with a straight-forward question-and-answer segment so the funeral director can obtain information to complete the death certificate. In this rote exercise, the director asks pertinent questions and one or more family members supply answers/information.

In a cookie-cutter arrangement, once the death certificate information is complete, the director begins asking another series of questions, most of which can be answered with a simple “yes” or “no,” a date, place, time, clergy or church name.

Research in the educational field has found engagement transforms a person, and funeral

Never Lift Again!

- EFFICIENT EFFECTIVE AFFORDABLE
- Save time with One-person Transfers
- No damage to Tables, Casket or Clothing
- Safe 24 volt System, no Expensive Batteries, plugs into any Outlet
- Powerful, Quiet, Medical Quality Lift Motor
- Easily Handles Clients to 1000 pounds
- Motor Glides Smoothly on Medical Quality Rails
- No Pushing and Pulling of Straps
- Tools Not Required

Email: bodyscoop.bmobile@gmail.com
 Visit: www.BodyScoop.net

“Best purchase we ever made!”

- Longtime customer

Body Scoop
 by B-Mobile, Inc.



*Also Available:
 Digital scale
 Casket lift*

homes can intentionally create environments conducive to passionate engagement. In addition, funeral directors can inspire families by transforming their entire experience at the funeral home.

This idea of transformation and inspiration might seem far-fetched to funeral directors, but the payoff – family members given the opportunity to be better connected and increasingly involved in creating, carrying out and becoming deeply invested in a meaningful and memorable celebration of their loved one's life – is significant.

After encouraging the family to talk about their loved one – childhood, high school, adult life, career, hobbies, passions – and what the family wants the community to remember about them, help them set goals for the service. In setting these goals, ask the family to step outside the box.

Let them know their options, such as the service can be by invitation or it can be held virtually anywhere. For example, the owner of a Virginia ACE Hardware store wanted his casket (closed) to be set in the store – just past check out – and mourners and customers alike were invited to take a long-stemmed red rose from holders at each end of the casket. That's all he wanted.

Goals for the arrangement could be:

- Want to provide an overview of Dad's life. This could be accomplished by several testimonials of friends and family; a video or slide show; memory tables; and/or the folder/program.
- Don't want a sermon or altar call as part of eulogy or remembrance.
- Want friends or family to read favorite scriptures and poems.
- Want several favorite songs played – any kind or none. Think about kazoos.
- Want solo music from a favorite instrument.
- Want something short and simple.
- Want to have it in a place Dad loved – can be anywhere.
- Have mourners participate – candle lighting, communion, balloon release, flying kites, invite Humane Society to bring adoptable pets, a regatta on the river/lake with water burial of urn or scattering of cremated remains, for runners – a staged relay of the urn from the site of service to the scattering garden, lake/river, home or columbarium.
- Want a joyous send-off – group singing, placing flowers, HotWheels in the grave, a cheer from a favorite ball team, walk in a circle around the chapel or the grave site, carrying

favorite team colors balloons to release. Or stand and blow bubbles while soloist strums, sings favorite song.

- Want to have those attending to have a favor to take with them – pieces from the decedent's collection of ceramic pieces (cats, pigs, etc) a remembrance rubber wrist band, recipe card, blue ribbon, plant cutting from garden, tea bag, imprinted golf ball, copy of life video, etc.

- Want people to be happy they came and to leave smiling.

Families should be engaged – in actually doing the decorating or working with the deco-

erator. They also should be engaged in finding the perfect place, planning the service sequence, finding the musicians, etc.

With your guidance and reassurance and support, the family should create the environment and the elements of the memorial/remembrance that each mirror and reflect the decedent's life journey.

Bottom line: The end result should be the perfect last gift the surviving family members can give to their loved one, and the service, memorial, remembrance, celebration should be satisfying for the family, memorable and an enjoyable milestone in the family's history.

American Forensics

Funeral Directors

We are proving answers to life's questions.

When a family requests an autopsy, they often seek the help of a professional funeral director to refer them to a reputable provider. American Forensics puts the needs of your clients first. Scheduling is flexible and our **Nationally Accredited** facility is open 24/7 365 days per year to accommodate Directors and the families we both serve.

Our pathologists are **American Board Certified in clinical, anatomic, forensic, neuropathology** and, in good standing with numerous national organizations. We provide **free transportation** within the Dallas-Ft. Worth Metroplex and the most competitive rates for quality forensic autopsy in the nation.

Our 24 hour preliminary diagnosis and 60 day complete report is un-matched by any regional competitor. Our complete neuropathology (Alzheimer's) examination is turned around in approximately 90 days.

Cost is \$2500.00 for a complete autopsy including toxicology testing.
Cost is \$2500.00 for a complete neuropathology examination.

Please call with questions: (214) 221-2700
Fax(972) 692-6676 e-mail Info@usaforensics.com

Visit our website: WWW.USAForensics.com
Or Visit our booth at TFDA!

Irving Cemetery RESURRECTED *by Local Volunteers*



Overgrown with years of neglect, the historic 19th century burial ground for slaves at the junction of Highways 183 and 161 in Irving had been all but forgotten. A historical marker, marred by vandalism and moved from its original location to one of higher visibility, summarized the cemetery's origins.

Jammie Simon's great-grandfather and former owner of the company, Minnie Shelton, was laid to rest at Shelton's Bear Creek Cemetery under a tree older than the settlement of Irving.

However, like many of the 200 slaves buried there, there no longer is a tombstone or marker of any kind.

Simon said since finding out about his family's connection with the cemetery in 2000, he and a handful of community members have tried to clean and maintain the small and often-forgotten cemetery, including building and placing white wooden crosses where tombstones use to stand.

But on March 10, Simon and the cemetery's volunteers received an unexpected

helping hand from approximately 50 volunteers, a majority of whom were local FedEx employees. The workforce of co-workers, friends and some strangers spent hours clearing brush and trash, raking leaves, cutting the cemetery's overgrown grass and clearing branches and stumps from the small property.

One of the volunteers, Irving Mayor Rick Stopfer, told the *Texas Director* Shelton's Bear Creek Cemetery isn't the only public cemetery needing attention. "Irving has seven cemeteries and all need cleaning up from time-

to-time. This includes regular maintenance to clean up after storms. There are volunteer opportunities for civic groups and churches to participate throughout the year."

FedEx in Irving stepped up and adopted the cemetery, pledging volunteers to give the sacred grounds a much-needed make-over on March 10th with others from the community. Then, the group will return quarterly to maintain the site. "We wanted to give back," explained FedEx Irving's administrator Zelda Celestine. "This is a way we can contribute to the community."

After the March 10th clean-up, crews from Irving's Parks and Recreation Department visited the historic cemetery with mulching machines to put the finishing touches on the rejuvenation effort.

Mayor Stopfer believes it is important for the City of Irving to be in bringing the cemetery back to life. "This cemetery represents a vital part of history to Irving. FedEx, a great corporate partner, stepped

up to care for the cemetery to maintain the integrity of the cemetery."

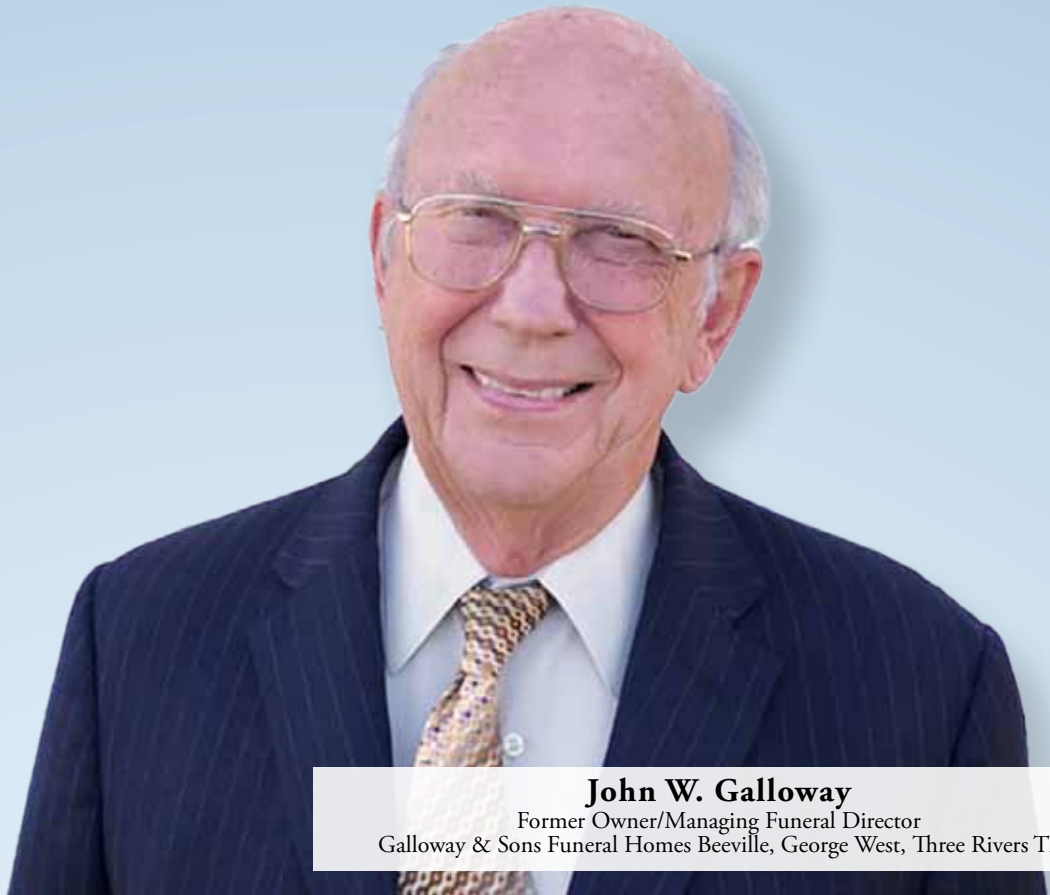
How did it feel, being in this forgotten, final resting place?

"Some 200 former slaves and others are buried at Shelton's Bear Creek Cemetery and these people and the lives they lived is a part of Irving's history," the mayor continued. "Being at the site allowed me, and the other participants, a time to reflect on the past and see the progress of today."

After a moment, the Mayor added: "There is still plenty to be done! FedEx is planning quarterly cleanups. This was the first step in transforming the cemetery ground and it is going to be an ongoing effort."

"This is in a lot better shape than it's been in nine years. It's been amazing that so many people have come out here to help," Simon said. "I'm glad they have enough respect to come out here and clean it up. It makes me feel like people care."

Editor's Note: This article is based on articles appearing in The North Dallas Gazette and Transport Topics Magazine.



John W. Galloway
Former Owner/Managing Funeral Director
Galloway & Sons Funeral Homes Beeville, George West, Three Rivers TX

It's worked out fine.

“My wife Elizabeth and I are very pleased that we chose Legacy Funeral Group to purchase our funeral homes. We will celebrate our 100th anniversary in 2019 serving Beeville, George West and Three Rivers, Texas.

A member of the Galloway family has operated the businesses for the entire time. It has given us a way that the legacy of our family business will continue giving the service that the families have come to expect at Galloway's.

The Legacy team has been great to work with and gives our employees the opportunities we could not offer them.”



For a confidential talk,
call Michael Soper, CEO
713-529-5770
P.O. Box 56005
Houston, TX 77256-6005
www.legacyfuneralgroup.com

For questions on how to join our family of professionals or to find other opportunities to advance in the funeral care industry, please visit our website.

Finding Solace in *Funeral Foods*



Mormon Funeral Potatoes

Ingredients

- 1 package (32 ounces) shredded potatoes
- 1 can (10 ¾ ounces) condensed cream of chicken soup
- 16 ounces sour cream
- 12 ounces grated cheddar cheese
- ½ cup chopped onions
- ½ cup melted butter or margarine
- salt and pepper to taste

Topping

- ¾ cup crushed cornflakes or breadcrumbs
- 2 tablespoon melted butter or margarine
- Mix ingredients together and pour into buttered baking dish (9- x 13-inch). Top with breadcrumb or cornflake mixture. Bake at 350 degrees until it starts to bubble. Reduce heat of oven to 275 degrees and bake one hour or until it is no longer soupy.

Every culture embraces food in times of mourning. The Amish bake raisin pie. Ancient Phrygians made beer and lamb stew. Mormons cook up funeral potatoes. This dish hits all the marks of classic comfort food: shredded or cubed potatoes, cream of chicken (or mushroom) soup, sour cream, butter, and grated cheddar cheese, all topped with a crunchy layer of corn flakes.

But that's just the basic recipe; there are many variations, including versions with bacon, jalapeños, potato chips, or gruyère.

The dish is particularly popular in the United States' "Mormon corridor" of Utah, western Wyoming, eastern Idaho, and southern California. While no one is sure where exactly funeral potatoes originated, most sources attribute their spread to the Relief Society, a women's organization within the Church of Jesus Christ of Latter-day Saints. One responsibility of society members was attending to the needs of the bereaved, including meals.

The long-lasting ingredients of funeral potatoes are almost always inside a Mormon's pantry – a holdover from the Church's post-Depression push for maintaining a three-month food supply at all times. So they're ready to be cooked into a dish at a moment's

notice upon hearing of a community member's passing.

But funeral potatoes aren't just for those in mourning. Mormons also serve it at church potlucks and alongside ham for Christmas and Easter. Despite their name, funeral potatoes are a source of pride and pleasure for those who grew up eating them.

In fact, when Salt Lake City hosted the 2002 Winter Olympics, it not only honored the world's greatest athletes; it also honored its treasured dish. Commemorative 2002 Winter Olympics pins proudly feature funeral potatoes.



Amish Funeral Pie

Death and raisins share one essential feature: neither belongs to any one season. Eigh-

teenth-century Amish and old-order Mennonites of Pennsylvania were no strangers to the harsh realities of sudden loss, but amidst tragedy, raisins were there.

The preserved grapes were a pantry staple – shelf-stable and ready-to-eat throughout the year. In times of emergencies, wives turned to the ingredient known as rosine in their native German. They whipped up raisin pies, which traveled well and required no peeling or pitting, on various occasions, but their consistent presence at funerals led to the nickname “funeral pie.”

Rosine pie was the closest thing Amish people had to fast food. Friends and neighbors prepared the pie quickly, left it out without fear of spoilage, and then focused their attention on more pious matters. Some bakers turned it into a milky, custard-like filling, while others mimicked the texture of mince-meat. Both sticky pastes went straight into a double-crust, usually in lattice form.

Despite evolving technology, Amish communities—steadfast in their devotion to tradition—have continued baking the same raisin pies well into the 21st century.

Often, a funeral pie accompanied the meal served during a wake, when mourning families were supposed to be distracted by sugary comfort. Some say the dish’s overwhelming sweetness made it difficult for one to think, temporarily relieving the aggrieved.

Ingredients

- 2 cups raisins
- 1 cup water
- 1 cup orange juice
- 1/2 cup packed light brown sugar
- 1/2 cup white sugar
- 3 tablespoons cornstarch
- 1 1/2 teaspoon ground cinnamon
- 1/2 teaspoon ground all spice
- 1 cup coarsely chopped walnuts
- 1 pinch salt
- 1 tablespoon cider vinegar
- 3 tablespoons unsalted butter
- 1 double - crust pie crust - homemade or frozen prepared
- 1 egg, beaten well

Directions:

- Preheat oven to 400 degrees F
- Place raisins into a 2 quart saucepan with the water and orange juice and cook on medium heat for 5 minutes until raisins are plump.
- Combine the sugars, cornstarch and spices in a small bowl and stir well. Gradually add to

the raisin mixture and cook and stir for about 5 minutes until mixture thickens and bubbles.

- Off the heat add nuts, butter and vinegar and stir to combine.
- Spoon mixture into the bottom piecrust, top with the second crust and crimp tightly. Cut slits in the top crust for steam to escape and brush lightly with beaten egg.
- Bake 25-30 minutes until golden brown and crust is completely baked.
- Cool on wire rack until completely cool before slicing to serve.

Kyrgyzstan Borsok

Kyrgyzstan’s fried dough marks special occasions and “feeds” the dead

In the Central Asian country of Kyrgyzstan, honoring the dead is an important part of the



culture, and one way to connect with the afterlife is through a fried bread called borsok.

A regional variation of a fried dough available in a number of countries in Central Asia, borsok is made of flour, water, salt, butter, sugar, yeast, and vegetable or sunflower oil. It’s a simple dish that requires little in the way of money or culinary know-how. But it does re-



METROPOLITAN FUNERAL SERVICE INC.

Serving:

ARLINGTON NATIONAL CEMETERY
District of Columbia, Virginia & Maryland Areas

Receiving Remains for Arlington National Cemetery
Casketed- \$650 • Cremains - \$80

TOLL FREE 1-800-527-7774 • FAX (703) 971-8143

24 Hour Service

• SHIP-OUTS • SHIP-INS • CREMATIONS

Washington Area's FIRST Shipping Service Not Affiliated With a Public Funeral Home

Steven Wooddell, President
5517 Vine Street, Alexandria, VA 22310

quire lots of time.

Women work the ingredients into dough balls and fry them in a wok-like frying pan called kazan to create little golden nuggets. Families and guests eat the fried dough with butter, honey, jam, or a local version of cream cheese.

No special occasion, from weddings to holidays, is complete without tables covered

in piles of borsok. But just as important, it's prepared for devotional purposes, including honoring ancestors, bringing blessings, or as part of funeral rites.

When someone dies, it is traditional to prepare borsok every Thursday for a year after their passing, as well as on the 40th day after their death and the one-year anniversary.

One important part of the process is to

make sure the oil is fragrant. Reasons for this vary, including the belief being that the kazan's smoke carries the cook's prayers to heaven and that the aroma attracts or feeds the spirits of the dead. By eating the borsok, the Kyrgyz are symbolically eating for the deceased.

This dip can be eaten with savory dips (salsa, queso, you name it) as well as sugar, honey, syrup, butter, flavored cream cheese. Be creative!



Borsok

Ingredients:

- 2 cups of flour
- ½ tbsp salt
- ¼ tsp sugar
- ¼ tsp dried yeast
- ¼ cup milk
- ¼ cup warm water
- 1 egg
- 1/2 cup olive oil

Directions:

- Combine the flour, sugar, yeast and salt. In a separate bowl, beat the egg and stir in the milk. Combine the two mixtures, stir them together, and stir in warm water slowly until the mixture holds together but is not sticky.
- Cover the mixture and place it in a warm part of the house.
- After two hours, roll the dough until it is about ¼ inch thick. Cut the dough into 1 inch by 2 inch rectangles.
- Pour ¼ cup oil into a saucepan and heat on medium high. Additional oil may be needed depending on the size of the saucepan. Make sure the oil completely covers the surface of the pan.
- Once the oil is heated, fry the borsok in the pan. Depending on the size of the pan, you can fry 4-8 borsok at the same time—but be sure that they do not overlap.
- Fry the borsok until it puffs up and is golden brown on the bottom.
- Flip the borsok over to fry the other side until it is also golden brown.
- Add additional oil as needed to keep a thin coat of oil on the surface of the pan.

American
CREMATORY EQUIPMENT CO.

Texas, We've Got You Covered!
Custom Cremation Equipment, Built to Fit Your Needs

Photo Credit:
Spenser Harrison
Visit Houston

**Proudly Serving
Texas & Beyond**

Texas Local Sales Representative
Randy Risner
Cell: (281) 387-2735
randy@americancrematory.com

Corporate Headquarters
Santa Fe Springs, California
Toll Free: (800) 396-2254
Tel: (562) 926-2876 • Fax: (562) 926-2880

www.AmericanCrematory.com

**Service & Repair of All Makes & Models
of Cremation Equipment Worldwide**

Manufactured in the USA

Sales • Service • Supplies • Repairs

Online and On Target

Associate of
Applied Science Degree

Get your Career on Target! Earn your Associate of Applied Science degree entirely online at Dallas Institute of Funeral Service.

- ⦿ Identical to the on-campus program, taught simultaneously
- ⦿ Affordable & Convenient
- ⦿ Approved in 48 states



dallasinstitute.edu

DALLAS
INSTITUTE
OF FUNERAL SERVICE
The Wilbert Group

Graduating Professionals of Distinction

Visit www.dallasinstitute.edu to apply online or learn more
214.388.5466

Come for the LEADERSHIP Stay for the Real-Deal Experience Amarillo Provides



The FDA's Leadership Conference will be headed to Amarillo this July 30-through August 1. If you haven't been to Amarillo yet, you're in for a real treat. Amarillo is an authentic ambassador for visitors looking for lore and treasures of the American West. Here are a few items to whet your appetite for an Amarillo getaway. Make sure to add this to your calendar!



1. Impressive bronze statues of horses and riders at work set a tone of respect before visi-

tors enter to the **American Quarter Horse Hall of Fame and Museum.**

Recognition of the "short, stocky, good-minded" horses dates back to 1940 with the founding of the American Quarter Horse Association.

The modern museum is a treasure trove of history, art and practical information pertaining to the breed "that settled the West" and its tour de force reputation on racetracks as well as ranches.

Permanent exhibits include a starting race gate from 1959, a fully equipped stable and an antique chuckwagon. Special exhibits and events are also ongoing.



2. A wonderland of vintage RVs, campers and motorcycles stand ready for inspection at the **Jack Sisemore RV Museum.**

It's a "free" blast from the past, courtesy of Sisemore, who collected the moving treasures as a hobby.

Expect to see the world's oldest Airstream, a 1935 Torpedo owned by the Holman family for 81 years, a hippy-loving 1967 Volkswagen bus, top-form Harley-Davidsons from the 1950s and a 1942 Harley used by American troops in the Second World War.



3. **Ten Cadillac cars** have been "preserved" in a different way just outside the city on Interstate 40, (formerly Route 66). Since the unique roadside attraction was created by hippie artists known as the Ant Farm 1974, these half-buried nosedown Caddies have enticed thousands of the curious. And bonus, that Cadillac Ranch is an interactive experience. Bring along spray paint and have your way with one of the 10, or strike a selfie pose for posterity.

4. Caution: A hike in **Palo Duro Canyon State Park** is likely to create a yearning to inhabit one of a handful of cabins available to rent. We're told there's a year's waiting list to reside for a week amid the canyon's rugged beauty. The 10,000-hectare park is home to the second largest canyon in the U.S. and is flush with hiking, biking and equestrian trails. It boasts stunning views from clay-colored cliff perches as well as a 1,600-seat summer Pioneer Amphitheater where visitors can enjoy

BOOTH 203

Stop by and say hello to your Texas Doric Dealers!



Sign up to win a Yeti, ask about our Celebrate the Memories customizations and learn how to increase your sales with our free, virtual showroom app DoricLink!



*Several drawings will be held. Ask for details at booth.



24/7 Online Ordering Available at **DoricTexas.com**

PO Box 277 • Justin, TX 76247
Toll Free: 844-393-8973
Main Line: 940-648-3851
Fax: 940-648-3953



Contact Us Today!

Jennifer Rountree-Braun & Sherry Rountree
Family-owned and Operated
A Division of TexSet, LLC.



Athenian Vault and Urn Vault with Custom Carapice Appliqués.

Miller & Sons FUNERAL CAR SALES

Without quality, there is no value!



2018 FEDERAL RENAISSANCE



2018 EAGLE KINGSLEY



2018 EAGLE/FEDERAL 70" RAISED ROOF



7138 ENVOY COURT
DALLAS, TEXAS
75247-5102

WWW.HEARSEANDLIMO.COM
SALES@HEARSEANDLIMO.COM

TOLL FREE : 800.822.9586
BUSINESS : 214.828.1095
FAX : 214.827.0136



musical drama and fireworks.

5. The **Sixth Street Historic District** is Amarillo's celebrated section of iconic Route 66, flush with specialty shops, eateries and char-

acters. Now an engaging antique store bursting with American art and antiques, The Nat (known as the Natatorium when it was built as an indoor swimming pool in 1922) reflects the

Gothic Revival style and is one of numerous historical buildings on the colorful street.

Other notable shopping destinations include the 6th Street Antique Mall and the Alley Katz Antique Emporium.

Amarillo is the largest city on the 178 mile portion of Route 66 that goes from Oklahoma to Texas and into New Mexico. Even though Amarillo takes the cake for being the largest city, there are things to see and do in both directions on the Mother Road.

West of Amarillo, you will find the famous Midpoint Cafe - located at the midpoint of Route 66. East of Amarillo, you will find the iconic Tower Station and U-Drop Inn Cafe in Shamrock, TX.

Built in 1936, the Tower Station and U-Drop Inn Cafe is now one of Route 66's most recognizable historic buildings.



Outdoor Musical Drama TEXAS

If you haven't seen the iconic outdoor musical drama TEXAS, set the Palo Duro Canyon State Park, then you're in for a treat! It is truly a Texas treasure. Tack on a day on the front or end of your trip and make plans!

June 1- Aug. 18, nightly except Monday, See texas-show.com



Their Life.
Their Story.
In Their Own Words.



Connect with your families in a new way with BeRemembered.com®, an online community where consumers record and share how they want to be remembered, even after they leave this life.

Help your families move from grieving to remembrance.
Contact your Matthews Aurora™ Funeral Service Consultant to learn more.



MARKETING SOLUTIONS • TRAINING SOLUTIONS • BURIAL PRODUCTS • CREMATION PRODUCTS • TECHNOLOGY SOLUTIONS • MEMORIAL STATIONERY

© 2018 Matthews International Corporation, all rights reserved. MATTHEWS® and MATTHEWS INTERNATIONAL® are registered trademarks of Matthews International Corporation.

2018 is the year to update your fleet
Call us today...



2018 Federal Cadillac XT5 Renaissance Coach



2018 Federal Cadillac XT5 Ambassador RR Six Door

We are funeral directors...
We know your needs...
We have what it takes...

VAUGHAN
+SPECIALTY AUTOMOBILES+

Serving the Industry since 1929



Artie Vaughan
Owner & CEO



Lydia Huffman-Moon
Finance & Warranty Director



Jim Flippen
Sales



Charles Monroe
Senior Salesman



Michael Vaughan
Salesman

709 South Parkway Drive, Alvarado, TX 76009

800-245-4127 • www.vaughanspecialtyauto.com

4. The fires didn't stop there, either. P.T. Barnum loved buying real estate, and after his first mansion burned to the ground, he brought a second palace that he named Iranistan. Tragically, this also burned to the ground in the year 1857.

5. One of P.T. Barnum's most famous hoaxes was the Fiji (also known as FeeJee) Mermaid. People came from all over the world to get a peek at what they believed was a real mermaid. In fact, the object was created combining monkey and fish body parts.

6. P.T. Barnum was active in politics later in his life. He served in the Connecticut House of Representatives from 1865 to 1869. After serving his term, he went on to become the mayor of Bridgeport, Connecticut.

7. P.T. Barnum was also passionate about religion and education and was one of the founders of Tufts University. When a place was located as a permanent home for the Universality Church, they approached Barnum (a member of that church) for funds, which he gladly provided.

8. P.T. Barnum donated his legendary col-



lection of animal specimens to the school, including the remains of Jumbo the elephant, the most successful act in P.T. Barnum's circus. Jumbo served as the school's mascot for more than 100 years.

9. P.T. Barnum definitely had a puritanical streak. He didn't approve of alcohol consumption and was a leader of the Temperance

movement. As mayor of Bridgeport, Connecticut, he made drinking illegal. He also cleaned up the streets and tried to put a stop to prostitution.

10. Although known for his collection of oddities, P.T. Barnum's most successful act of all time was actually an opera singer. Jenny Lind, a soprano known as the "Swedish

TFDA

Houston's Choice

NFDA

KIRK MORTUARY SERVICE

of HOUSTON

1-800-825-4603

www.kirkmortuary.com



Robert C. (Bobby) Davis
Owner & Operator

The Leading Independent Commercially Licensed
Embalming Establishment in the
Houston/Galveston Area.
WHEN QUALITY COUNTS

REMOVALS, EMBALMING, TRANSPORTATION, DIRECT CREMATION SERVICES,
GRAVESIDE SERVICES OR SPECIAL SERVICES UPON REQUEST

—COMPLETE SHIP OUT SERVICE—

HOUSTON 713/869-6621
FAX 713/869-8614

2017 AIRLINE DRIVE • HOUSTON, TEXAS 77009



Nightingale,” gave 94 concerts for Barnum earning him \$500,000 and herself \$250,000, which she donated to charity.

11. While people think of P.T. Barnum as making his name in the circus, he didn’t really get involved in that world until he was 60 years old. Prior to the circus, Barnum was known for his museum and his amazing collection of strange attractions.

12. It is estimated Barnum’s museum saw

upwards of 15,000 people in a single day of business. And during its lifetime, the museum welcomed more than 38 million guests, which was more than the population of the entire United States at the time!

13. In 1849, Barnum got into a new and slightly macabre trade: he opened his own cemetery in Bridgeport, Connecticut. Barnum himself was buried there, along with General Tom Thumb, one of the most memo-

rable performers ever hired by Barnum.

14. Barnum only thought stretching the truth was okay if the customer felt they had gotten their money’s worth. That said, he would go to great lengths to expose people he believed to be frauds and swindlers. To confirm how easy it was for a person to make a fake spirit photograph, he had this photo of himself taken with the “ghost” of Lincoln.

Monarch RESOURCES

EQUIPMENT

Prep Room
Funeral Home
Cemetery
Mortuary
Transport

SUPPLIES

Prep Room
Crematory
Funeral Home
Cosmetics
Cemetery
Urns

IN-HOUSE GRAPHICS

Logo Development
Custom Graphic Layouts
Logo Cleanup
Funeral Home Marketing

FURNITURE

Chapel
Office
Lobby
Reception

AWARDS

Employee Recognition
Safety Programs
Customer Appreciation

DECORATED APPAREL

Embroidery Services
Screen Printing
Shirts and Jackets
Headwear

210 N East Street, Arlington, Texas 76011
monarchresources.com • 817-265-4535

15. P.T. Barnum was a born businessman. By the age of 12, he had sold enough snacks around town to own livestock! By the time Barnum turned 21, he owned a lottery, a store, and his very own newspaper. It was as if he was born to succeed.

16. P.T. Barnum was also a very successful writer, which should come as no surprise, given how successful he was at just about everything. His memoirs, entitled "The Life Of P.T. Barnum, Written By Himself," sold more than one million copies.

17. When the Brooklyn Bridge was first constructed, people were so scared of using it that 12 people were crushed in a stampede crossing it. To demonstrate its strength and restore faith in the bridge, Barnum walked 21 elephants and 13 camels across it.

18. The circus wasn't the most extreme thing Barnum was ever involved with: he once tried to buy William Shakespeare's childhood home. He also tried to hire a Zulu chief who had recently attacked the British army, as well as attempted to haul an iceberg from the Arctic to New York Harbor.

19. When P.T. Barnum's wife died, he went ahead and married a woman who was 40 years younger than he was at the time. Barnum was already 64 years old when he wed the 24-year-old Nancy Fish in a private ceremony.

20. When the Barnum circus opened in New York in 1939, it boasted the only existing professional female clown. She was a 35-year-old Englishwoman named Lulu and people

paid top dollar to see how well she could make them all laugh.

BONUS FACT:

Ever the perfectionist, P.T. Barnum requested that the Evening Sun newspaper print his obituary a couple of weeks before his death so that he would have a chance to read it before he actually died. Barnum approved of the article.



TEXAS MORTUARY SERVICE

BRYAN/COLLEGE STATIONS' NEWEST MORTUARY SERVICE
 PROFESSIONAL SERVICE LICENSED INSURED TFDA MEMBER
 REMOVALS TRANSPORT EMBALMING GRAVESIDES SHIP OUTS

2810 FINFEATHER RD. BRYAN, TEXAS 77801

979-361-0824

WWW.TEXASMORTUARYSERVICE.COM

SCOTT SITTON

FUNERAL DIRECTOR

Miller & Sons FUNERAL CAR SALES

Without quality, there is no value!

2018 S&S 70" Limousine



NOW REPRESENTING

**SUPERIOR COACH
 &
 S&S COACH COMPANY**



2018 S&S Medalist

7138 ENVOY COURT
 DALLAS, TEXAS
 75247-5102

WWW.HEARSEANDLIMO.COM
 SALES@HEARSEANDLIMO.COM

TOLL FREE : 800.822.9586
 BUSINESS : 214.828.1095
 FAX : 214.827.0136

Give Your Website an Annual Cleaning



With the advent of spring comes the urge to spruce up, tidy, and fix things within your business that may have been neglected throughout the cold winter. Spring is over, but there is still time to do some annual cleaning. You may already be working away at the interior of your location or meeting with employees about fixing up internal processes to make things run smoother. Your website could

also benefit from a nice once-over to ensure everything is running properly within your digital storefront.

Here are some tips to give your website a spring cleaning:

Change passwords. You should change your passwords at least once per year, and spring is a great time to do so. When you do change your passwords, make sure they're a collection of at least 8 alphanumeric characters that can't be easily guessed. This will ensure the security of your site as we move into a new season.

Update plugins. Plugins (or extensions, depending on the content management system you use) will oftentimes require regular updates to function properly. Check out your plugins and give them an update if necessary. You should also put a note in your calendar to check if they need to be updated every month to make sure your website runs properly.

Create a backup. If anything goes wrong and your website is compromised, you'll be thankful you have a backup of the version with your most recent updates saved somewhere safe. Make a backup before and after you've updated plugins or extensions just in case something breaks with the updates.

Delete unnecessary plugins, pages, and users. These things are simply taking up space. If they don't serve a purpose, get rid of them. It will help you navigate the backend of your site much easier and will ensure you're not using more space than necessary.

Refresh your content and update photos. Take some time out of your day to read through the content on your website. If you haven't refreshed it in a while, there may be things that should be updated, or details that you think you should add. You should also review your SEO to make sure the keywords you used are still relevant. A nice final touch would be to update your site's photos to easily give it a new look. Make sure you compress the new images by using a service such as tinypng.com and give each photo alt tags for SEO purposes.

When you give your website a good cleaning you're making sure that customers who find you online have the best experience possible. Schedule some time in your week to complete these tasks, or enlist the help of an employee who's familiar with your site.

Copyright © 2018, The Maine Edge. All rights reserved. Reprinted with permission

Victoria Mortuary & Cremation Service
"On site crematory – Serving Funeral Directors Only"

Also Serving the Corpus Christi Bay Area



The Fulton Family

Adrian Fulton
 Funeral Director

Air • Combo • Cremation Trays in stock

1-888-524-1646

Removals • Embalming • Gravesides • Cremations
 • Transportation

1505 La Valliere Ave.
 Victoria, Texas 77901
 361-578-4646

PO Box 7662
 Victoria, Texas 77903
 361-578-0228

BAY CITY • CUERO • EDNA • GANADO • GONZALES • HALLETTSVILLE
 NIXON • PALACIOS • PORT LAVACA • REFUGIO • SCHULENBURG • SHINER
 WAELDER • WHARTON • WEIMER • YOAKUM • YORKTOWN



THE FUNERAL PROFESSION IS EVER CHANGING.


Now more than ever, you need to adapt to keep up. Are you looking for change that will help your funeral home run smarter not harder?

Stop Waiting

WEEKS *or even* **MONTHS**
to receive payment on your insurance claims

CHOOSE

C&J FINANCIAL
and get paid today!

- 
- **FAST FUNDING®** – most claims paid in 1 to 2 days with paperwork
 - **NO RISK** – Non-Recourse Funding to your firm
 - **Minimal Paperwork** - many assignments only require 1 signed document
 - **Revolutionary Online Assignment Funding Management System™**



C&J Financial is the largest provider of insurance assignment funding in North America.

Serving 2500+ funeral home clients \$300+ million funded each year
45,000+ assignments processed annually

We would be honored to show you why thousands of your colleagues all across America choose C&J for their Assignment Funding needs and why many associations, accounting firms and industry leaders recommend C&J to their clients and members. We look forward to showing you how FAST FUNDING® can benefit your firm.

 **C&J Financial, LLC**
The Leader in Insurance Assignment Funding™

www.cjf.com

800.785.0003

Legacy Funeral Group Purchases Charlie Marshall Funeral Homes

Legacy Funeral Group announces the purchase of Charlie Marshall Funeral Homes, located in Rockport and Aransas Pass, Texas. These two funeral homes join more than 100 funeral homes and cemeteries already under the Legacy umbrella, operating across nine different states.

Charlie Marshall built his first funeral home in 1949 and faithfully served the families of Aransas Pass and Rockport for over 65 years. Marshall, who passed away in 2014, built a reputation and was known as a pillar of the South Texas Coastal Communities. His funeral homes have been recognized for service excellence by United States presidents, congress members, senators, governors, and countless South Texas families.

“We are honored to continue Mr. Marshall’s legacy and serve the families of Rockport and Aransas Pass with the same level of professionalism and care that they would expect from Mr. Marshall himself,” said Michael Soper, owner of Legacy Funeral Group.

Marshall and Soper maintained a long

friendship over the years and prior to his passing, Marshall insisted to his family that the continuation of his life’s work be entrusted to Soper and the Legacy Funeral Group.

Former TFSC Employee Opens Austin Natural Funerals

Funeral director Mitzi Chafetz, who previously worked with Weed-Corley-Fish and the Texas Funeral Service Commission as the Public Information Officer, has opened Austin Natural Funerals in Austin. The company opened its doors in March.

Texas Firms Take Home Customer Service Awards

Johnson Consulting Group recently unveiled the winners of the “JCG 2017 Excellence In Customer Service Awards.” The awards were presented to JCG client funeral homes who achieved the highest total value index score from family satisfaction surveys mailed to each family they served during 2017. The total value index is a calculation of the sum of the overall performance score, the net promoter score and the price paid for

goods and services. The overall performance score is a calculation of 19 independent questions that measure results in four areas: 1) initial contact with the funeral home; 2) the arranging director; 3) facilities and vehicles; and 4) staff and services provided. The JCG client funeral homes were divided into three categories based on call volume.

Johnson Consulting Group started its customer survey program in 2008, and it has since experienced rapid growth. In 2017, JCG surveyed nearly 120,000 families that experienced a death across the United States and Canada.

HERE ARE WINNERS FROM TEXAS:

Category One:

- Emken-Linton Funeral Home – Texas City,
- Robertson Mueller Harper Funeral Directors – Fort Worth
- Blessing Funeral Home – Mansfield

Category Two:

- Minton-Chatwell Funeral Directors – Borger
- Turcotte-Piper Mortuary – Kingsville
- Lucas Funeral Home – Keller



Dotti Bierschwale
Funeral Director/Owner

IN
SAN ANTONIO
Olinger-Saenz
MORTUARY SERVICE



Ephraim Saenz
Funeral Director/Owner

REMOVAL • EMBALMING • OVERLAND TRANSPORTATION • CREMATION
GRAVESIDE • NATIONAL & INTERNATIONAL SHIPPING
SERVICE INTO AND OUT OF MEXICO
KNOWN SHIPPER WITH ALL LOCAL AIRLINES

NFDA-TFDA • Lion’s Club • Chamber of Commerce

6614 S. FLORES ST. • SAN ANTONIO, TEXAS 78214

1-800-247-4137 FAX (210) 924-3299

OLDEST AND LARGEST IN SAN ANTONIO
FAMILY OWNED AND OPERATED



Exclusive distributor of Armbruster Stageway



The most innovative
new car in the industry.

Southwest Professional Vehicles

Proudly serving our customers since 1958.

3910 East Overton Road, Dallas, Texas 75216 | www.spvinc.com | 1.800.282.1544

Dallas Institute of Funeral Service President Retires

James Shoemake, President of Dallas Institute of Funeral Service, Dallas, Texas, has retired. He first joined the organization in 1980 as an instructor and has served as president since 1992.

Shoemake was himself a 1976 graduate of Dallas Institute, known then as Dallas Institute of Mortuary Science. During his studies he commuted while interning at the Christian Funeral Home in Decatur, Texas where he remained after earning his license. In 1978, he returned to Dallas where he served as manager and embalmer at Dallas Morticians Service until taking an instructional position at Dallas

Institute in 1980.

“Jim Shoemake has touched so many lives and positively influenced countless numbers of funeral professionals both within and outside the walls of Dallas Institute of Funeral Service,” said Jill Karn, Chief Operating Officer of Pierce Mortuary Colleges. “His commitment to the industry has been demonstrated through his service on the American Board of Funeral Service Education (ABFSE), the National Associated Colleges of Mortuary Science (NACMS), the National Funeral Directors Association (NFDA) and several state and local funeral directors’ associations.”

Jim is looking forward to spending more time with Laura, his wife of over thirty years,

who herself is known by many as she has often worked with Jim at funeral industry conventions. A deacon at his church, Jim together with Laura plan to continue their active participation in church missions.

“I am told that more things will come along when others discover that I am retired,” remarked Jim, “but I know that I will miss those I have taught, worked with or met during my years at Dallas Institute. I have been honored to be associated with this excellent institution and I hope my leadership lived up to the ideals that Dallas Institute was founded upon.”

A reception to honor James’ service was held May 6.



Security National Life Appoints New Houston Area Team Sales Leader

Security National Life is pleased to announce that Carl Dunlap has been hired as the Team Sales Leader for the Houston, Texas area.

Carl Dunlap is a Team Sales Leader for Security National Life Insurance Company responsible for growing and managing sales with partnering funeral homes in Texas, specifically, the Greater Houston area. Before his current position, he worked several years in



In the funeral profession, it's all about trust.

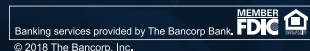
That's why you can turn to **The Bancorp's** trusted experts in small business lending for solutions to help your business grow and succeed. Our lending specialists know the funeral home industry and can tailor a financing package that's suited to your needs and goals.

The Bancorp provides one-stop lending to support a range of needs and terms through the SBA 7(a) loan program.

Our Advantages:

- SBA National Preferred Lender
- Specialized Business Development Officers
- Streamlined Approval Process

thebancorp.com



STOP BY BOOTH 408
AT THE TEXAS FUNERAL DIRECTORS
ASSOCIATION CONVENTION,
OR CONTACT:



Teresa Carlson
 tcarlson@thebancorp.com
 310.902.4050

the Family Service department as a Preneed Counselor and Sales Manager with a number of different funeral homes and cemeteries.

Originally from Tallulah, Louisiana, Carl grew up in Houston and is a graduate of the University of Houston. He currently resides in Humble, Texas with his wife, Sherry. He also enjoys serving in different ministries.

New Memorials Direct Releases New Product, Marketing Tools

New Memorials Direct has released its Personalized Comfort Charms. They are keepsakes that are customizable with fingerprints, photos, handwriting and more. They are crafted from precious metals and only need a lead time of 24 hours.



Additionally, the company has unveiled two tools to help market their products. The Digital Marketing Frame aims to educate families on the many personalized memorials available. It comes pre-loaded with a slideshow of jewelry selections and services, as well as an option to add your own images via email or phone app. Easily updated through a wireless Wi-Fi, funeral homes will receive seasonal marketing images direct to their unique email address. Every frame comes with remote control as well as control buttons on the back of the device.



They've also added an acrylic 5 Piece Cremation Jewelry Display. This display showcases five of the options provided by the company. For more information please call 877-995-8767 or visit www.New-MemorialsDirect.com

Bogati Urn Co. Offers Scholarships for Funeral, Mortuary Science Students

Application Deadline July 31!

Bogati Urn Company is proud to announce the company has established the Bogati Urn Company Scholarship Fund. The scholarship will provide funeral service or mortuary science program students with financial awards ranging from \$500 to \$2,500 per school year.

"Since launching our Bogati Gives Back program in 2016, we've chosen groups and organizations of certain significance, like Vet-

erans and local community institutions. Beginning this year, we're adding education to the list," said Andrea Bogard LeBlanc. "We think it's important to support those who are working hard, learning, and preparing for their careers, especially those who have a calling for a profession rooted in care and compassion like ours."

Applications are now being accepted for the inaugural Bogati Urn Company Scholarship award, which will be available for the Fall 2018 term. The deadline for consideration is July 31, 2018.

To be eligible for consideration, applicants must be U.S. citizens who have already completed one or more terms of study in funeral service or mortuary science education. To be considered for a full award, students should have at least one term or semester remaining in his/her program. Students with less than a

full term of study remaining will be considered for partial awards.

In addition to these requirements, students must complete all forms and follow all procedures as outlined online at: <https://bogatiurns.com/scholarship/>. Students may apply for consideration once per calendar year.

If chosen, the award will be applied directly to the winning student's tuition charges and can be used for tuition, books, or other program required supply costs.

"In our research we found there are a variety of scholarships offered by state funeral director associations, colleges, and funeral service organizations, but we weren't able to find any offered by suppliers," Bogard LeBlanc said. "We're proud to be paving the way on this and giving back to the funeral industry that both supports our business and continues to help us grow."

"Your laminator is the best on the market. I've had mine for over 20 years!" — Lamcraft customer

- Durable extruded aluminum housing
- Compact design in 3 sizes
- Quiet operation – no fan
- Safe – no exposed rollers

Made in USA

Toll free **800-821-1333** Order at www.lamcraft.com

Capital Mortuary Services, Inc.
 "We Are Here When You Need Us"
512-373-8467
 "THE PROFESSIONAL CHOICE IN AUSTIN METROPLEX AND SURROUNDING COUNTIES"
 Please visit our website at: www.capitalmortuaryservices.com

CMS Family Owned & Operated	CMS Permit and Certificate Procurement
CMS On-Site Crematory	CMS National and International Shipping
CMS Removals & Transport	CMS Easy Access Located 2 Blocks off I-35
CMS On Site Embalming Facility	CMS Licensed staff for Funeral and Graveside Services
CMS We Offer Complete Shipout Services	

Come See Us at Booth # 907 During the **TFDA Convention!** Fax **877-505-1106**
cms@capitalmortuaryservices.com Member **TFDA & NFDA**
 201 Victor St. • Austin, TX 78753

Dora Jean Nobles

TFDA Executive Board & Staff
Wanda J. Westerman
Lee & Judith Castro
Gary & Della Shaffer

Douglas Nobles & Jeffrey Nobles
Dick & Ola Owens
Wayne & Claudia Giese, & Erin Giese
Alice Adams

Davis

Judy Garland Davis, age 77, passed away May 3, 2018 at the Heritage Manor Nursing Home in Opelousas.

She is survived by two sons, Vince Arena and his wife, Gretchen, of Lakeway, and Jeff Arena and his wife, Nicole, of Opelousas; one brother, Wayne Davis and his wife, Ger-

ry, of Baker; five grandchildren: Ethan Arena, Blake Eagle, Alec Arena, Ashlynn Bontke and Colton Bontke; and two great-grandchildren, Harley Eagle and Oliver Eagle.

She was preceded in death by her parents, Zeke Davis and the former Wilmer Louise Dozier; and one sister, Terry Plauche.

The family requests that donations in her honor be made to the charity of your choice.

Services were under the direction of Melancon Funeral Home of Opelousas.

**Wedding?
Celebration?
New grandchild?**

Send us a note about recent celebrations in your life:

Kimberly Scheberle at
kscheberle@austin.rr.com



Thelma T. Garza

Owner / Operator
Se Habla Español

- Transport
- Removals
- Embalming
- Autopsy Repair
- Consulate/Apostille
- Cremations
- Gravesides
- Ship Outs

Fast Response Professional Representation Quality Service

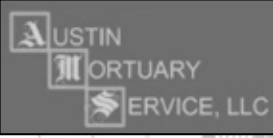
Austin Mortuary Service, LLC

phn **512.441.3114** fax **512.276.6761**

13200 Pond Springs Road E-36 Austin, Texas

ThelmaTGarza@Yahoo.com

Proud Member of



Dodge

Chris Aguilar

Al Cody

Quaid Richburg

Tom Sherman



www.dodgeco.com ~ shop.dodgeco.com

tel 800-443-6343 ~ fax 800-443-4034

HELPING YOU MAKE ALL THE DIFFERENCE

Who Is AccuCare?

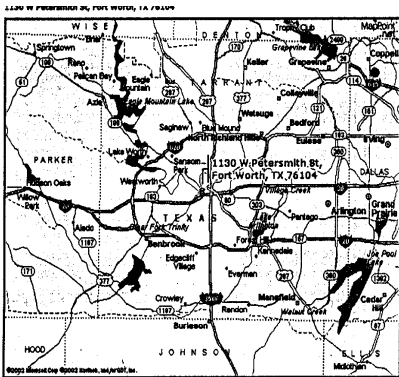
If you are not familiar with us, we would like to take this opportunity to introduce ourselves.



We are committed to being the best mortuary service in our area by providing accurate, caring and quality service. When representing you, we take pride not only in our response times serving your families, but also our professionalism in meeting your expectations.



What gives us an advantage while servicing your needs, is our central location in the historic downtown Fort Worth South medical district. It gives us easy access to major freeways, hospitals, nursing homes, and the Tarrant County Medical Examiner's Office.



Our offices are located in the back of the oldest family-owned funeral home in Fort Worth.

AccuCare

**MORTUARY SERVICE INC.
& Crematory**

1130 W. Peter Smith Street
Fort Worth, Texas 76104

817-335-4321
1-800-449-4320
Fax 817-335-4313

www.accucaremortuaryservice.com

Username: fd Password: fd

www.acmsdfw.com

info@acmsdfw.com



Monte Joe and Chris Brown
Owners – Past President NTFDA



Dusty L. Pyle
General Manager



Kitt L. Wood
Assistant Manager

What sets us apart?

All of our vehicles have landau bars giving a professional look and identifying us as part of the funeral industry.



We carry one mini-max mortuary cot and one standard f-w mortuary cot with quilted cot covers & veteran flags.

We also use First Call Med-Sleds for those difficult stair removals.

We have link cargo management systems with bumper lift gates

Each vehicle has a Wex Telematic tracker which allows us to see from our smart phones where each vehicle is at all times.

All night and weekend calls are recorded and documented through ASD.

We Provide

- Removals
- Embalming
- Refrigeration
- Transportation
- Documentation
- Cremation
- I. D. Viewing
- Ship-in/Ship-out Services
- Graveside Services

Including
DFW National Cemetery

Our Crematory Is On-Site



Features:
Capacity Up To 850 Lbs.

TFDA Services, Inc.

Endorsed Providers

Answering Service

ASD — Answering Service for Directors was the first answering service devoted solely to serving the needs of funeral directors and has been family-owned and operated since 1972. Many funeral directors began using this service at its inception and continue using it today. ASD maintains the highest degree of professionalism with extensive training, cutting-edge technology and an unmatched level of service. Contact Jason Bathurst at (800) 868-9950 or jason@myASD.com.

Banking

Live Oak Bank provides financing solutions to funeral home and cemetery owners nationwide. Beginning with funeral home lending and later expanding to funeral and cemetery trust services, we are dedicated to helping funeral professionals succeed. Our team works solely with funeral home and cemetery owners allowing us to truly understand the unique needs each client faces. To learn about Live Oak Bank, visit liveoakbank.com/funeral or contact Tim Bridgers the General Manager of Funeral Home Lending at tim.bridgers@liveoakbank.com or 910-685-7446.

Business Insurance

Federated Insurance Cos. is the endorsed TFDA Services, Inc., property/casualty, liability and workers' compensation insurance provider. Federated is recognized as the national leader in partnering with trade association and buying groups and has been endorsed by 29 state funeral directors associations. The company has more than 100 years' experience providing insurance and risk management services to business owners. They currently have 29 representatives in Texas to serve you. Federated offers very competitive rates.

Continuing Education

APEX Continuing Education Solutions is now partnering with TFDA to help you meet your continuing education needs. To qualify for the TFDA partnership, simply go to TFDA.com and click on "Continuing Education" and then on the Apex link. You will be taken to their website where you can sign up for CE hours. TFSC has

approved all the continuing education modules. It is possible to get all 16 hours, including the required hours, through this program. You may study the modules and take the tests online, or order the modules through the website and have them mailed to you. The cost is reasonable and the process user-friendly.

Credit & Debit Card Processing

Authorized Credit Card Systems has no start up fees, no monthly fees, no contracts and no cancellation fees. Their credit card processing rates are very competitive and may be lower than the rates you are paying now. For a quick comparison of rates, or to add a new location or for questions regarding your existing service, please contact Anthony Truitt at (512)659-5592 or anthony@authorizedccs.com.

Final Assistance

Full Circle Care is a unique service will provide your families with the assistance they need to finalize matters such as credit cards, bank accounts, credit bureaus, pensions, social security and much more. They make calls with the family on a three-way conference call. For more information, please call Matt Van Drimmelen, (888) 713-4625, matt@finalassistance.com

Funeral Financing

Stairway Lending is a quick and easy way for your family to secure a loan for funeral expenses. They assist the family in their time of need from a large pool of lending institutions. It is much like a personal loan. The funeral director has no obligation to follow up for payments. For more information, contact Josh Holloway (205) 572-5640 or email jholloway@stairwaylending.com. Website: www.stairwaylending.com

Group Health – Retirement (401k)

Advanced Benefit Solutions offers TFDA members a free confidential evaluation of their employee benefit program. ABS can offer proven cost-saving alternatives and increased benefits. Products include employee retirement programs, group life insurance, long-term disability, dental and group medical insurance. Call Ron Seibel at

(800) 291-2009 or fax (512) 582-9493. Customer service and satisfaction is guaranteed.

Odor Neutralizer

Since its introduction in 2012, NeutrOlene has become a mainstay for use in the rolling stock, prep rooms and common areas of funeral homes across North America, the U.K., Europe and Australia. An earth-friendly chemical neutralizer that eliminates all organic odors, the NeutrOlene family of affordable products are excellent for use in first call removal and transport vehicles, body bags, in refrigeration units and preparation rooms. Neutrolene also is used effectively in hospitals, nursing homes, schools, the sick room, personal vehicles, homes, laundry, gym bags, athletic shoes and more. For information, go to www.neutrolene.com. To order, call 816-589-8729.

Online Newsletters

MultiView produces and provides a weekly email newsletter, Funeral Trends, to the TFDA membership. The information in the newsletter is industry related covering a variety of news stories from across the country. They also sell advertising on the TFDA website. Members have the opportunity to purchase advertisements in the newsletter or on the website. For information on advertising rates, please contact Geoffrey Forneret at (469) 420-2629 or email gforneret@multibriefs.com.

Phone "On Hold" Systems

HEAR HERE "On Hold" Systems offers customized music and message "on hold" service to TFDA and its members. They can help you project your professional image each time you find it necessary to place a caller "on hold" by creating custom productions especially for your business. They are proud to offer their services without any equipment to buy or contracts to sign. You can hear a sample of their service by calling the TFDA office. For more information about this great image enhancing marketing tool, call Vince at (800) 613-3197 or visit them online at www.hearhere.net.



2018 Leadership Conference

July 30 - August 1, 2018

Embassy Suites Hotel

MEMBER SERVICES These services are provided to TFDA members only.

AT&T Discounted Cell Phone Service TFDA members are eligible for a 10 percent discount. This is for personal accounts under users' social security numbers. Business accounts are not eligible. They offer some great specials not available anywhere else. To access the link, you must go to the Members Only portion of the TFDA website and log-in. You may also take your membership card to any AT&T store to verify eligibility.

TFDA Job Bank assists funeral homes, commercial embalming establishments and crematories looking for personnel. Information is posted to the TFDA website for 90 days unless otherwise stated. Using the TFDA job bank significantly increases your applicants and shortens your search time. Licensed funeral directors and embalmers are encouraged to email their resumes to joyce@tfda.com so that potential employers can contact them. Contact the TFDA office at (512) 442-2304 for more information.

Verizon Wireless Service TFDA members (all existing and new customer Verizon accounts) will receive an 8 percent discount off their monthly bill along with discounts of up to 25 percent off all accessories. This discount applies to business accounts and personal accounts. All activation fees will be waived for new services provided, along with early termination fees up to \$350. All agreements will be for a duration of two years. Apple products will not receive discounts. To initiate your account, contact Will Godfrey (832) 349-5106, will.godfrey@cellularsales.com.

El Dorado Motor Group offers TFDA members and their employees the ability to purchase GM vehicles at fleet pricing. El Dorado Motors will sell all eligible vehicles at GM Supplier Pricing as detailed on the manufacturer's invoice. This is truly a "no hassles/no haggle" process. For each vehicle purchased, they will donate \$50 to the Colin Owens Memorial Scholarship Fund. Contact Tom Bresnahan in McKinney, Texas, at (972) 569-0101.

Funeral Service Credit Union, located in Springfield, Illinois, is a state-chartered credit union established in 1983 that provides financial services to funeral service professionals, their employees and immediate families. This credit union is endorsed by NFDA, many other national funeral service organizations and state funeral directors associations. They offer many services and very competitive rates. For more information, visit www.fscunet.org or call toll-free (866) 701-3728 or (217) 546-5480.

Music Licensing TFDA members are eligible for the same low rate for music licensing as is available to NFDA members. NFDA allows members of the state associations to receive a discounted music license. The 2017 music license is \$246. This is a considerable discount over the price you would pay to become licensed directly with each agency (ASCAP, BMI and SESAC). For a copy of the 2017 NFDA music license renewal form, go to www.tfda.com and click on "Helpful Forms." Failure to obtain an annual license may result in substantial fines.



Like

Texas Funeral Directors Association

One More Way to Get All the Information You Need.

TFDA Services, Inc.

Executive Officers



PRESIDENT
D. Michael Land
Hurst
michael@forestridge-fh.com



VICE PRESIDENT
Zach Carnley, CFSP
Burlison
zach@familyowned.net



SECRETARY TREASURER
Charlotte Chism
Waldrum, CFSP
Irving
char1chism@aol.com

Directors



Larry Don Graves
Huntsville
larry@shmfh.com



Tracy A. Lane
Pineland
lane6583@yahoo.com



Jeffrey Nobles
Navasota
noblesjeff@yahoo.com



Dick Owens
Wolfe City
rowenswc@yahoo.com



Larry Payne, CFSP
West
lwpayne@aderholdfuneralhome.com



Gary Lee Westerman, CFSP
Irving
gwesterman@brownmem.com

INDEX TO ADVERTISERS

AccuCare Mortuary Service **41**
 American Crematory
 Equipment Co. **24**
 American Forensics **19**
 ASD Inc. **17**
 Austin Mortuary Service, LLC **40**
 B-Mobile Inc **18**
 C & J Financial, LLC **35**
 Capital Mortuary Services **39**
 Commonwealth Institute
 of Funeral Service **11**
 Doric Texas **27**
 Express Funeral Funding **13**
 Funeral Directors Life **7**
 Funeral Service Credit Union **15**
 Kirk Mortuary Service of Houston **31**
 Lamcraft **39**
 Legacy Funeral Group **21**
 Matthews Int'l Casket Division **28**
 Metro Mortuary & Crematory **45**
 Metropolitan Funeral Service **23**
 Miller & Sons **27, 40**
 Monarch Resources **32**
 Olinger Mortuary Service **36**
 Pierce Colleges **25**
 Security National
 Financial Corporation **10**
 Shields Southeast Sales Inc. **BC**
 Sich Casket Company Ltd. **9**
 Southwest
 Professional Vehicles, Inc. **37**
 Texas Mortuary Service **33**
 Texas Service Life **IFC**
 The Bancorp **38**
 The Dodge Co. **33**
 Twin Wood Mortuary **5**
 Vaughan Specialty Auto **29**
 Victoria Mortuary Services **34**
 Wilbert Funeral Services **IBC**

2018 TFDA CALENDAR OF EVENTS

June 10-13 19	TFDA Convention	Galveston
	Texas Funeral Service Commission	Austin
July 8-11 30 – August 1	NFDA Leadership Conference	Asheville, NC
	TFDA Leadership Conference	Amarillo
September 11 30 – October 2	Texas Funeral Service Commission	Austin
	Emerging Leaders University	Austin
October 14-17 23 24	NFDA Convention	Salt Lake City
	TFDA Services, Inc.	Austin
	TFDA Board Meeting	Austin
December 11	Texas Funeral Service Commission	Austin



- On Site Crematory • First Calls • Embalming
- Ship-out Service • Transportation
- Licensed Personnel • Member of TFDA

Serving the Dallas-Fort Worth Area
 Independently Owned and Operated

855-530-6900

972-530-6800 Fax 972-530-6812

**“QUALITY SERVICE WITH
 PROFESSIONAL REPRESENTATION”**

6804 Highway 78 Sachse, Texas 75048

BARBARA BUSH



Two days after releasing a statement that Barbara Bush, wife of the 41st president and mother of the 43rd, had “decided not to seek additional medical treatment and will instead focus on comfort care,” Mrs. Bush passed away. She was 92. And she left this earth on her own terms—at her Hous-

ton home holding the hand of her husband of 73 years.

They had reached the 73-year milestone in January, making them the longest married couple in presidential history.

She was celebrated at a private funeral service that began at St.

Martin’s Episcopal Church in Houston, her spiritual home for more than 50 years. Attending the service were 1,500 invited guests that ranged from high profile former presidents to celebrities to the owners of a pizza shop where she loved to dine.

The day before the funeral, more than 6,000 visited the church for a public viewing, with many women paying tribute by wearing the first lady’s favorite color, blue, and pearl necklaces.

She was buried at her hus-

band’s presidential library on the Texas A&M University campus in College Station. She is buried next to Robin, her daughter who died in 1953 at the age of 3 from leukemia. They are in a gated plot surrounded by trees along a creek.

“I want to be known as a wife, a mother, a grandmother,” she wrote in 1988. “That’s what I am. And I’d like to be known as someone who really cared about people and worked very, very hard to make America more literate.”

Strength and Style. *That's the Wilbert Way.*



Structurally sound and beautifully designed, Wilbert sets the standard for lined and sealed burial vaults. Constructed of high strength concrete and reinforced with a plastic liner, a Wilbert vault helps protect the casket and its contents from ground contaminants entering the gravesite and from immense overhead weight. Along with a wide range of colors and materials, many Wilbert models are designed to allow for a personalized vault cover for display during the ceremony.

Families can capture a cherished memory or highlight a loved one's spirit, passion and personality for a meaningful tribute that will be admired and appreciated by all who attend the service at the cemetery.

Who says a vault can't be strong and stylish?
That's the Wilbert Way.

Abilene	972-291-7854
Amarillo.....	806-372-6178
Baumont.....	800-737-2792
Corpus Christi	800-522-8589
Fredericksburg	800-460-2122
Grapevine.....	817-481-3577
Harlingen.....	800-460-3999
Houston	800-874-5642
Jarrell.....	512-746-5500
Lubbock.....	800-692-4266
Midland.....	432-553-5242
San Antonio.....	800-460-2122



Wilbert



SHIELDS
PROFESSIONAL VEHICLES

MYHEARSE.COM

FINALLY

A COACH BIG ENOUGH FOR TEXAS



Master Coach

CALL TODAY FOR FULL DETAILS

BLAINE SMITH
214-519-1457 (CELL)
BLAINEHSMITH@YAHOO.COM

