



# 2023 Post-Convention Directory



143<sup>RD</sup> OFDA CONVENTION and EXHIBITION

# THANK YOU!



*Eternity's  
Touch™*



Service Corporation  
International



CINCINNATI EQUITABLE LIFE  
INSURANCE COMPANY  
*Our Family Serving Your Family*



FUNERAL  
DIRECTORS  
LIFE



Physicians  
Mutual®



PRECOA



TRIBUTE  
TECHNOLOGY



UBS



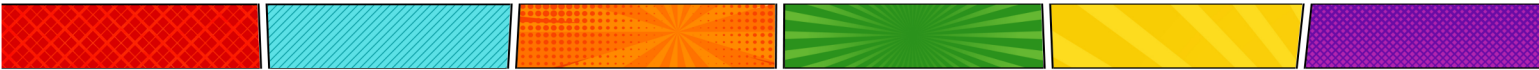
# ...for supporting funeral service.



KARPUS, SCOTT & COMPANY, P.C.



Batesville Casket Company | Eterneva, Inc.  
 Global Atlantic Financial Group | Inman Shipping  
 Legacy.com | Mortuary Lift Company, Inc. | OneRoom



# Extraordinary

*Service, Products & People*

## Doric Vault Dealers

**Providing Quality Products Since 1955**

+1 (877) 670-1919  
 info@eternitystouch.com  
 www.eternitystouch.com

*Eternity's*  
 Touch™



### Work With Us In **5** Easy Steps



1. Scan Prints



2. Receive a Secure PIN



3. Give PIN to Family



4. Family Orders Online



5. You Get Compensated

## CE CERTIFICATE

If you have not received your CE certificate at the email address in the OFDA database, please contact OFDA. Error or discrepancy question? Please email the following information to [amyb@ofdaonline.org](mailto:amyb@ofdaonline.org):

- Full Name
- Badge ID Number (if known)
- Dates Attended
- Session Date, Title and Time of error/discrepancy

*OFDA must be notified by August 5, 2023 of any errors. CE corrections will not be made after this date.*



## TRIP FOR TWO WINNER!



**DOMINICAN  
 REPUBLIC**

**2024 OFDA AEC**  
 Eric McCarter,  
 Auble Funeral Home,  
 Orville







# THANK YOU...

Thank you to each of you for your involvement in our 143rd OFDA Convention and Exhibition! To spend a whole year planning, budgeting, inviting, emailing, creating, organizing, and finally.... executing this event is exhilarating! Until this convention, I had limited experience planning this event but have attended for almost 50 years - my parents brought me as a little boy to do "trick or treating in April."

Yes, funeral service was in my blood from an early age, and as soon as I got my driver's license, I couldn't wait to work at the funeral home. Many of you are in the same shoes. We love funeral service and have a passion to serve others during difficult times in their lives. Regardless of where we work or who we work with, compassionate service drives us. Not only is this true of our profession, but it is true with our staff and our awesome Convention Workgroup. They are all remarkable people to work with, and I am forever grateful for their service to our members.

I truly appreciate everyone who attended, learned, engaged, and supported our event. We had numerous partners become first time sponsors or increase their sponsorship levels. We had incredible attendance, which was unexpected given that 2023 marked a new continuing education compliance period. We experienced standing room only for many of the educational sessions. Your Convention Workgroup recently met to offer solutions for next year. Please continue the support and momentum of the OFDA Convention and help your funeral association...

**BE EXTRAORDINARY!**

*Michael S. Schoedinger*  
Michael S. Schoedinger, CFSP  
President

## 2022-2023 OFDA EXECUTIVE COMMITTEE



**PRESIDENT**  
**Michael S. Schoedinger, CFSP**  
Schoedinger Funeral & Cremation  
Service  
Columbus



**PRESIDENT-ELECT**  
**Steven J. Hartwig**  
Gilberg-Hartwig Funeral Home  
New Bremen



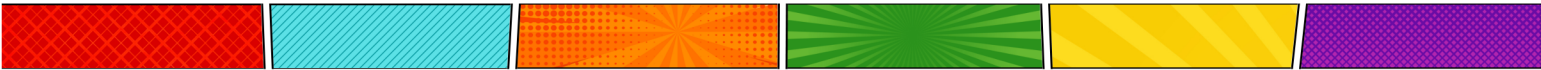
**SECRETARY/TREASURER**  
**Charles L. Wilson**  
Schlup-Pucak & Wilson  
Funeral Home  
Akron



**IMMEDIATE PAST PRESIDENT**  
**Lloyd E. Rankin**  
Vorhis & Ryan Funeral Home  
Springdale

## SPECIAL THANKS TO THE 2023 CONVENTION COMMITTEE

- Chair - Michael S. Schoedinger, CFSP, Columbus
- Becky A. Bayliff, Cridersville
- Joan E. Billman, CFSP, Ashtabula
- Holly R. Colwell, Columbus
- Leichia V. Davis, West Portsmouth
- Thomas T. Fleming, Willoughby
- Michael L. Gedert, Hamilton
- LeAnne S. Gompf, Cardington
- Leigh A. Graumlich, Columbus
- Jeffrey C. Hardwick, CFSP, Zanesville
- Steven J. Hartwig, New Bremen
- Gary L. Heller, Huber Heights
- Jon B. Kinn, Bluffton
- Kahlen M. Knapik, Cleveland
- David R. Kolbe, CFSP, Dayton
- Rebecca "Becky" J. Krill, Edgerton
- Stephen A. Ripepi, Cleveland
- Michael T. Smith, CFSP, Marion
- William "Bill" K. Taylor, Jackson
- Pam H. Ulery, Lake Waynoka
- Stacie L. Whetstone, Vandalia
- Charles L. Wilson, Akron



# Pastor Roger Carson, Jr.

House of Day Funeral Services, Toledo

Young Funeral Directors  
Distinguished Service Award Winner



## NEW - 2023 Membership Survey

OFDA wants to hear from you to help shape the future of the association. Complete the OFDA 2023 Membership Survey for a chance to win free 3-day registration to the 2024 OFDA Convention!



**GET INVOLVED!**  
Make an impact in your  
profession and association today!  
**YOU KNOW YOU WANT TO!**

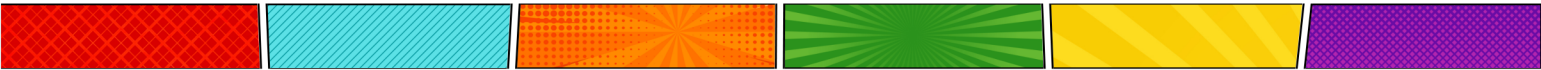


**AND THE  
WINNERS ARE...**

Thanks to everyone for completing the member and exhibitor convention surveys! Your feedback is important to us.

Dale Dunn, Advanced Funeral Planning Funeral Service, Westerville  
Mark Siders, Behalt Casket Company, Dundee





Our associates celebrate lives.  
We celebrate our associates.  
We celebrate Michael Schoedinger's  
commitment to funeral service as the  
2023-2024 OFDA President.



If you are looking for a rewarding career that allows you to  
succeed by helping others, you've found it with Schoedinger  
Funeral & Cremation Service, a Dignity Memorial® provider.

As part of North America's largest provider of funeral,  
cremation and cemetery services, we employ dedicated  
individuals who serve families by celebrating lives in a  
way that reflects their unique details and honors their  
values, character and traditions. For us, there is no greater  
responsibility than getting every detail right the first time.



Partner with Foresight  
for business growth and success.



At The Foresight Companies, our mission is to  
provide our clients with **customized financial and  
operational solutions**. We deliver results through  
our passion for the funeral and cemetery profession  
and the communities they serve.

TheForesightCompanies.com  
800.426.0165



April 23-25, 2024



OFDA 144th Convention and Exhibition  
HILTON COLUMBUS AT EASTON

# EXHIBITORS

## @need Marketing

Michael Anderson  
conventions@precoa.com  
13110 Harrel Pkwy  
Suite 100  
Noblesville, IN 46060  
(503) 703-4202  
atneedmarketing.com

@need Marketing is a full-service marketing agency that supports funeral homes' complete offline and online marketing needs. You'll stay top of mind and highly visible as we build your brand and keep the conversation going in your community. To learn more, please visit [atneedmarketing.com](http://atneedmarketing.com)

## American Coach Sales

Robert Mazzarella, Sr.  
bobmazz@americancoachsales.com  
11723 Detroit Ave.  
Cleveland, OH 44107  
(216) 221-9330  
americancoachsales.com  
Hearse and limousine sales.

## American Crematory Equipment Co.

Thomas Clayton  
tom@americancrematory.com  
6601 Darin Way  
Cypress, CA 90630  
(216) 374-7101  
americancrematory.com  
American Crematory Equipment Company is considered the premier manufacturing, service and repair company in North American and beyond. We have been Manufacturing with Pride since our incorporation in 1974. We manufacture, service and repair with the highest standards and integrity in the industry.

## Affordable Supply Company

Jay Amburgey  
jayamburgey1@gmail.com  
PO Box 595  
Fishers, IN 46038  
(937) 423-1104  
affordablesupplycompany.com  
Funeral Home Equipment and Supplies.



VISIT OUR FAMILY OF BRANDS



[themessengerco.com](http://themessengerco.com)

- Buy 5 Books or Boxsets, Get 1 Book or Boxset FREE
- Buy 100 Bookmarks, Get 25 FREE
- 50% off First Signature Service Order



Experience the Matthews Aurora™  
**DIFFERENCE.**

**IF you want a partner  
deeply invested in the  
future of your business.**



Please contact us at 1.800.457.1111 to be connected  
with your Matthews Aurora Funeral Service Consultant.

## ASD

Lauren Kress  
lauren@myasd.com  
108 Chesley Dr.  
Media, PA 19063  
(800) 868-9950  
myasd.com  
Family Owned and Operated by the Czachor family, ASD has been helping deathcare professionals to manage their calls and their lives since 1972. ASD is the only answering service exclusively serving the funeral profession, working with more 9,000+ firms.  
**Gold Sponsor**

## Astral Industries

Audra Hufford  
audra.hufford@astralindustries.com  
7375 US HWY 27  
Lynn, IN 47355  
(765) 306-5012  
astralindustries.com  
Celebrating 50 years, Astral has grown to one of the best steel burial casket manufacturers and provider of high-quality sourced caskets and cremation products in the U.S. Over the years, Astral has long-standing reputation for balancing quality and service.





Your Preened Partner For  
Pre-Need Insurance  
Insurance Assignment  
Sales and Marketing

Contact your Partner TODAY!



A Rating



Todd Turner  
330-931-2208



Suzanne Russ  
239-470-2720

### Batesville

Deborah Wessling  
deb.wessling@batesville.com  
1 Batesville Blvd.  
Batesville, IN 47006  
(317) 695-7257  
batesville.com  
Caskets, personalization accessories,  
cremation products.  
**Copper Sponsor**

### Behalt Casket Company

Mark Siders  
mark.siders78@gmail.com  
9035 Senff Rd.  
Dundee, OH 44624  
(330) 359-6123  
behaltcasket.com  
Manufacturer of caskets, urns, flag  
cases, chapel equipment and chapel  
furniture.

### C&J Financial

Jackie Hood  
MichaelM@cjf.com  
200 Market Way  
Rainbow City, AL 35906  
(256) 680-3556  
cjf.com  
C&J's Quick Claim assignment  
program eliminates the hassle,  
headache and cashflow delay in  
processing insurance death claims  
by providing the fastest funding  
possible with revolutionary claims  
management software and an  
unparalleled customer experience!  
Nothing is faster or easier than  
Quick Claim.

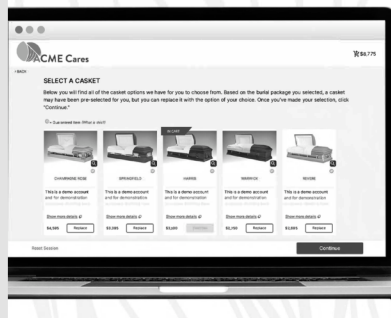
### Cincinnati College of Mortuary Science

Jack E. Lechner Jr., CFSP  
jlechner@ccms.edu  
645 W. North Bend Rd.  
Cincinnati, OH 45224  
(513) 478-7003  
ccms.edu  
Cincinnati College of Mortuary Science is  
a fully accredited mortuary science and  
death care educator at the Associate and  
Bachelor degree levels at the Associate  
and Bachelor degree levels.

## PREFERRED ECOMMERCE PARTNER



Proud to partner with the OFDA Master Trust to offer participants  
digital sales support that provides real world solutions.



visit [partner.efuneral.com/ofda](http://partner.efuneral.com/ofda)  
to learn about our exclusive  
offer to OFDA members

### Atlantic Coast Life

Thomas Holland  
tholland@aclico.com  
1565 Sam Rittenberg Blvd., Suite 102  
Charleston, SC 29407  
(404) 229-8648  
aclico.com

Atlantic Coast Life a 98 year old company  
serving Funeral Homes with Preened  
products and services. A simple product  
selection & variety of growth rates are  
what our Funeral Home partners enjoy  
from Atlantic Coast Life along with our  
great customer service and fast claims  
payments.

**Gold Sponsor**

### B&L Cremation Systems Inc

Steve Lang  
epazos@blcremationsystems.com  
7205 114th Ave. N.  
Largo, FL 33773  
(800) 622-5411  
blcremationsystems.com  
Cremation systems and ancillary items.

**Cincinnati Equitable Life Insurance Co.**

Todd Turner  
tturner@cineqlife.com  
525 Vine St.  
Cincinnati, OH 45201  
(330) 931-2208  
cineqlife.com

Cincinnati Equitable Life Insurance Company is a full-service provider, proudly serving Ohio funeral home needs in preneed, insurance assignment and final expense. We are an A.M. Best company specializing in unparalleled customer service.

**Platinum Sponsor**

**Clark Grave Vault**

Doug Beck  
doug.beck@clarkvault.com  
375 E. 5th Ave.  
Columbus, OH 43201  
(614) 294-3761  
clarkvault.com

Metal burial vaults, cremation urn vaults, memorial cremation urns.

**Commemorative Rosaries**

Victoria Daniszewski  
info@commrosaries.com  
4831 Fargo Ave.  
Skokie, IL 60077  
(847) 299-4899  
commrosaries.com

Keepsake jewelry and rosaries made from funeral flowers.

**Community Tissue Services/  
Lions Eye Bank West Central Ohio**

Nicole Jackson  
njackson@communitytissue.org  
349 S. Main St.  
Dayton, OH 45402  
(937) 461-3273  
communitytissue.org

Education materials and small give-away items.

**Core Scientific**

Timothy Gerrity  
tgerrity@core-scientific.com  
700 Industrial Dr., Suite H  
Cary, IL 60013  
(877) 308-2388  
core-scientific.com

We have established ourselves as the industry leader dedicated to responsible recycling of metals. 700+ crematories across North America recycle their post-cremation metals with us. Our mission is to be at the forefront of refining technology.



THE ANSWERING SERVICE IN A CLASS OF ITS OWN

Run your funeral home more efficiently



Save Money, Time & Headaches!

OFDA PREFERRED PARTNER

**ASD**  
1-800-868-9950

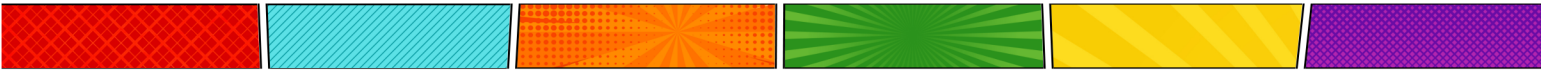


Proud sponsor of OFDA

In business for over 98 years







**The Bancorp** | SMALL BUSINESS LENDING

[smallbizlending.thebancorp.com](http://smallbizlending.thebancorp.com)

# LOANS TO PUT YOUR GOALS WITHIN REACH

The Bancorp can help you bring your funeral business plans full circle without spinning your wheels. Our Small Business Administration (SBA) and Funeral Home Conventional loans can cover everything from working capital to business acquisition and more. We'll go the extra mile to connect your goals with the opportunity to achieve them.



### Achieve the Future Today:

- Fund renovations
- Expand real estate
- Purchase an additional location
- Refinance debt
- Add a crematory
- Buy out a competitor



### LET'S TALK ABOUT YOUR FUNERAL BUSINESS GOALS.

**Teresa Carlson**  
 tcarlson@thebancorp.com  
 310.902.4050

03/2023  
 RE00005039  
Banking services provided by:  
 The Bancorp Bank, N.A. Member FDIC.  
 Equal Housing Lender  
 © 2023 The Bancorp, Inc.

# Preneed for families is a Breeze

InTrust Preneed by the Physicians Mutual family offers a preneed funding solution for all seasons, including multi-pay insurance that features:

<b>Value Pay</b> With all the perks and protections of traditional preneed insurance, Value Pay offers families our lowest premiums yet.	<b>Flex Pay</b> Families pay their initial premium payment and defer further payments for three months – giving their budgets a breather.
---	--

And you'll feel good about offering product features that appeal to families – by a company that's easy to work with.

Preneed program not available in all states.  
 PM3441

### Cremation Recycling, a division of Mid-States Recycling

Kevin McKay  
 kmckay@cremationrecycling.com  
 1841 Busse Hwy  
 Des Plaines, IL 60016  
 (847) 298-0010  
 cremationrecycling.com

Cremation Recycling has provided metal recycling solutions since 1982. Located in Des Plaines, IL where we operate our 19,000 sq ft smelting and assaying facility. Transparency is our #1 attribute, just ask our long list of clients. See the process, trust the difference isn't just a tagline.

**Gold Sponsor**

### Cremation Systems

Jake Parduhn  
 jakobp@armilcfs.com  
 15660 LaSalle St.  
 South Holland, IL 60473  
 (708) 339-6810  
 cremsys.com

Cremation Systems is a premier manufacturer of cremation equipment. With more than 52 years of industrial furnace building experience, Cremation Systems utilizes the latest advancements in combustion, controls, and refractory technology to satisfy all our customer's needs.

### Custom Air Trays

James Hardy  
 jimh@customairtrays.com  
 PO Box 7026  
 High Point, NC 27264  
 (336) 889-8729  
 customairtrays.com

Human remains shipping containers and leak resistant cremation containers.



## **DISRUPT Media**

Ryan Thogmartin  
ryan@disruptmedia.co  
26 N. 3rd St.  
Zanesville, OH 43701  
(740) 617-0599  
disruptmedia.com

DISRUPT Media is a relationship marketing company that helps funeral homes attract new families, increase revenue and grow market share through the power of social media.

## **Dodge**

Duane Hedrick  
Shawn Gallagher  
dhedrick@dodgeco.com

9 Progress Rd.  
Billerica, MA 01821  
(978) 600-2309

shop.dodgeco.com

Dodge is the world's largest manufacturer and distributor of funeral home and cemetery supplies. We offer a complete line of domestic and imported urns, vaults, and cremation supplies. Dodge partners include Glass Remembrance and Capture Bead Keepsakes, CFS, and TadBlu.

## **Donate Life Ohio**

Lisa Oestreicher  
loestreicher@lifelineofohio.org  
770 Kinnear Rd.  
Columbus, OH 43212  
(614) 809-6431  
donatelineohio.org

Donate Life of Ohio is a coalition of the states organ, eye & tissue recovery agencies dedicated to facilitating the gift of organs, tissue and corneas to those in need. We provide educational programs on donation in addition to our clinical services.

## **Doric Vault Dealers of Ohio**

Mike Crummitt  
mdcrummitt@gmail.com  
PO Box 277  
Martins Ferry, OH 43935  
(740) 633-9381  
doric-vaults.com

Concrete burial vaults and cremation products.



# Cremation Recycling

SEE THE PROCESS. TRUST THE DIFFERENCE.

a division of Mid-States Recycling & Refining 

*"We are pleased we made the switch to Cremation Recycling in 2021. The returns they have consistently provided us each year have enabled us to donate even more to our charitable efforts. Their ease of doing business and transparent reporting are very beneficial. We encourage you to learn more about how Cremation Recycling can benefit your organization"*

**Michael, Kevin & Randy Schoedinger**  
Schoedinger Funeral & Cremation Service

## **eFuneral Partner**

Mitch Smith  
msmith@efuneral.com  
5700 Westown Pkwy West  
Des Moines, IA 50226  
(515) 305-2700  
partner.efuneral.com

eFuneral provides end-to-end digital sales support to funeral homes that lead to real world solutions. Our first-of-its-kind digital storefront was launched in 2019 to allow funeral homes to sell their goods and services online for at-need or preneed arrangements.

## **Gold Sponsor**

## **Eternity's Touch, Inc.**

Chuck Ferris  
chuck.ferris@eternitystouch.com  
125 Mason St.  
Wallaceburg Ontario, Canada N8A4L7  
(226) 798-5506  
eternitystouch.com

Eternity's Touch specializes in high quality fingerprint keepsakes, in addition to many other items to memorialize your loved one. Eternity's Touch offers the most secure print capture method, and has the absolute fastest turnaround time in the profession. Orders placed by 1:00 EST ship same day.

## **Premier Sponsor**

## **Express Funeral Funding**

Olivia Ralston Yergler  
olivia.ralston@expff.com  
1701 E Market St.  
Jeffersonville, IN 47130  
(812) 701-0578  
expressfuneralfunding.com

Express Funeral Funding is the nation's largest privately held at-need insurance assignment funding company. We eliminate the challenges of working with insurance companies by limiting administration, providing immediate payment, and advancing complete policy funds.

## **Federated Insurance**

Kyle Thoden  
kjthoden@fedins.com  
8415 Allison Point Blvd., Suite 400  
Indianapolis, IN 46250  
(574) 933-2534  
federatedinsurance.com

Federated Insurance provides industry-specific insurance products and risk management resources. Local marketing representatives can help businesses create the insurance program that fits their needs.



# One Platform. Many Products. More Ways to Serve Families.

Join the thousands of funeral homes, cemeteries, and cremation businesses of all sizes that rely on the easy-to-use Tribute Technology platform, offered through our industry-leading network of Premier Partners.

Scan the QR Code to Request a Demo



GET STARTED TODAY  
[TRIBUTETECH.COM/REQUEST-DEMO](http://TRIBUTETECH.COM/REQUEST-DEMO)



## How do you ensure business growth?

### Live your best lifecycle.

Growth is an essential phase of your business lifecycle, paving the way for opportunities down the road. If you're looking to maximize your potential, look to us. We are experts at building enterprise value through continuous improvement.



480-556-8500 | [info@johnsonconsulting.com](mailto:info@johnsonconsulting.com)

## Frigid Fluid Company

Nelson Sanchez  
[nsanchez@frigidfluid.com](mailto:nsanchez@frigidfluid.com)  
11631 W Grand Ave.  
Northlake, IL 60164  
(708) 836-1215  
[frigidfluid.com](http://frigidfluid.com)

Frigid Fluid, based in Chicago, IL, has been owned & operated for over 120 years by members of the same family. We have maintained the highest standards in manufacturing while also distributing some of the finest funeral & cemetery supplies and embalming fluids throughout the world.

## FT the Americas (Facultative Technologies)

Ernie Kassoff  
[ernie.kassoff@facultative-technologies-usa.com](mailto:ernie.kassoff@facultative-technologies-usa.com)  
940 Lake Rd.  
Medina, OH 44256  
(330) 242-6901  
[facultative-technologies.com](http://facultative-technologies.com)

Ohio based, FT the Americas provides cremation system equipment with technically advanced engineering designs. Our innovations provide maximum energy and operational savings and most importantly, operator safety. We provide recommendations for a "Total Cremation Solution". "Just Ask Our Customers"

## Funeral Directors Life

Jessica Kraut  
[jessica.kraut@funeraldirectorslife.com](mailto:jessica.kraut@funeraldirectorslife.com)  
6550 Directors Pkwy  
Abilene, TX 79606  
(325) 665-1631  
[funeraldirectorslife.com](http://funeraldirectorslife.com)

Your business requires more than preneed solutions - that's why we're more than a preneed company. Funeral Directors Life takes care of all the work behind the scenes, so all you have to do is be there for your families when they need you. Visit us online at <https://www.funeraldirectorslife.com/>  
**Platinum Sponsor**



Stay up-to-date by following OFDA on social media!

### Funeral Home Gifts

Wesley Wolfe  
kristinh@funeralhomegifts.com  
PO Box 407  
Lynn, NC 28750  
(828) 859-7404  
funeralhomegifts.com  
Beautifully designed, all American-made woven and printed blankets, urns, cap panels, pillows, curved and traditional portraits.

### Funeral Service Foundation/NFDA

Kelly Manion  
kmanion@funeralservicefoundation.org  
13625 Bishop's Dr.  
Brookfield, WI 53005  
(262) 814-1574  
FuneralServiceFoundation.org | NFDA.org  
The Funeral Service Foundation invests in people and programs to strengthen funeral service and lift up grieving communities. The leading and largest funeral service association in the world, NFDA supports its members through advocacy, information and education.

### Bronze Sponsor

#### funeralOne LLC

Mike Cyplik  
mike.cyplik@funeralone.com  
407 E. Fort St.  
Detroit, MI 48226  
(810) 334-6009  
funeralone.com  
funeralOne is a personalization, technology, and consulting company for the funeral care profession. funeralOne's core services include strategic funeral home web site design, personal funeral service consulting, and funeral tribute video software.

#### Garfield Refining

Mallory Valvano  
mvalvano@garfieldrefining.com  
810 E. Cayuga St.  
Philadelphia, PA 19124  
(724) 333-4155  
garfieldrefining.com  
Since 1892, Garfield Refining has provided recycling solutions for gold, silver, palladium, and platinum. Our full-service refinery and unrivaled expertise refining dental metals sets them apart in servicing the death care industry.

### Golden Considerations

Diana Greenspan  
dgreenspan@goldenconsiderations.com  
3676 Sutton Place  
Powell, OH 43065  
(330) 328-8099  
goldenconsiderations.com  
Marketing folders showing all of the carriers we work with currently.

### Great Western Insurance Company

Tabitha Cline-Mills  
tclinemills@gwic.com  
601 Sixth Ave.  
Des Moines, IA 50309  
(866) 689-1404  
gwic.com  
GWIC assists in securing the financial futures of our preneed partners by investing in people, platform, and products. We offer tools to ensure success with exceptional service and superior marketing support. Our Surplus to Liability Ratio is among the highest in the industry; rated A by AM Best.

### H.S. Eckels

Richard Steele  
rsteele@eckelsandcompany.com  
23 Admiral Pl.  
Guelph Ontario, Canada N1G4N4  
(519) 831-3695  
eckelsandcompany.com  
Eckels is a fully diversified funeral service supply company that specializes in embalming chemicals, clinical care products for funeral home care suites and also provides a wide range of cemetery and crematorium products.

### HEMA & Dental Care Plus Group

Randy Ayers  
rayers@nubgroup.com  
4151 Executive Parkway, Suite 210  
Westerville, OH 43081  
(614) 581-3235  
nubgroup.com  
HEMA is the endorsed OFDA health insurance broker  
**Bronze Sponsor**

### Homesteaders Life Company

Terri Bordenkircher  
tbordenkircher@homesteaderslife.com  
PO Box 1756  
Des Moines, IA 50306  
(502) 345-2209  
homesteaderslife.com  
Homesteaders Life Company is a national leader in providing products and services to promote and support advance funeral planning and funding for end-of-life expenses. Learn more about our mission to help people design a better farewell at [homesteaderslife.com](http://homesteaderslife.com).

### Silver Sponsor

### ICCFA - International Cemetery, Cremation & Funeral Association

Rick Platter  
rplatter@iccfa.com  
107 Carpenter Dr., Suite 100  
Sterling, VA 20164  
(800) 645-7700  
iccfa.com  
The ICCFA provides exceptional education, networking, and legislative guidance and support to progressive cemetery, funeral, and cremation professionals worldwide.



**CONNECT  
LEARN  
GROW  
MORE**

**OGR**  
Order of the Golden Rule

Making Independent  
Funeral Homes Exceptional.  
Offer more to your staff,  
yourself and the families  
you serve by joining OGR!

### NEW MEMBER OFFER

Receive **\$250 off**  
your first year's pro-rated dues!  
Contact Nancy Weil at [NWeil@OGR.org](mailto:NWeil@OGR.org)  
for more information



### **Infinityurns LLC**

Rony Sengupta  
admin@infinityurns.com  
955 236th St. NE  
Suite 3  
North Liberty, IA 52317  
(980) 322-4343  
infinityurns.com

Funeral Supply includes urn, jewelry and other supplies.

### **Inman Shipping**

Lori Davis  
lori.davis@shipinman.com  
9077 Stellhorn Crossing Pkwy.  
Fort Wayne, IN 46815  
(260) 247-2202  
shipinman.com

America's oldest, largest & most reliable international shipping service.

### **Copper Sponsor**

### **LCBA**

Matt Barr  
barrm@lcbalife.org  
8811 Peach St.  
Erie, PA 16509  
(800) 234-5222  
lcbalife.org

LCBA provides preneed insurance products for funeral homes and cemeteries alike.

### **Legacy Touch**

Angel Pierce  
apierce@legacytouch.com  
801 NW Commerce Dr.  
Lee's Summit, MO 64086  
(260) 433-4022  
legacytouch.com

Fingerprint keepsakes jewelry.

### **Legacy.com**

John Heald  
jheald@legacy.com  
230 W. Monroe St., Suite 400  
Chicago, IL 60606  
(216) 533-4875  
legacy.com

Legacy.com is the #1 destination for online memorials and end-of-life information. We offer users a permanent, shareable place to remember their loved ones and funeral homes the market insights, brand exposure, and revenue benefits of our global-leading network.

### **Copper Sponsor**

### **Live Oak Bank**

Tim Bridgers  
tim.bridgers@liveoak.bank  
1741 Tiburon Dr.  
Wilmington, NC 28403  
(910) 233-5865  
liveoakbank.com

Live Oak will support you with customized loan products focused on your success. Our experts embrace a creative approach to solving problems and surpassing goals.

### **Matthews Aurora Funeral Solutions**

Brent Baird  
bbaird@matw.com  
Two NorthShore Center  
Pittsburgh, PA 15212  
(937) 361-7577  
matthewsaurora.com

Matthews Aurora Funeral Solutions provides solutions that help grow your business and meet the evolving needs of families in today's digital world. We deliver the broadest selection of high-quality caskets, cremation merchandise, and technology solutions.

### **Gold Sponsor**

# WE MAKE IT OUR BUSINESS TO BE PERSONAL.

City National<sup>®</sup> proudly supports the Ohio Funeral Directors Association.



RBC Trust  
Delaware

CITY NATIONAL BANK  
AN RBC COMPANY

City National Bank Member FDIC.  
City National Bank is a subsidiary of Royal Bank of Canada.  
© 2022 City National Bank. All Rights Reserved.

### **Messenger**

Dave Kolbe  
dkolbeco@aol.com  
318 E. 7th Street  
Auburn, IN 46706  
(800) 827-5151  
themessengerco.com

The Messenger Co., was founded in 1913 by Frank Messenger, who started in the religious calendar business. In 2022, Messenger acquired Bass-Mollett and Thumbies bringing together the industry's leading brands to be the funeral home's comprehensive solutions provider.

### **Gold Sponsor**

### **Mid-America College**

Constance Howlett  
chowlett@mid-america.edu  
3111 Hamburg Pike  
Jeffersonville, IN 47130  
(812) 288-8878  
mid-america.edu

Mid-America College of Funeral Service is a mortuary college that prepares students for employment in the funeral service industry.

## Funeral Home & Cemetery Business Loan Experts.

Simple as that.

To learn more, visit [liveoakbank.com/funeral](http://liveoakbank.com/funeral)



©2023 Live Oak Banking Company. All rights reserved. Member FDIC. Equal Housing Lender.



## More Than A Memorial

Eric Powell  
sales@morethanamemorial.com  
208 South 5th St.  
Francisco, IN 47649  
(812) 457-5870  
morethanamemorial.com

New innovative memorial markers. We manufacture a new line of memorial markers direct to the funeral home. Our markers are made in the USA and create opportunities for increased revenue while providing cost effective options for your clients. The most universal marker in the Industry.

## MorTrack

Aaron LaDuke  
aaron@cairnstack.com  
7800 South Elati St.  
Suite 205  
Littleton, CO 80120  
(913) 944-2098  
mortrack.com

Tracking and trackability for funeral homes and removal companies.



Distinguished by planning. Defined by relationships.

The 770 Group

The 770 Group is an experienced team of financial professionals who can help you find the answers. The team's partners have 200 years of collective industry experience. We offer a deep bench of talent, with numerous certifications and designations in advanced planning and investment consulting techniques.

As one of the largest and longest-tenured UBS teams in the Atlanta area, we have clients in 40 states and we work with high net worth and ultra high net worth individuals and families. We will address your most important needs, offer continuity for your plan and always put your best interests first.

Call on us for all things financial.

advisors.ubs.com/770



**The 770 Group**  
UBS Financial Services Inc.  
3560 Lenox Road Northeast  
28th Floor  
Atlanta, GA 30326  
404-760-3300  
888-654-7231 toll free



## Mortuary Lift Company, Inc.

Katie Hill  
brendas@mortuarylift.com  
127 Cottage Grove Ave. SE  
Cedar Rapids, IA 52403  
(319) 364-4910  
mortuarylift.com

Manufacturer of lifting products specifically designed for the funeral industry for over 30 years to protect the backs and quality of life of funeral professionals. With the Ultimate 1000 Lift® and The Stepper®, funeral professionals can eliminate injury and do more with less staff.

**Copper Sponsor**

## Muster Coaches

John Muster  
jmuster47@aol.com  
PO Box 160  
Calhoun, KY 42327  
(270) 273-3619  
mustercoaches.com  
Funeral vehicles.

## Mutual Distribution

Rhonda Pauley  
mutualdistributionsystems@gmail.com  
23549 US Highway 12  
Edwardsburg, MI 49112  
(866) 603-2182  
mutualdistribution.com  
Distributor of Crowne Urn Vaults, Howard Miller Wood Urns and R & S Marble products. Premium Memorial Products for Deathcare Professionals.

## National Mortuary Shipping and Cremation

Kahlen Knapik  
kahlen@natlmortuaryshipping.com  
4701 Hinckley Industrial Pkwy  
Cleveland, OH 44109  
(216) 398-8400  
natlmortuaryshipping.com  
Mortuary shipping and trade services  
**Bronze Sponsor**

## Newcomer Funeral Service Group

Cressa Chalmers  
cchalmers@newcomer.com  
520 SW 27th St.  
Topeka, KS 66611  
(785) 233-6655 x275  
newcomer.com

Newcomer is a privately-owned funeral service provider with locations in ten states. We also offer a mortuary science scholarship program, student loan repayment and housing scholarships for select mortuary students.

**Bronze Sponsor**

## Oberer's Flowers

Keith Fields  
keith@oberers.com  
1448 Troy St.  
Dayton, OH 45404  
(937) 223-1253  
oberers.com  
Floral arrangements.

## Ohio Department of Health, Bureau of Vital Statistics

Dan Burleson  
dan.burleson@odh.ohio.gov  
4200 Surface Rd.  
Columbus, OH 43228  
(614) 644-3981  
odh.ohio.gov/vs

The Bureau of Vital Statistics administers and maintains Ohio's death registration system.

## Ohio Embalmers Association

David Hicks  
hchohicks@me.com  
7068 Winwood Dr.  
Cincinnati, OH 45241  
(513) 384-7846  
ohioemb.com

Historical, technical and continuing education information.

**Bronze Sponsor**

As a firm providing wealth management services to clients, UBS Financial Services Inc. offers investment advisory services in its capacity as an SEC-registered investment adviser and brokerage services in its capacity as an SEC-registered broker-dealer. Investment advisory services and brokerage services are separate and distinct, differ in material ways and are governed by different laws and separate arrangements. It is important that you understand the ways in which we conduct business, and that you carefully read the agreements and disclosures that we provide to you about the products or services we offer. For more information, please review the client relationship summary provided at [ubs.com/relationshipsummary](https://ubs.com/relationshipsummary), or ask your UBS Financial Advisor for a copy. © UBS 2022. All rights reserved. UBS Financial Services Inc. is a subsidiary of UBS AG. Member FINRA/SIPC. C-UBS-1732710916 Exp.: 03/31/2023

### **OneRoom**

James Montgomery  
james@oneroomstreaming.com  
3651 Lindell Rd.  
Suite D  
Las Vegas, NV 89103  
(844) 437-9475  
oneroomstreaming.com

OneRoom is a purpose-built funeral recording and live streaming service you can trust. Capture the stories and memories shared for the family to keep. And for those that can't be there in person. A dependable and easy-to-use system you can feel confident using.

### **Copper Sponsor**

### **Paragon Casket Inc.**

Lenny Ball  
lennyhball@gmail.com  
1751 South 8th St.  
Richmond, IN 47374  
(888) 855-3601  
paragoncasketinc.com

Paragon Casket manufactures a full line of standard metal and oversize caskets in Richmond, Indiana. Additionally, we are a key distributor for several wood casket manufacturers. We offer next day delivery to most of Ohio, and can offer customized options within normal funeral scheduling needs.

### **Passare**

Jessica Kraut  
Kelly Gilgenbach  
6550 Directors Pkwy.  
Abilene, TX 79606  
(800) 692-9515  
passare.com

Without effective funeral home software, your business suffers, your staff gets frustrated, and your families don't get the care they deserve. With Passare's collaboration software, you'll be able to stay ahead of the curve and get back to serving the families in your care.



### **Pathway Pre-Need by Pekin Insurance**

Jodi Purcell  
jpurcell@pekininsurance.com  
6916 Pin Oak Dr.  
Cincinnati, OH 45239  
(765) 365-4825  
pekininsurance.com  
Pathway Pre-Need by Pekin Insurance has been in business over 100 years. We have great products for funeral homes with the biggest bump plus no health questions for payment plans.

### **Physicians Mutual**

Leigh Klemencic  
leigh.klemencic@physiciansmutual.com  
2600 Dodge St.  
Omaha, NE 68131  
(402) 930-2694  
PhysiciansMutual.com/Preneed  
For more than a century, the Physicians Mutual family has built relationships based on doing the right thing. And we do that by bringing innovative product solutions, like InTrust Preneed, to our funeral home partners. Visit PhysiciansMutual.com/preneed to learn more.

### **Platinum Sponsor**

### **Pierce Companies**

David Hicks  
dhicks@wilbert.com  
4722 Bronze Way  
Dallas, TX 75233  
(800) 527-6419  
piercedirect.com  
Embalming chemicals, machines, urns, books & accessories.

### **Pittsburgh Institute of Mortuary Science**

Barry Lease  
blease@pims.edu  
5808 Baum Blvd.  
Pittsburgh, PA 15206  
(412) 362-8500  
pims.edu  
The Pittsburgh Institute of Mortuary Science (PIMS), either online or on campus, offers a transformative learning experience designed to enable students to face many challenges they will encounter in the funeral service. At PIMS, our goal is to prepare students to be "career ready."

### **PMRS**

Melissa Polis  
mpolis@pmrs-refining.com  
1531 South Grove Ave., Suite 104  
Barrington, IL 60010  
(800) 323-9785  
cremation-recycling.com  
Over 40 years ago, Precious Metal Refining Services, Inc. (PMRS) began operations as an industrial refiner specializing in silver recovery from film. We quickly evolved into a boutique full-service precious metal refinery specializing in high-volume customers, fire assay, and fast settlements.

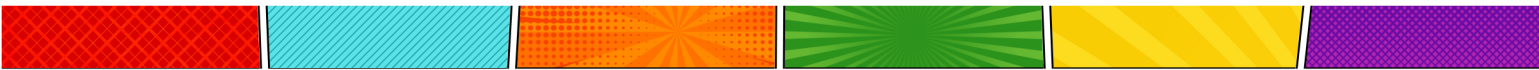
### **Precious Memories**

Christopher Lehmann  
clehmannpmk@gmail.com  
455 Olean Rd.  
East Aurora, NY 14052  
(800) 774-0306  
pmkeepsakes.com  
Precious Memories is a family owned and operated business, manufacturing fine jewelry for over 44 years. We strive to produce the highest quality jewelry with the lowest cost to the family. All of our components are US made. All order forms, brochures, and displays are supplied at no charge.

### **Precoa**

John Feher  
conventions@precoa.com  
13221 SW 68th Pkwy  
Suite 100  
Portland, OR 97223  
(503) 703-4202  
precoa.com  
Precoa is the remarkably simple, incredibly effective way to 2x your preneed. With ProActive Preneed®, funeral homes get the competitive edge of more leads, more appointments, more prearranged funerals, and phenomenal preneed experiences for families. To learn more, please visit Precoa.com  
**Platinum Sponsor**





# Leads Appointments Prearrangements Precoa

**Red Letter**

Koby Marowelli  
koby@redletter.biz  
4596 Meridian Rd.  
Addison, MI 9220  
(517) 902-2493  
redletter.biz

Red Letter is a best of class tech provider. We supply full IT management, all Audio/Visual needs, along with top of the line event support including lighting, staging, A/V, and much more. We also provide security & VOIP phone systems to support your organization's safety & communication needs.

**Ring Ring Marketing**

Daniel Hug  
daniel.hug@ringringmarketing.com  
19378 Goins Blvd.  
Westfield, IN 46074  
(440) 547-2783  
ringringmarketing.com

Ring Ring Marketing has a proven record of helping funeral home and cemetery owners generate more at-need calls, grow their preneed contracts, improve website conversions, brand their businesses with social media, dominate local competitors in search results and protect their market share.

**Bronze Sponsor**

**Riviera Tailors Ltd**

Munesh Balani  
muneshb@aol.com  
PO Box 350  
Roslyn Heights, NY 11577  
(917) 309-8883  
sunrisetextileshk.com/our-collection.php#collec

Fabric swatches for custom clothing and accessories like ties, pocket squares sample jackets and shirts.

**Roberts & Downey Chapel Equipment, Inc.**

Rick Roberts  
robertsanddowney@hotmail.com  
101 S. North St., PO Box 198  
Argenta, IL 62501  
(217) 795-2391  
robertsanddowney.com

Custom handcrafted hardwood chapel furniture.

**Sedgwick**

Cordell Walton  
cordell.walton@sedgwick.com  
PO Box 884  
Dublin, OH 43017  
(614) 827-0398  
sedgwick.com/ohiotpa

For over 50 years, we've been helping employers navigate Ohio's workers' compensation system, providing services to help them control claim-related costs and reduce premiums.

**Service Corporation International**

Bradley Palmer  
bradley.palmer@SCI-us.com  
3970 Dayton Xenia Rd.  
Beavercreek, OH 45432  
(937) 725-0839  
dignitymemorial.com  
Service Corporation International is proud to be North America's leading provider of funeral, cremation and cemetery services. Since 1962, SCI has been serving families during their most difficult, personal and challenging times. We are the company that more than 450,000 families turn to each year.

**Premier Sponsor**



**Shiva Shade**

Irwin Maltz  
sales@shivashade.com  
2025 Merrick Rd.  
Merrick, NY 11566-4703  
(516) 665-8323  
shivashade.com  
Eco friendly prep room, church trucks.

**Snyder Funeral Homes**

Chad Snyder  
chad@snyderfuneralhomes.com  
360 East Center St.  
Marion, OH 43302  
(740) 387-9136  
SnyderFuneralHomes.com  
The Snyder family has been honored to serve Ohio families for 100 years. Since the funeral home founding in 1922, five generations of Snyders have gone above and beyond to comfort the living while creating meaningful tributes to honor and celebrate each unique life lived.

**Starmark Local LLC**

Chris Johnson  
chris.johnson@starmarkcp.com  
1620 Rich Rd.  
Richmond, IN 47374  
(765) 993-5926  
starmarkcp.com  
Starmark is the nations most innovative and leading cremation product company. Stop in and see what's new and see how we can help make your cremation operation and customer options more efficient, cost effective, and increase product quality. Quality and durability that is second to none.





### State of Ohio Board of Embalmers and Funeral Directors

Jarrold Williams  
jwilliams@funeral.ohio.gov  
77 S. High St.  
Columbus, OH 43215-6108  
(614) 466-4252  
funeral.ohio.gov  
State regulatory body.

### Superior Casket Co.

Mark Ferro  
mark@superiorcasket.net  
26789 Fullerton  
Redford, MI 48239  
(313) 585-6993  
superiorcasket.net  
Full line of caskets (custom and traditional).

### The Champion Company

Brad Kiger  
brad.kiger@thechampioncompany.com  
400 Harrison St.  
Springfield, OH 45505  
(800) 328-0115  
thechampioncompany.com  
We are the leading manufacturer focused exclusively on embalming fluids, chemicals, and other embalming products. We offer a full line of specialty embalming products for difficult cases as well as general embalming products. When you only have one chance, choose The Embalming Solution Experts.

### The Foresight Companies

Nicole Vullo  
nicole@theforesightcompanies.com  
7301 N. 16th St., Suite 103  
Phoenix, AZ 85020  
(602) 274-6464  
theforesightcompanies.com  
At The Foresight Companies, we are passionate about the funeral and cemetery profession. Our mission is to provide solution-based services that guide clients through the process of strategic change. Our singular focus is our client's success.

### The NewBridge Group, Inc.

Todd Reich  
todd@newbridgegroup.com  
1066 Winding Branch Circle  
Dunwoody, GA 30338  
(404) 542-9956  
newbridgegroup.com  
For over 20 years, NewBridge has provided succession planning, valuation and merger & acquisition advisory services to family owned funeral homes. We work with several private funeral home groups who are actively seeking service minded funeral homes in Ohio to acquire.

### Thumbies

Kristy Ebert  
kebert@thumbies.com  
11701 Catalpa Ln.  
Woodstock, IL 60098  
(847) 713-8251  
thumbies.com  
At Thumbies, we create personalized jewelry keepsakes that provide comfort and keep memories alive. Our team of uniquely talented artisans is located in Woodstock, IL, where we passionately craft each meaningful keepsake.

### Timberwind Tree Farm

James Luers  
james.luers@gmail.com  
1616 W. Pekin Rd.  
Lebanon, OH 45036  
(937) 602-7902  
timberwindtrees.com  
Ohio buckeye tree, personalized memorial plaque, tree grown from the seed of the state champion Ohio buckeye tree. DNA authentication certificate. Available only from Timberwindtrees.com

### Tribute Technology

Olivia Moores  
olivia@frontrunner360.com  
2501 Parmenter St., Suite 300A  
Middleton, WI 53562  
(613) 614-8106  
tributetech.com  
Tribute Technology is innovation for funeral service from funeral service. Our partners, Frazer Consultants, FrontRunner Professional, CFS, MKJ Marketing & more have been funeral technology leaders for decades. Together, we power the products and innovation behind 9,000 funeral businesses worldwide.

### Platinum Sponsor

### Tukios

Aaron Avner  
aaron@tukios.com  
PO Box 3207  
Ogden, UT 84409  
(801) 682-4391  
tukios.com  
The largest tribute video software provider is now the 4th largest website platform! Over 6,000 funeral homes trust us for their tribute videos. Over 1,500 funeral homes trusting us with their website. If you are looking for bigger commission checks and to customize your website please stop by our booth.  
**Gold Sponsor**

### Unity Financial Life

Ryan Walsman  
rwalsman@uflife.com  
4675 Cornell Rd., Suite 160  
Cincinnati, OH 45241  
(513) 247-5030  
uflife.com  
With smart, capable financial products like our irrevocable funeral trust, pre-need funeral insurance, and our Single Premium Immediate Annuity, UFL helps each customer think ahead and prepare for the future. Our ability to be agile for every customer we serve allows us to bring the right pieces together for the most personalized solutions.



Caring for every need, every day.

# NMS



## NATIONAL MORTUARY SHIPPING & CREMATION

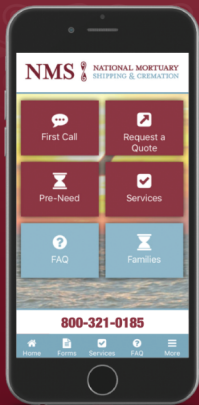
800-321-0185

We Are Available to Take Your Call 24/7

### Experts In:

Domestic & International Shipping • Cremation  
Flight Booking • Embalming • Livery • Airline Transfers • Graveside Services  
Airline & Shipping Requirements • Consulate Paperwork & Translation

### Download Our Free App



Download for iPhone



Download for Android

Our app makes it easier than ever to give new death calls, setup pre-arranged shipping and cremation calls, request price quotes, and more.

[natlmortuaryshipping.com](http://natlmortuaryshipping.com)

### Wayne State University Mortuary Science Program

Mark Evely  
aq8246@wayne.edu  
5439 Woodward Ave.  
Detroit, MI 48202  
(313) 577-2050  
mortsci.wayne.edu  
Student informational brochures.

### Wilbert Vaults of Ohio

Tanya Early  
tmeary@ohiovaultworks.com  
6275 Halle Dr.  
Valley View, OH 44125  
(216) 524-8860  
wilbert.com

Wilbert is the leading single-source supplier of burial vaults, cremation products and services in North America. Our products and services commemorate loved ones with respect, in partnership with funeral professionals.

### Zane Casket Company

Daniel Dougherty  
dndougherty@gmail.com  
1201 Hall Ave.  
Zanesville, OH 43702  
(740) 452-4680  
We sell metal and wood caskets to licensed funeral homes. We have been in business since 1946.

# EXPERIENCE THE EXTRAORDINARY WITH THE OFDA MASTER TRUST!

*Extraordinary rates of return, consumer protection  
and benefits for your business!*



**MasterTrust**  
Ohio Funeral Directors Association

Contact OFDA for more information!

**BE  
EXTRAORDINARY!**