

The WCCA Reporter

A Wisconsin Cemetery & Cremation Association Publication



The President's Point

Are you ready?!?!?!?

Your office manager does not show up for work on Monday and you find out they quit for another job. Did I mention that when your office manager left somehow all of your passwords changed and you are not able to get into your computer files. Or the scenario of your office manager slipping on ice, hitting their head and having to be put in a drug induced coma and then when they come out of the coma they are not able to function to do their job in any capacity. Or the tanker that is in an accident near your front entrance and your office is in the mandatory evacuation area. Oh, by the way, the chemical cleanup will take at least two weeks and you will not be able to access your office during that time.

So this does not apply to you because you do not have an office manager or you are much bigger and have many people in the office to take over. What about your sexton/superintendent/caretaker? What happens if they do not show up for work tomorrow? Oh, what takes place if something happens to you and you are not able to do your job? (Of course I know, nobody else can do your job and you are irreplaceable.)

Preparation not paranoia.

Prepare a list of office procedures, "How To's", for each position. Or ask people for a "how to" list as to a specific task. Maybe it starts as just a simple check list of what needs to be done each month. This checklist will be good for them and you, and in many cases there may already be a list that has been created.

Some employees may become paranoid when asked to make a list, reassure them that this is not personal it is just a good business practice and is for the position and not directed at them personally. Then in time you maybe ask for more detail for one of the items on the list, requesting a procedure to be listed step by step. In time you want more than a list of what has to be done, you will want a list of how to do it.

The first step by step list I did was payroll. I can now do payroll anytime even at the end of the month. (OK, full disclosure, I can only do it by following the step by step directions my office manager has.) I do not have to worry about when my office manager wants off.

Your office burns down over night. Does somebody always take a thumb drive or laptop off site each night that has records on it? Do you have a box of your office forms stored somewhere off site that you can use in the short term? (A box in your basement.) Is everything backed up to the cloud or another firm?

Continued on next page-

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Publisher

Bill Hoffmann

Graceland Cemetery

Start small but keep adding. Do not be overwhelmed and try to take every task that is done each day. Take on one task at a time.

Ensure that your records are stored properly and office procedures are written out.

Preparation not paranoia.

Happy Easter,

Frank



Get Ready For The WCCA Conference in Green Bay!! June 13, 14 & 15



ROCKGARDEN
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The Rock Garden Conference Center is near Lambeau Field, and has been awarded with a “Best of the Bay” award for hotels. They are consistently rated among the best of Comfort Suites having built a reputation for outstanding service.



Things To Do While in Green Bay...

- Lambeau Field and the new Title town district.
- Bay Beach Amusement Park
- National Railroad Museum
- Green Bay Botanical Garden
- Bay Beach Wildlife Sanctuary
- The New Zoo and Adventure Park
- Title town Brewing Co.
- Captains Walk Winery
- Heritage Hill Historical Park
- LedgeStone Vineyards.

So far the list of speakers includes:

- **Erick Cauldwell** of Aon Global Risk Consulting who will talk about OSHA
- **Todd Mannix** of Cooperative Funeral Fund who will talk about cemetery finances
- **Michael Sharkey** Attorney at CVMM will talk about liability issues .
- **Tim Hoven** of Hoven Consulting will talk about political landscape and how it affects our business.

...And more!

Joint Ownership Lawsuit Update

By Glen Porter

On January 11, 2018, the Wisconsin Supreme Court agreed to hear arguments regarding the Joint Ownership Lawsuit. As of the writing of this article, the Wisconsin Institute of Law and Liberty (WILL) have submitted their written arguments and we are awaiting the written response from the State. Following that, the Wisconsin Institute of Law and Liberty will submit a written rebuttal.

Oral Arguments before the Supreme Court have been scheduled for Thursday April 19, 2018. A decision from the Supreme Court is expected in Late Summer 2018.

As a reminder, this case was originally filed in August 2014. It has been a long trek. We have been assigned to 5 different Circuit Court Judges. The 1st retired before hearing the case, the 2nd Judge recused herself because she had worked for the Wisconsin Department of Justice and was aware with our case from that job, we asked for the 3rd to be substituted and the 4th had a heart attack and did not hear cases for many months until his health was better. We have now been notified that a 5th Circuit Court Judge was appointed because of a scheduled "rotation" of Judges that commonly takes place.

On June 20, 2016, Judge Patrick C. Haughey (Judge #4) granted Summary Judgement to the State. As a result no actual testimony was heard on the Joint Ownership issue. We appealed the decision to the Wisconsin Court of Appeals, District III. The Court of Appeals found in favor of the State on August 29, 2017. We then filed an appeal to the State Supreme Court on September 28, 2017.

If we are successful at the Supreme Court, the case will be returned to the Circuit Court for a trial.

We hope to have an update available at our 2018 Annual Meeting on June 13-14-15 in Green Bay. I look forward to seeing you there.

Foundation Partners Group Expands it's Wisconsin Footprint.



Foundation Partners Group, a newcomer to the death care industry is increasing it's Wisconsin footprint, by purchasing Cesarz, Charapata and Zinnecker Funeral Home located in Waukesha, WI.

Currently Foundations has four other Wisconsin funeral homes; Nitardy Funeral Homes in Whitewater and Fort Atkinson and Cambridge, and Schneider-Michaelis Funeral Home in Jefferson. Foundations was founded in 2010, and since its founding it has grown to have operations in 17 states and over 80 locations.



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CONFERENCE REGISTRATION

Annual Conference: June 13 – 14 - 15, 2018

Comfort Suites – Green Bay www.comfortsuitesgb.com

REGISTRATION INFORMATION:

Supplier Registration should be completed with the Supplier Registration Form
****YOU DO NOT HAVE TO BE A MEMBER TO ATTEND. MEMBERSHIP IS STRONGLY ENCOURAGED****

REGISTRANT NAME and TITLE:

ADDITIONAL REGISTRANT NAME(s) and TITLE(s):

BUSINESS NAME:

ADDRESS:

CITY: State: Zip Code:

PHONE: Email:

**No registration will be accepted without payment *No refunds after May 27, 2018.*

ARE YOU BRINGING A SILENT AUCTION ITEM?: YES NO I cannot attend but would like to donate to the auction.

EARLY BIRD REGISTRATION FEES:

****Early Bird Deadline is May 15, 2018****

*WCCA Conference Only

(Covers sessions, Cocktail Hours and Meals):
 \$175.00 Per Person x Person(s) = \$ 0.00

* WCCA Annual Conference **PLUS**
 Cemetery Management Course

(Conf. is discounted):
 240.00 Per Person x Person(s) = \$ 0.00

*Cemetery Management Course Only:

\$125.00 Per Person x Person(s) = \$ 0.00

*Golf Outing (Includes Green Fees and Cart):

\$85.00 Per Person x Person(s) = \$ 0.00

*Dinner Guest (Dinner & Cocktails on Wed. & Thurs.):

\$60 Per Person x Person(s) = \$ 0.00

OVERALL TOTAL: \$ 0.00

FULL REGISTRATION FEE

****AFTER MAY 15, 2018****

*WCCA Conference Only

(Covers sessions, Cocktail Hours and Meals):
 \$195.00 Per Person x Person(s) = \$ 0.00

* WCCA Annual Conference **PLUS**
 Cemetery Management Course

(Conf. is discounted):
 \$260.00 Per Person x Person(s) = \$ 0.00

*Cemetery Management Course Only:

\$125.00 Per Person x Person(s) = \$ 0.00

*Golf Outing (Includes Green Fees and Cart):

\$85.00 Per Person x Person(s) = \$ 0.00

*Dinner Guest (Dinner & Cocktails on Wed. & Thurs.):

\$80 Per Person x Person(s) = \$ 0.00

OVERALL TOTAL: \$ 0.00

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Double Queen and King suite rooms	\$82.00 per night + taxes/fees	Available rooms are limited in number
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WISCONSIN CEMETERY & CREMATION ASSOCIATION SUPPLIER REGISTRATION

Annual Conference: June 13 - 14 - 15, 2018

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SUPPLIER INFORMATION:

SUPPLIER NAME and TITLE:

ADDITIONAL SUPPLIER NAME(s) and TITLE(s):

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CITY:

State:

Zip Code:

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Email:

**No registration will be accepted without payment *No refunds after May 22, 2018.*

CONFERENCE SPONSORSHIPS:

ARE YOU BRINGING A SILENT AUCTION ITEM?:

YES

NO

I cannot attend, but will donate an item for the Auction

**All or part of a specific event may be sponsored. We will gladly combine your donation with another sponsor.*

**All sponsorship will be recognized from the lectern and with appropriate signage.*

Cemetery Management Event	\$ 850.00
Wednesday Evening Cocktail Hour	\$ 1,150.00
Thursday Morning Break	\$ 550.00
Thursday Lunch	\$ 750.00
Thursday Afternoon Break	\$ 550.00
Thursday Evening Cocktail Hour	\$ 1,150.00
Friday Break	\$ 550.00
TOTAL: \$	

CONFERENCE FEES:

*NOTE: You must be a member to participate.
For information on becoming a member, contact WCCA.

www.wiscemeteries.org

SUPPLIER PACKAGE RATE (Includes 6' tabletop, registration, introduction, interaction times, cocktails & meals for 2 Representatives.)	\$ 365.00
EACH ADDITIONAL REPRESENTATIVE (OVER 2)	\$ 145.00
GOLF OUTING	\$ 85.00
WED. & THURS. ADDITIONAL DINNER(s)/COCKTAIL(s) Over 2 -IF PAID BEFORE MAY 15.	\$ 60.00
WED. & THURS. ADD. DINNER(s)/ COCKTAILS Over 2 - AFTER MAY 15.	\$ 80.00
TOTAL: \$	

OVERALL TOTAL ENCLOSED: \$ _____

RETURN THIS FORM WITH CHECK PAYABLE TO:

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FEES DUE BY: MAY 15, 2018

**No registration will be accepted without payment*

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My Brush with Hollywood...

By Bill Hoffmann

Graceland Cemetery in Milwaukee is soon to be in a locally made and produced Feature Film. The name of the movie is "Give Me Liberty" and the project is the brainchild of Alice Austin and Kirill Mikhanovsky of GML Productions. Also involved is Michael Manasseri of Flux Capacitor Studios in Detroit.



Initially I had received a call from Drew Kopmeier, a production manager who asked me if they might be able to use our cemetery to shoot a scene for an upcoming feature film. At first, I was very reluctant to make any sort of decision without having a lot more information. After some discussion over the phone, we arranged a meeting between myself, Drew, Alice and Michael. In the meeting I learned more about the project along with more about the individuals. I quickly learned that these folks were serious film makers and writers with legitimate ties to people in the film making industry. While this is a low-budget project, it is non-the-less a project that these folks fully intend to get to a theater near you!

Once I confirmed the legitimacy of the group, learned of the specific scene to be shot in our cemetery and all of the logistics around it, I was hard pressed to find a reason to say no. After all, how often is it that you can see your cemetery on the big screen, and have its name mentioned in the closing credits, AND be a part of a growing effort to bring film making to Milwaukee. OK... it's a small part to be sure, but a part none the less.

The movie is considered a "Dark Comedy" and deals with a young man who drives for a wheel chair van service. Through a series of mishaps, he ends up with a group of senior citizens that are Russian immigrants and they along with a young lady in a wheel chair all end up at the cemetery for a funeral. It is an

unlikely group of individuals thrown together by chance who have little in common.

In cooperating with this project, some of the considerations were;

How might this impact families visiting their loved one's graves?

Are family's names on monuments going to be visible?

What re the potential risks and liabilities for the cemetery?

How much time will the filming require?

With all of these questions answered to my satisfaction, we agreed to participate in the project. As we began the planning, an unexpected development occurred. Two of our grounds keeping staff were to be used in the scene. As you can imagine, there was a lot of excitement for the two individuals involved. As I am writing this, the shoot has not yet occurred but will occur in just a few days. We are looking forward to doing something unique, unusual and fun. Not at all typical for a day in the life of cemeterian.

Help Wanted!!

The WCCA Reporter needs help. If you would have an interest in helping produce a quarterly newsletter that is distributed to our membership I would love to talk to you. There are a number of areas where help is needed, whether it be talking to vendors about advertising, writing articles, or just production, I can find a spot for your assistance. Interested individuals should contact Bill Hoffmann at 414-727-3050 or wjh@gracelandcemeterywi.com.

You can't judge a book....

By Bill Hoffmann

One of the Family Service Counselors on our staff told me this story and I have never forgotten it. I think there is a valuable lesson here for sales staff and probably the rest of us too.

The Sales Counselor who we will call Judy, had wanted to buy a Pandora Charm bracelet. For those not familiar with Pandora, it is a very popular brand of charm bracelet, the charms and bracelets being either sterling silver or gold, with an ever growing selection of collectible charms. Individually, the charms run from relatively inexpensive, to very expensive if they are gold.

So Judy went to a Pandora store at the mall, and had the intention of buying a complete Pandora bracelet. (Not at all typical, usually bracelets are filled with charms over time, charms being bought one or two at a time.)



The clerk at the Pandora store told Judy, "Well, we don't sell them that way..." Judy then responds by asking, "Why not?" (A pretty good question, right?) So the clerk, seeming not to really know how to answer says... "Well it would be really expensive..." Judy, now is feeling a little insulted and slightly frustrated. Judy then says... "So in other words, you don't think I could afford it?" The clerk now realizes that she has really stepped in it and doesn't know how to respond. Judy, then says to the clerk, "I came in here prepared to spend a lot of money that I have worked hard for. However, I have just changed my mind and I think I'll hang on to my money as I don't need the bracelet," and Judy leaves with making a purchase.

How often do we look and people who are coming in to do business with us, and we make a value judgement regarding the individual based upon appearances? Appearances can often be very deceiving and if we sell down to a person because we *think* they could not afford higher priced goods and services, we are doing the both the customer and our employer a great dis-service. Every customer that walks through your door deserves to know the complete range of your goods and services. It's all about allowing them to make an informed choice. When you fail to provide the customer with all the information that they need, you are essentially make choices for them. Want to increase sales? Slow down, invest the time in each customer to be complete and thorough in your presentation and never pre-judge what they may or may not be able to afford.





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Please Contribute to the WCCA Conduit

The 2018 general election is already on the horizon. As election season draws closer, please consider contributing to the Wisconsin Cemetery and Cremation Association Conduit (WCCAC)

Campaign contributions are an important part of legislative advocacy. They can help elect candidates who support the Wisconsin Cemetery and Cremation Association's legislative agenda. They also help increase access to lawmakers and give WCCA a stronger voice on healthcare policies. In short, political contributions can make a difference.

As you may know, WCCAC is our political giving program that allows members to engage in the political process and advocate for responsible regulation of Wisconsin's cemetery industry. This program is designed to strengthen our relationship with state lawmakers and maximize WCCA's policy influence.

Through WCCAC, the association collects voluntary contributions from members. Contributing members then specify which candidate or candidates the association will send their contributions to.

In order to maximize our political efforts, we need widespread participation that spans the entire WCCA membership base. That's why it's vital for you to make a contribution to WCCAC

For more information on the WCCAC, please contact the conduit coordinator, Glen Porter at eg-porter@highlandmemorial.com.

Please get involved in the 2018 Wisconsin general election process by contributing to WCCA's conduit fund. Remember, do so will help give WCCA a stronger voice and increase access to lawmakers. Thank you for your support!

Legislature Passes Wetlands Bill

In February, the legislature passed a bill to ease restrictions on developing certain classification of wetlands. The legislation, which will soon be signed into law, may make previously off-limits land available for use in Wisconsin cemeteries.

The bill, Assembly Bill 547, was authored by Representative Jim Steineke (R – Kaukauna) and Senator Roger Roth (R – Appleton) in order to address concerns they heard from businesses and developers in their districts.

Under previous law, a person had to obtain an individual wetland permit in order to discharge dredged material or fill material into state wetlands. The bill, as passed by both houses of the legislature, streamlines the process to allow for a number of exemptions from permitting. The bill states a permit is not required if:

A discharge into a state wetland occurs in an urban area, the discharge does not affect more than one acre of wetland per parcel, the discharge does affect a rare and high quality wetland, and the development related to the discharge is done in compliance with storm water management zoning ordinances. An urban area means an incorporated area, an area within one-half mile of an incorporated area, or an area in a town served by a sewage system.



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A discharge into a state wetland occurs outside an urban area, the discharge does not affect more than three acres of wetland per parcel, does not affect a rare and high quality wetland, and the development related to the discharge is a structure with an agricultural purpose.

The wetland is an "artificial wetland." An "artificial wetland" is defined as a landscape feature where hydrophitic vegetation may be present as a result of human modification to the landscape or for which the DNR has no evidence showing prior wetland or stream history before August 1, 1991. However, the bill clarifies this definition excludes wetlands that serve as a fish spawning area or a passage to a fish spawning area as well as wetlands created as a result of a mitigation program.

However, the bill does require an individual to prove one of the exemption applies before beginning a project. It states that if a person is going to begin a project that may affect a wetland to which the exemptions apply, the person must contact the DNR at least 15 days in advance. The person must provide either a statement by a professional who is qualified to give an opinion or who has investigated the wetland, or provide a wetland delineation prepared by a qualified professional showing the exact location and boundaries of the wetland.

The bill allows the DNR to require additional information to determine if an exemption applies, and only allows a project to begin once the DNR has notified the person that an exemption does apply.

The DNR can make the determination that an exemption does not apply only if one the following conditions occur:

(Continued on page 9)

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The eligibility requirements for the exemption are not met.

The location and boundaries of the wetland delineation are not accurate.

For artificial wetlands only, the DNR determines the landscape feature is ensuring downstream property does not flood or is significantly improving water quality of a connected body of water.

There is a distinct possibility the passage of Assembly Bill 547 may open up land for additional use in cemeteries across the state.

For more information on the legislation please follow [this link](https://docs.legis.wisconsin.gov/2017/related/lcamendmemo/ab547.pdf) (<https://docs.legis.wisconsin.gov/2017/related/lcamendmemo/ab547.pdf>). Please know the bill passed with Assembly Amendment 3 and all the stipulations required under the amendment, as described in the linked memo, are now law.

Additionally, if you have any questions, please do not hesitate to contact WCCA's government affairs team, **Erik Kanter and Tim Hoven, at (608) 310-8833.**

Press Release

Carrier Mausoleums Construction, USA Inc. Acquires Mork Mausoleum Construction, Inc.

Portland, OR – Carrier Mausoleums Construction, USA, Inc. (CMC) has acquired Mork Mausoleum Construction, Inc., based in Waukesha, WI, effective immediately.

Both Mork Mausoleum and Carrier Mausoleums Construction USA Inc. we're started in 1984 and share common values and a passion for quality work and service. The acquisition of Mork by CMC will solidify the company's footprint in the Midwest while providing existing Mork customers with an increased product offering that will now include glass front niches, exterior columbarium, bronze, cremation equipment as well as funeral home and industrial construction.

Mork's leadership team composed of Jim, Mike and Barbara will remain with CMC and help grow the Midwest business. "We are truly excited about Mork and their quality staff joining CMC as we keep expanding and better servicing our clients" said Louis-Philippe Carrier, President of CMC.

* Editor's note; Jim and Barb Mork of Mork Mausoleum have been tremendous supporters of the WCCA over the past number of years. We greatly appreciate all the support that they have provided and we look forward to developing a relationship with Carrier Mausoleums.



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Wilbert GRANITE CHOICES also include personal columbaria, private mausoleums, pedestals, benches and statuary. We can even design custom gardens with the right products and features to yield results.



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(b) Resell any casket or other container that has been used for cremating human remains.

History: 2005 a. 31.

It's The Law by Frank Groh

What is the legal way to dispose of Cremated Remains?

So you decide to develop a scattering garden and you have a beautiful layout. A family brings the remains from out of state. As the ceremony goes the family starts to spread the remains and out come some noticeable finger bones and larger chunks of bone particles. Now what? (The state that the cremated remains came from did not have a particle size requirement.) True story.

440.80(2)(a)&(b) covers it. The law says what is legal, not what is illegal.

(a) Placing the remains in a grave, niche, or crypt.

(b) Disposing of the remains in any other lawful manner, but only if the remains are reduced to a particle size of one-eighth inch or less.

It is not what we as Cemeterians want but this is it. The statute is too vague. I do not have an explanation for "any other lawful manner". That phrase leaves the door wide open.

Dumping on private land without permission would be trespassing. There may be a local/county ordinance that covers illegal dumping.

Dumping in lakes, waterways and state land is controlled by the DNR and to my knowledge is illegal.

440.80 Disposition of cremated remains.

(1) RESPONSIBLE PARTY.

(a) Except as provided in par. (b), the person directing the cremation is responsible for determining the manner in which cremated remains are disposed.

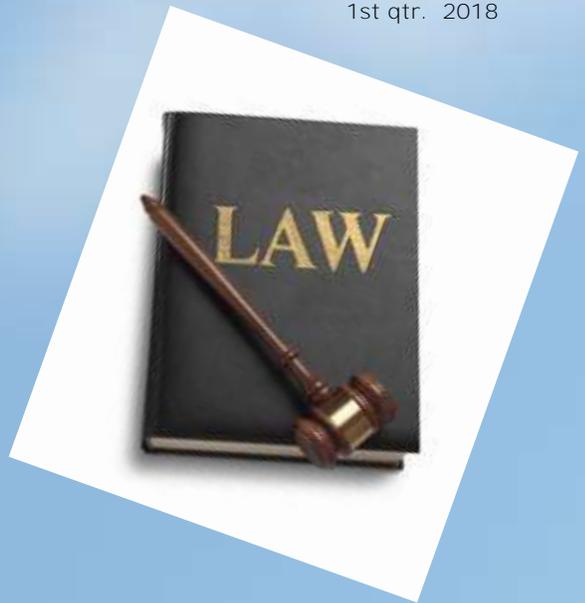
(b) If the person directing the cremation fails to determine the manner in which cremated remains are disposed, the crematory authority shall, no sooner than 30 days after cremation, deliver the cremated remains to the person who delivered the human remains to the crematory authority for cremation or the funeral establishment or other business entity with which that person is affiliated, neither of which may refuse to accept the cremated remains. No sooner than 60 days after the cremated remains are delivered under this paragraph, the person to whom they are delivered may determine the manner in which the cremated remains are disposed and shall make a written record of any determination that is made.

(c) The person directing the cremation or the decedent's estate, or both, are liable for all reasonable expenses incurred in delivering and disposing of cremated remains under par. (b).

(2) MANNER OF DISPOSITION. A person may dispose of cremated remains only in one of the following manners:

(a) Placing the remains in a grave, niche, or crypt.

(b) Disposing of the remains in any other lawful manner, but only if the remains are reduced to a particle size of one-eighth inch or less.



Continued on page 13

(3) **COMMINGLING.** Without the prior written consent of each person directing the cremation, no person may place cremated remains of more than one individual in the same container.

(4) **PROHIBITED SALES.** A crematory authority may not do any of the following:

(a) Sell any material or device, including a prosthetic or medical device of a decedent, that is obtained from cremating the human remains of the decedent.

(b) Resell any casket or other container that has been used for cremating human remains.

History: 2005 a. 31.

This is only an opinion and not legal advice. Contact an attorney for legal advice.



Chinese Culture and Tradition: A Perspective on Death & Dying

Kelly Pretty, Pinelawn Memorial Park, Milwaukee

A traditional Chinese American family walks into your cemetery office on a Friday morning looking to make arrangements for their father who has recently passed away. The family service counselors have not previously assisted a Chinese family and are so unfamiliar with their culture and tradition that they feel overwhelmed. You rummage through your desk drawer looking for your notes on Chinese burial and cannot find them. Look no further as this article will refresh your memory and assist your counselors in gaining a competitive advantage when working with Chinese families.

When addressing a Chinese family, it is important to note their hierarchy. The eldest, often a male, is the decision maker for the whole family. He is going to decide how elaborate the funeral and burial of the deceased will be. As an elder and spokesman, he will anticipate meeting the owner, manager, or executive in charge at the cemetery. It is often customary for the boss to address the elder and his family by entering the room with a wooden tray stocked with candies, cookies, and water; offering sincere condolences. The cemetery boss must bow to the family before walking out of the room. This shows respect for the family and the commitment the cemetery staff has made to serve them.

Once a mutual respect is established between the cemetery boss and the Chinese elder and their family, the actual arrangements for the deceased should go smoothly with a basic understanding of the traditions important to them. These are listed as follows:

Floral Arrangements: Flowers are the ultimate symbol of Chinese mourning and are elaborately designed in a standing fashion adorned with ribbons indicating who they are from. Each floral arrangement is \$400.00 plus.

Banners: Each banner seen at a Chinese funeral and/or burial is customized for each family and may say something about the deceased and offering he/she luck in the After Life.

Burning Products: Paper miniatures of items the deceased will need in the Afterlife such as a house, car, beer, cell phones, cigarettes, and cocktails. These are placed around the casket and the surrounding floor at the funeral and in barrels at the cemetery where the actual burning takes place.

Security Blankets: These blankets keep the deceased comfortable and are a symbol of respect

Packing for the Other World Items: A change of clothing is placed under the casket for use in the After Life

Funeral Dress Code: The mourning color in China is white, but in the United States it is typically black

Picture Car: Photo of deceased is placed on a Cadillac car or equivalent;

Funeral Line Up: 10 Piece Marching Band, Picture Car, Hearse, Limos, and Everyone Else. The entire procession goes past the house of the decedent

Actual Funeral: When funeral attendees pass the casket, they will bow to the deceased and their family. Family members and close friends will participate in a group blanketing where they blanket the deceased with many blankets from the waist down.

Lycee: Often a red envelope with a dollar or small monetary amount to offer good luck to those attending the funeral

Ching Ming: A cemetery event taking places in April each year to honor all deceased persons; food is taken for the deceased and graves are cleaned and decorated

Ching Yeung: A cemetery event taking place in October each year to reflect on all those who have departed

Lycee

Floral Arrangement



Matthews International Press Release

Matthews International Announces Acquisition of Star Granite & Bronze

PITTSBURGH, PA- Matthews International Corporation today announced that the company has acquired Star Granite and Bronze, based in Elberton, Georgia for \$41.2 million, subject to a working capital adjustment and potential contingent consideration and distributor of granite and other memorialization products to cemeteries and other customers across the United States. In the year ended December 31, 2017, Star's revenues were approximately \$31.3 million and the company has approximately 200 employees.

Matthews plans to integrate Star within its Matthews Cemetery Products business, part of its Memorialization Segment, a leading total solutions provider to the funeral and cemetery industries. Matthews and Star share established traditions of providing customer with the highest quality products and superior customer service. Merging the capabilities of these two companies will bring together their best products, programs and service to better serve their customers. Benefits will include immediate access to a larger pool of granite inventory, future access to expanded granite product offerings, more timely and efficient delivery service for its granite product lines, expanded state-of-the-art technology solutions, broader access to the widest variety of granite cremation solutions available, including best-in-class cremation garden capabilities, and enhanced granite marketing programs designed to help customers grow their businesses.

"We are pleased to welcome Star to the Matthews family", said Steve Gackenbach, Group President, Matthews Memorialization. "The joining of our two companies is a continuation of our vision to be the premier full line supplier to the death care industry, further strengthening both companies' capabilities to serve our customer, especially pertaining to the overall granite offering. We're committed to providing seamless service as we integrate the companies' capabilities, offering an expanded suite of best-in-class products and solutions to help our customer meet the memorialization needs of today's families."

"The Star team and members of the Adams family are excited to join Matthews Cemetery Products, as we know this partnership means both companies will now gain enhanced benefits while continuing to receive the exceptional quality and service they have come to expect from Star and Matthews," commented Rusty Adams. The partnership with Matthews is a great fit for our customers and employees."

Matthews International Corporation

Matthews International Corporation is a global provider of brand solutions, memorialization products and industrial technologies. The SGK Brand Solutions segment is a leader in providing brand development, deployment and delivery services that help build our clients' brands and consumers' desire for them. The memorialization segment is a leading provider of memorialization products, including memorials, caskets and cremation equipment, primarily to cemetery and funeral home customers that help families' mover from grief to remembrance. The Industrial Technologies segment designs, manufactures and distributes marking coding and industrial automation technologies and solutions. We have approximately 11,000 employees in more than 25 countries on six continents that are committed to delivering the highest quality product and services.

Star Granite & Bronze

Star Granite & Bronze, a family owned company based in Elberton, Georgia is a full service manufacturer of memorialization products. Star owns its own state-of-the-art facilities and has developed a comprehensive line fo products which includes bases for bronze memorials, grass markers, slants,

Continued next page

bevels, upright monuments, memorial benches, columbaria, as well as cemetery features and private mausoleums.

Any forward looking-statements contained in this release are included pursuant to the “safe-harbor” provision of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements involve known and unknown risks and uncertainties that may cause the Company’s actual results in future periods to be materially different from management’s expectations. Although the Company believes that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove correct. Factors that could cause the Company’s result to differ materially from the results discussed in such forward-looking statements principally include changes in economic conditions, competitive environment, death rate, foreign currency exchange rates, technological factors beyond the Company’s control and other factor described in the Company’s Annual Report on Form 10-K and other periodic filings with the U.S. Securities and Exchange Commission.

No more burials at Arlington in 25 years? Famed cemetery is running out of space

Officials say expansion projects won't be enough, and new burial eligibility rules for veterans may be needed.

By: Claire Barrett

That has prompted discussions of eligibility for burial at the site. Currently, most honorably discharged veterans can request Arlington Cemetery as their final resting place. Proposals under consideration by the service could restrict that to only troops killed in the line of duty and certain distinguished veterans, like Medal of Honor or Purple Heart recipients.

Veterans groups told lawmakers during a House Armed Services Committee hearing on **the topic Thursday that they’re not in favor of such moves.**



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