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MAGAZINE

October & November 2015

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2016 Professional Car Issue

Professional Car Society "Round Up" Annual Meeting in Houston, TX - Photos & Captions
Evolution Timeline of Cars and other Vehicles
Tennessee Funeral Directors Association Annual Convention - Summary and Photos
Why Do Hearse Have "S" Shape Scrolls
NFDA Releases Results of 2015 Member General Price List Survey
ASD's "Mobile.FH Feature" Wins 2015 NFDA Innovation Award

Specialty Vehicle Profiles:

Federal Coach
Eagle Coach
The S&S Coach Company
Superior Coaches
K2 Vehicles
Platinum Funeral Coach
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Shields Southeast Sales
Ambulance & Coach - Ellis Galyon Welcomes Randy Garner



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The 2016 XTS Heritage has made minor changes for the transition into 2016. The Heritage now includes not only standard rear view back-up camera but now has 4G wireless capabilities.



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The 2016 MKT Stratford continues the same sleek design that discerning funeral directors have come to appreciate, as well as standard features that are beyond compare in the funeral industry.



2016 Federal 44" MKT LIMOUSINE
The 2016 44" MKT has the same sleek body image that it contained in 2015 and offers all of the same great features.



2016 Federal 48" Raised Roof XTS LIMOUSINE
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Houston Welcomes Hearses, Ambulances

A Round-Up of the Professional Car Society's 2015 International Meet in Houston By Gregg D. Merksamer, PCS Publicity Chair

The Professional Car Society's 39th Annual International Meet, held in Houston, Texas from June 9th-13th, 2015, attracted an unusually large number of first-time attendees as the event has never been staged in the Lone Star State before. Locale-defining backdrops for funeral coach, livery vehicle and ambulance photography during meet week included Hobby Airport's Art Deco 1940 Terminal Museum (especially for Joe Shea's 1962 Stageway Chevrolet 8-door Airport Limousine, which he's nicknamed "Doorthy" as "it's almost an adjective") and the 77-foot-tall Sam Houston statue that stands outside Huntsville. The bus tours naturally included a stop at the San Jacinto Battleground where General Houston's "Texian" volunteers needed just 18 minutes to avenge the Alamo and win their independence from Mexico in 1836, as well as the Frazer ambulance factory in Bellaire, Texas and the 23,000-acre George Ranch outside Rosenberg where ropin' and ridin' demonstrations preceded a cowboy-style chuck wagon lunch. Each evening's re-assembly of pro-cars at the Hyatt North Houston also garnered admiration from American Red Cross relief personnel who had booked hotel rooms after heavy, fast-falling rains spurred horrible flooding and devastation all over Harris County on Monday night, May 25th.

PCS Houston's Big Draw, nonetheless, was the June 13th Saturday car show at the National Museum of Funeral History, which served as the 2015 Meet's co-sponsor to highlight in-house hearse exhibits running the aesthetic gamut from an intricately-carved 1921 Rock Falls to a 1973 Mercedes six-window landau used for the 1982 funeral of Princess Grace of Monaco. Phil Rishel, a 16-year PCS member and funeral director from Point Marion, Pennsylvania, expressed the sentiment of many meet attendees in declaring "I've been waiting two years for this week and the Museum's been on my bucket list even longer than that. In fact, I have a Sunday visit scheduled in case I don't get it all in." The challenge in doing so was underscored by the increase in total exhibit space

from 20,000 square feet to 30,500 square feet in recent years, making room for additional Abraham Lincoln "memorial-bilia" in time for the 150th anniversary of his assassination and full-scale replicas of Pope John Paul II's original crypt beneath St. Peter's Basilica (his body was exhumed and moved to the main floor after his 2011 beatification) and trapezoidal triple-nested coffin (cypress inner, solid lead center and Douglas fir outer, all bearing identical bronze nameplates with Latin inscriptions), which took seven months and 400 donated man-hours to recreate at the Mastercraft Casket Co. of Graham, North Carolina. Another favorite attraction for new and repeat PCS visitors alike were twelve whimsical West African "fantasy" coffins hand-carved at the Kane Quaye workshop in Teshi, Ghana, each of which reflected the profession or status of the deceased. The crab, lobster and Yamaha outboard motor were made for fishermen, while a tremendous "mother hen" chicken celebrated a family matriarch and a mini Mercedes-Benz was intended for a taxi driver.

The oldest PCS member hearse outside the Museum, meanwhile, was a Siebert-bodied 1936 Ford V-8 owned by Alvarado, Texas coach dealer Arrdeen Vaughan, while the ambulance contingent was memorably anchored by Ft. Worth area hobbyist Mark Wilson's 1948 Henney Packard and a huge, well-traveled 1963 Chrysler "high-top" brought from San Antonio by Dr. Nicholas Studer, which had originally been constructed by Pinner Coach of Mississippi for Rhinecliff, New York's Rescue Squad. The builder's sons, Jack and Tom Pinner, traveled from Tennessee to offer company reminisces aided by a laptop computer full of 50-year-old factory photos, on top of which there was also fire truck display featuring a 1979 Mack returned to FDNY service after the 2001 World Trade Center attacks and a 1995 Seagrave converted into a casket-carrying caisson (complete with hearse-style rollers and bier pins mounted to a diamond-plate table in the original hose bay) for the Houston Fire Department Honor Guard.

The meet's Best-of-Show, after rigorous judging, would ultimately go to Ellisville, Missouri members Dennis and Peggy Goethe for a Light Montana Blue 1995 S&S Cadillac Victoria with 23,000 original miles and a low-profile, reduced-angle "Commercial Glass" roofline that was originally built for the Allen Funeral Homes serving the central Pennsylvania towns of Bloomsburg and Millville.

Having originally floated the idea of a jointly-staged NMFH-PCS Houston Meet in a March, 2012 letter to PCS Co-Founder George Hamlin, Museum President Genevieve G. Keeney was asked to deliver the keynote speech at Saturday evening's awards banquet. Before becoming a mortuary science student at the Commonwealth Institute sharing building space with the Museum, she served as "an EMT and army medic who drove this amazing off-road box ambulance. I broke a drive shaft and holed a gas tank seeing what it could really do, but I learned how to fix things myself and wound up being more of a medic to the ambulance than to real people." This experience proved useful

when she started volunteering at the Museum, where she spent "four days a week up on scaffolding" and "learned a lot about focusing lights on the cars so they looked their best." In her current capacity as President, she was especially proud to announce she'd approved a new NMFH logo design incorporating a landau bar ("because it's the piece you see that says 'I'm a hearse and I'm carrying someone's loved one'") and that PCS experts will henceforth handle any professional car-related historical inquiries e-mailed to the recently-expanded www.nmfh.org website. The 2015 Houston Meet also offered a day-by-day preview of the 40th Anniversary PCS International that's taking place in Gettysburg, Pennsylvania from August 15th-20th 2016, beyond which the event will head to the Missouri Ozarks in 2017; Detroit in 2018; Ohio in 2019; and the Upstate New York Adirondacks in 2020. Full itinerary and registration info on these gatherings will be posted at www.pcsmeet.com and www.TheProfessionalCarSociety.org in the months and years to come.

Houston Welcomes PCS Houston 2015 Tour Photos, Ordered Chronologically



The first activity of the Professional Car Society's 2015 Texas meet was an "Early Bird" convoy to Old Town Spring, a one-time railroad junction that's become an arts community full of tourist-friendly restaurants, boutiques and galleries. One PCS hearse photographed on Main Street was this 23,000-mile, 1995 model S&S Victoria teaming a low-profile "commercial glass" roofline with Light Montana Blue paintwork, which ultimately earned the Best-of-Show and Cadillac & LaSalle Club Awards for Dennis and Peggy Goethe of Ellisville, Missouri.



The second day of the Professional Car Society's 2015 International Meet in Houston included a trip to the 1940 Air Terminal Museum at William P. Hobby Airport, where Joe & Sandy Shea's 1962 Stageway Chevrolet Limousine was posed beside George Cantu's 1968 Miller-Meteor Cadillac Hearse/Ambulance Combination and Mark Wilson's 1948 Henney Packard Ambulance.



Huntsville, Texas has five prisons housing 9,000 inmates within city limits, so it was hardly surprising to see convicts tending to the landscaping (watched closely by a guard on a tractor) when 2015 Professional Car Society International Meet attendees arrived at the Texas Prison Museum on Thursday morning, June 11th. Notable exhibits inside the building include an intricate, inmate-constructed scale model of “The Walls” unit and “Old Sparky,” used to electrocute 361 men in that downtown Huntsville prison’s Death House from 1924 to 1964.



After touring the Texas Prison Museum and the adjacent H.E.A.R.T.S. Veterans Museum on Huntsville’s northern outskirts, Professional Car Society members received a police escort down Texas-75, U.S. 190 and Sam Houston Avenue to a specially-reserved downtown parking area at the Walker County Annex, where they got a warm welcome from local Lions Club members prior to lunch at Sam Houston State University and an afternoon stop at Sam & Margaret Houston’s 1847-1858 home “Woodland” on the city’s south side.



A 1957 National Chevrolet Ambulance and 1980 Superior Cadillac 3-way loading Landaulet Hearse, respectively owned by Greg Graves of Houston and Bill Donnell of Greenville, Illinois, had to wade through several hundred yards of waist-high weeds to reach the base of Sam Houston’s 77-foot statue outside Huntsville, but homage had to be paid to the Father of Texas Independence! Jamie Matthews, the Visitor Services Coordinator who Okayed the shoot at Huntsville’s nearby welcome center, noted “The Oscar Meyer Weinermobile was here five or six years ago.”

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The final tour stop of the 2015 PCS International Meet was the Battleship U.S.S. TEXAS, historically venerated as the only surviving U.S. Navy “Dreadnought” that served in both World Wars. Her five turrets of rifled 14-inch guns - able to lob a 1,500-pound shell up to 13 miles - were the largest afloat at time of her 1914 commissioning, while her 573-foot hull makes her almost six feet longer than the 567.31-foot San Jacinto Monument she points towards from her permanent berth along the Houston Ship Channel.



Though the Battleship TEXAS is not an easy ship for older, less-agile men to explore with all its high comings (door sills) and steep steel stepladders, enthusiastic PCS people got almost everywhere imaginable in their time on board. Bill Wright manned a starboard anti-aircraft gun that could still be rotated and aimed at any Mitsubishi Zeros strafing the Houston Ship Channel, while William Koryciak straddled some 14-inch shells to honor Slim Pickens’ bronco-busting H-bomb ride in DR. STRANGELOVE.



*PCS Houston 2015 Attending Pro-Cars,
Ordered by Year of Manufacture*



The oldest PCS vehicle shown outside Houston’s National Museum of Funeral History on Saturday, June 13th was this 1936 Ford “Flathead” V-8 bodied as an end-loading, limousine-style hearse by the Shop of Siebert in Toledo, Ohio. Alvarado, Texas coach dealer Arrdeen Vaughan, who acquired it from a funeral home near Hot Springs, Arkansas about 15 years ago, said “It needed a little work but it was a good car. Things don’t rust in that part of the country. It’s got about 40,000 miles on it and I’ve driven it quite a lot - nothing to it compared to larger funeral cars.”



Mark & Darlene Wilson detailed their handsome, Henney-bodied 1948 Packard Ambulance - having served last in Santa Rosa, New Mexico from 1961 to 1965 - was found engine-less and critter-filled in a Jonesboro, Arkansas farmer's field in 1996. They still managed to finish a six-year restoration in time to show it at the 2002 PCS International in Grand Rapids before moving south from Michigan to Cleburne, Texas, and their rig remains the only still-operational 1948 Henney Ambulance in the National Packard Registry.



The Medics Choice Award at the 2015 PCS International went to this 1957 National Chevrolet Ambulance that lacked an interior and working brakes when Greg and Marti Graves bought it from Little Valley Auto Ranch in Belton, Texas back in 2008. To extend the original chassis 30 inches behind the driver's seat, workmen at National's Knightstown, Indiana factory welded two C-channels together to form box rails, and Greg has left part of the ceiling exposed to show how the metal top bows have wood undersides for tacking up the vinyl headliner.

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Four parts cars went into the restoration of this 25-and-a-half-foot-long 1962 Stageway Chevrolet hotel limousine that Frisco, Texas enthusiast Joe Shea purchased in Freeport, Maine 29 years ago after reasoning “My wife Sandy and I have four kids, so I figured each could have their own bench seat.” As it originally had two doors on the driver’s side and four doors on the passenger side, two additional square ones without fender cutouts were fabricated by joining the backs of two front doors to the fronts of two back doors. The original 283 V-8 and “three-on-the-tree” gearshift has also been superseded by a 350 block and a floor-shifted three-speed manual powering the rear wheels through a four-piece driveshaft with three carrier bearings.



A New Yorker Police Package sedan served as the base vehicle for this 1963 Chrysler high-top ambulance built by Pinner Coach of Mississippi for Rhinecliff, New York’s Rescue Squad. Dr. Nicholas Studer of San Antonio, Texas recently acquired this imposing rarity from PCS Past President Paul Steinberg, who “has first refusal if I ever want to sell it back.”



Bill & Karen Wright’s shapely, standard-wheelbase 1966 Superior Pontiac Consort Hearse/Ambulance Combination - having earned Longest Distance Driven honors at the 2014 PCS International in Rochester, Minnesota following a 1,495-mile trip from Ormond Beach, Florida - had to travel only 958 miles to win the same award at the 2015 Houston meet. It also scored a Class First under the Society’s rigorous judging standards.



George Cantu - a generator repair whiz at the Frazer ambulance factory in Bellaire, Texas - takes his metallic silver, 72,000-mile 1968 Miller-Meteor Cadillac Classic Combination “to work every Friday” to ensure it’s exercised. One prominent previous owner is PCS President Tony Karsnia, who can detail the first and second Kansas-based owners were the Ayres-Calbeck Mortuary in Pratt and the Wasinger Funeral Chapel of Ellis.



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Fire Trucks Guest-Star at PCS Houston 2015 Car Show



The June 13th show at Houston's National Museum of Funeral History saw Professional Car Society ambulances, hearses and livery vehicles joined by fire trucks like Chuck Buschardt's 1979 Mack CF-Series pumper. This ex-FDNY rig was serving with the Oceanic VFD on Staten Island, NY when it responded to the Twin Towers after newer apparatus was destroyed, and was later used for the funerals of 28 of the 343 firefighters killed that day.



The Houston F.D. Honor Guard - represented by Commander Warren L. Hooker, Robert O'Bryant and Billy Lambert - used the June 13th, 2015 PCS show at the National Museum of Funeral History to proudly display a 1995 Seagrave pumper that was, in 2010, skillfully converted at the Department's Dart Street shops into a funeral caisson with a diamond plate casket table where the hose was originally stored. It handles about 40 funerals annually within a 100-mile radius of Houston.

Exhibits Inside National Museum of Funeral History



This tremendous funeral omnibus, restored and later donated to the National Museum of Funeral History by Robert D. Larrabee of the Merchant Funeral Home in Clarkston, Washington, is wide enough to dwarf its 1916 Packard truck chassis. Its four-cylinder engine and solid tires are good for maybe 12 mph, but there's enough interior space for 20 mourners, a team of pallbearers and a casket carried horizontally in the compartment behind the driver's seat, which is a wooden bench that's wide enough for four or five people on its own.



While a motor hearse wouldn't bolt off with the deceased on board, horse-drawn vehicles had a dignity and simplicity that made them appealing for funeral service long after the internal combustion engine took over other fields. This all-white child's hearse, built around 1900 by M. Arthur Bisailon of St.

Remi, Quebec, is only about 5/8 the size but still taller than most adult hearses thanks to the dome and crucifix atop its casket compartment.

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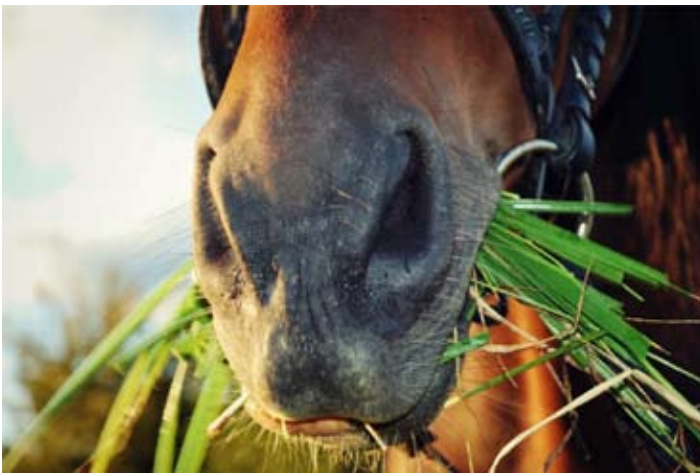
2016 Platinum Coach Models

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The Evolution of Cars: A Timeline

Who would have thought we would see the day when people no longer need to actually drive their own cars? It's long seemed like a far-fetched, futuristic idea, but we could actually see these revolutionary vehicles on actual roads among us in just a few years. So when we see headlines about these innovative inventions, do we ever stop to think about the evolution of cars? Before we leap light-years into the future, Quoted decided to do a little digging about the history of vehicles—because after all, isn't it by truly understanding where we've been that we can best see where we're headed?



Horses Before Horsepower

Although we don't use horses as our primary source of transportation anymore, these mighty steeds were depended on by anyone who needed to get from one place to another. In the nineteenth century, people depended on horses for their daily transportation needs. Because of this dependence, blacksmiths were equivalent to the modern-day mechanics, and feeding these horses would, of course, be the equivalent of filling your car with gas today. This meant that supplying oats, hay, straw and barley was a huge business at the time—just like gas stations are today. Not only were horses used to pull coaches and buggies, but donkeys

The first car went a maximum of 35 miles-per-hour.

and oxen were also used to get people around town.

Save a Horse, Drive an Automobile

The horse and carriage era ended in the early twentieth century as the automobile made its way into the picture. In 1901, Wilhelm Maybach for Daimler Motoren Gesellschaft designed the Mercedes. According to History.com, this was credited as the very first modern motorcar. It's thirty-five-horsepower engine weighed fourteen pounds per horsepower and went a maximum of fifty-three miles per hour. Ransom E. Old's made his way onto the automobile scene in 1901 with his famous one-cylinder, three-horsepower, curved-dash, tiller-steered Oldsmobile. Then, in 1906, The Ford Motor Company—owned by none other than Henry Ford—outran its competitors with the invention of the four-cylinder, fifteen-horsepower, Ford Model N.



By 1908, Ford brought the Model T to production lines and with their large-volume production, sold 15

million Model T's by the time it was withdrawn from production in 1927. Just a mere three years later came the innovative automatic transmission and drop-frame construction. The production of cars was critical for the war effort at this time, but because of World War II, car production had a major setback. When production for civilians resumed in 1946, we began to see luxury cars for the first time. Cars like the Delahaye 135 convertible, which reached speeds up to 90 miles per hour, were



Compact cars took the sales race by storm in the 1970s.

popular because they showed the wealth and status of the owner. The cars of the 1940's had a massive look to them: They were longer, lower and broader, such as the Pontiac Streamliner, the Volkswagen Beetle, and the Buick.

Midcentury-Mobiles

Similar to the 1940s, the cars of the 1950s had a broad look to them as well, but began growing in engine size. At this time, the auto industry was starting to experiment with a new idea called the "sports car". This idea created new features such as the convertible hard top, wrap-around windows, power steering, and air conditioning. By the end of the 1950's, America had fallen in love with the sports car and popular models like the Corvette were born. The 1960's shocked the world by inventing the first front-wheel driven automobiles, but this was not the only change to vehicles. The sixties are known as the "the year of the stylish" because the decade brought stylish beauties like Mustangs, Camaros and Road Runners to the roads.

The Totally Rad 70s, 80s and 90s

Of course we all know muscle cars were popular

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warranty on maintenance, power trains, and external body panels. The 1990s brought yet more change: The design of cars began to look a little less boxy and a lot more curvy. With a new design came a need for speed, bringing vehicles like the Dodge Viper, the Lamborghini Diablo, and the infamous McLaren F1 to the public.

Modern-Day Magic

Modern day cars are the most technical and of course, the most expensive in the history of automobiles. Today, automobile industries have a huge focus on safety features and technology features that will make driving as easy and convenient as possible. These features range from strategic airbag placement, to push-to-start transmissions and even, the beginning of self-driving cars, thanks to Google. It's amazing to see us go from horse-drawn carriages to looking into the future of vehicles driving themselves. The revolution of cars is forever advancing, and the possibilities are truly endless. Personally, we're still holding out for a Jetsons-style hover car.)

during the groovy 1970s. Who could forget the '75 Ford Gran Torino from "Starsky and Hutch" or the '74 Customized Ford Falcon XB Interceptor from "Mad Max"? But surprisingly, according to retrowaste.com compact cars like the GM Vega, the Ford Pinto and the AMC Gremlin took the win in the sales race. The 1980s not only introduced us to leg warmers and Madonna but great warranties as well thanks to companies like Chrysler, who introduced the 5-year/50,000-mile



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Cadillac XTS 47" Six Door Funeral Limousine

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Lincoln MKT 44" Six Door Funeral Limousine

Your image is as important to us at The S&S Coach Company as it is to you. The S&S Lincoln six door limousine provides you a truly functional vehicle and a prestigious image when paired with the S&S Majestic Lincoln Hearse. Shown with the available trunk option. Standard hatchback model also available.





Cadillac XTS Park Hill

In the tradition of elegant functionality and style, the S&S Park Hill features an entirely painted exterior combined with rear quarter windows that allow a modern design of flowing lines that integrate well into the Cadillac XTS. An extremely spacious rear compartment offering a traditional interior design with that extra load floor length to help accommodate flowers. The integrated design along with the unsurpassed S&S reliability allow for a professional vehicle that will build your firm's image.



XTS Victoria

Tradition and elegance are the operative words to describe the S&S Victoria. The Victoria's contoured lines present a style with distinctive character. The traditional, hinged casket door, available with right or left opening, provides unsurpassed stylish functionality that sets this vehicle apart in its class.



Cadillac XTS Masterpiece

The styling details evoke the classic lines of the stately "Commercial Glass" coaches from the golden age of funeral vehicles combined with the sleek flow and state of the art technology of the latest Cadillac. Completing the modernization is a new, innovative load door that allows pallbearers maximum access to the casket compartment. Honoring the past...advancing to the future...



Cadillac XTS Medalist

Innovative and distinctive are the words that best describe the S&S Medalist. Styled with an aerodynamic shape that blends well with the modern Cadillac chassis, the overall design exudes quality and prestige with a contemporary look that ensures distinction for your funeral home.



Lincoln MKT Majestic

The classic coachwork styling of the S&S Majestic combines with the contemporary Lincoln design to produce a balanced and strikingly beautiful appearance. It's a modern classic with an S&S pedigree.





Superior Cadillac Six Door Limousine 47"

The most important criteria used when designing a family limo is comfort. Maximum comfort was achieved with both the elegant Superior Cadillac Six Door Funeral Limousine and the Superior Cadillac Six Door Professional Roof Limousine. Impressive styling was also achieved so families travel in comfort while your limousine's appearance reflects very well on your reputation.



Superior Cadillac Six Door Limousine 70"

The 70-Inch Six Door Limousine gives the customer the luxury and versatility to use this Limousine day or night as the demand provides. The Computer Aided Design (CAD) of this vehicle allows for the most precise alignment to integrate the conversion portion of the Limousine into the OEM chassis lines and flows flawlessly. The Professional Roof offers 4 inches of additional headroom. The Professional Roof works in concert with an OEM styled headliner to gain that extra headroom. The standard conference style seating allows family to be together during a trying time and also allows friends to better enjoy a special occasion.



Lincoln MKT 44" Six Door Funeral Limousine

Superior Coaches places a very high value on your image and reputation. The Superior Lincoln Six Door Limousine provides you with a truly attractive and functional family car. When paired with the Superior Diplomat Lincoln Hearse, your image will be exceptionally enhanced during every procession. Shown with the available trunk option. Standard hatchback model also available.



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XTS Sovereign

Quality and refined style are the operative words to describe the all-new Superior Sovereign Cadillac. The contoured lines present a classic style that is tasteful, but distinctive. The traditional, hinged casket door, available with right or left opening, provides unsurpassed access to a spacious casket compartment that is elegantly styled as well as supremely functional. The Sovereign is at the head of its class.



XTS Crown Sovereign

Superior Coaches has always been the style leader in funeral vehicles. The new Crown Sovereign Cadillac is another classic beauty that extends the long line of notably distinctive Superior funeral coaches into the current automotive era.



XTS Statesman

Dependability and value are the words that best describe the Superior Statesman Cadillac. Styled with an aerodynamic shape that blends well with current Cadillac body lines, the overall design exudes quality and functionality with a contemporary look that will reflect positively on your funeral home.



MKT Diplomat

The impressive coach styling of the Superior Diplomat Lincoln, as its name suggests, is an ambassador of prestige and distinction as it combines with the contemporary Lincoln MKT design to produce a balanced and strikingly beautiful appearance. It's a modern classic with Superior's staunch reliability.



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Cadillac XTS Sovereign


Quality and refined style are the operative words to describe the all-new **Superior Sovereign Cadillac**. The contoured lines present a classic style that is tasteful, but distinctive. The traditional, hinged casket door, available with right or left opening, provides unsurpassed access to a spacious casket compartment that is elegantly styled as well as supremely functional. *The Sovereign is at the head of its class.*

Hearse




 XTS Sovereign




 XTS Crown Sovereign




 XTS Statesman



 MKT Diplomat

Limousine



 Cadillac Six Door Limousine 47"



 Cadillac Six Door Limousine 70"



 Lincoln MKT Six Door Limousine 44"



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XTS 47" Six-Door Limousine



XTS Masterpiece



XTS Park Hill



XTS 70" Six-Door Limousine



XTS Medalist



XTS Victoria



Cadillac XTS Park Hill

In the tradition of elegant functionality and style, the **S&S Park Hill** features an entirely painted exterior combined with rear quarter windows that allow a modern design of flowing lines that integrate well into the Cadillac XTS.

An extremely spacious rear compartment offering a traditional interior design with that extra load floor length to help accommodate flowers. The integrated design along with the unsurpassed S&S reliability allow for a professional vehicle that will build your firm's image.



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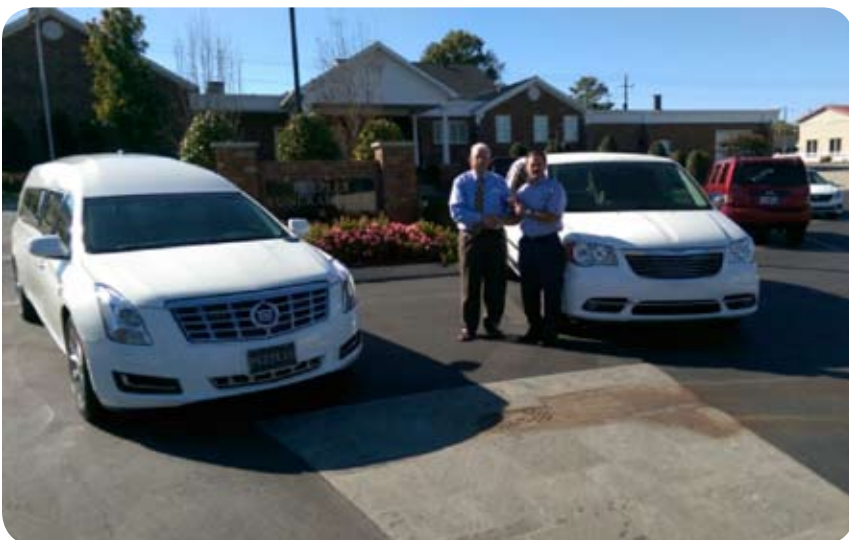
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Ambulance and Coach, Nashville, Tennessee, Making Several Deliveries of Hearses and Limo's



Hal Singletary, delivering new fleet to Michael McNeal, Owner and President of McCullough Funeral Home, Warner Robins, GA

New S&S Coach being delivered to Casey and Brooke Music-MusicFuneralService, Valdosta and Lakeland, GA from Ambulance and Coach representative, Hal Singletary



Hal Singletary and Jim Herndon, Manager in Charge, Peeples Funeral Home, Chatsworth, GA, receiving delivery on new Hearse.

Ellis Galyon, Co-Owner, Welcomes Randy Garner as New Partner to Ambulance and Coach Sales, Nashville, Tennessee

Ambulance and Coach, Nashville, Tennessee recently announced that Randy Garner has become co-owner of the company along with founder, Ellis Galyon. Ambulance and Coach, formerly Anderson M&M Sales, has been serving the southeast and since 1964.

“Randy brings a wealth of experience and knowledge to the company with an extensive background with several hearse and limousine manufacturers,” said Ellis Galyon. “Former co-owner, Wayne Justice recently retired which created the opportunity for Randy to bring his vast experience and to be a part of this growing company,” Mr Galyon added.

Randy began his career in the specialty vehicle industry working in the bodyshop for Armbruster-Stageway in Ft. Smith, Arkansas in 1983. His initial duties included welding in the floor for a Lincoln Towncar with forward facing seats. After several years he was promoted to manager for the Metal Finish and Paint Department and in 1989 Armbruster-Stageway was sold to Executive Coach and subsequently moved to Springfield, MO.

One week later, Randy took a position with Federal Coach building a door for a Mercedes Limousine and other work in the bodyshop, then was immediately promoted to Plant Manager. His promotions continued to Materials Manager, Administration Manager and finally to Vice President of Sales in 1999. He has been with Federal since as Vice President until his recent partnership with Ellis Galyon and Ambulance and Coach in 2015. For more information contact Ellis Galyon or Randy Garner (615) 329-0800 or www.hearsecentral.com.





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Why Do Hearses Have S-Shaped Scrolls Where the Back Windows Should Be?

Those diagonal irons on the rear quarter panel of hearses are called “landau bars.” They are purely decorative today, but they once served a purpose and are now in place as a nod to history.

The landau carriage was invented in Germany in the mid-18th century. Lightweight and suspended on elliptical springs, this four-in-hand coach was a precursor to today’s convertible cars in that it had a collapsible roof. The soft folding top on the original model was divided into two sections, front and rear, which were latched in the center. An elongated external hinge mechanism was necessary to support the folding roof, and since the pricey landau was designed as a luxury vehicle for the upper classes, designers added the elegant S-shaped scroll to the utilitarian hinges to make them more aesthetically appealing.

Early horse-drawn hearses were carriages that often featured fully functional landau bars. Before World War II, American automobile hearses borrowed the landau bar flourish as an homage and an attempt to add a touch of Old-World “class.” Over the years the landau bars became so ingrained in the public’s mind as a symbol of a funeral car that most hearse manufacturers still tack them onto their limousines as a matter of tradition.

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ASD's MobileFH™ Feature Wins 2015 NFDA Innovation Award

Indianapolis, IN—On Monday, October 19, ASD – Answering Service for Directors was named the winner of the National Funeral Directors Association's 2015 Innovation Award. The company was recognized for MobileFH™, a patent-pending mobile app feature that allows directors to call any number from their cell phone and display their funeral home's number as the outgoing Caller ID.

Established in 2009, the NFDA Innovation Award is given annually to a funeral service vendor whose product or service was introduced during the previous year and exemplifies creativity, innovation and excellence. The award represents the pinnacle of achievement for a funeral service vendor. In fact, this is the second time ASD has received this coveted award. In 2012, ASD received the Innovation Award for their game-changing smartphone app, ASD Mobile. ASD Family-Member Owner, Kevin Czachor, was on stage to accept the prestigious award from NFDA Past President, Robert Moore, at the Opening General Session of the NFDA's International Convention & Expo. Within minutes of the announcement, ASD's social sites began to fill up with comments from funeral professionals showing their support and appreciation for this mobile tool.

"We are honored and humbled by this recognition from the NFDA and by the many funeral professionals who took the time to vote for our MobileFH™ feature," said ASD Family-Member Owner, Kevin Czachor. "It truly is an incredible honor and we would like to dedicate it to all of the hardworking funeral directors who spend so much time on-call. Knowing that we have built a solution that makes life easier for our clients is the greatest award we could receive." MobileFH™ was developed by ASD after hearing directors describe a common problem they experienced when using their cell phones for funeral home business. Caller ID, as helpful as it is, can also cause a lot of headaches. From the risk of a missed call to the frustration of being contacted while off duty, these problems can make it difficult for funeral professionals to separate their personal and professional lives. MobileFH™ provides a new solution to this problem by allowing funeral professionals to call any number from their cell phone and display their funeral home's number as the



outgoing Caller ID. The feature was first introduced at the 2014 NFDA Convention and in one year it has been used by funeral directors more than 75,000 times.

"Before this capability, I always knew that returning calls to customers with my cell meant I increased the likelihood of receiving business calls on my cell phone when I was off-duty or on vacation or in church. Patching the funeral home's main line into my return Caller ID means the family will continue to deal with the funeral home contact information rather than my personal contact information," said Scott Macy, a director at Hultgren Funeral Home in Wheaton, IL.

ASD is pleased that the NFDA judging panel and funeral service community recognized the value and efficiency this mobile tool delivers. The company will continue to seek innovative solutions for the profession and has several new features currently in development.

About ASD

ASD – Answering Service for Directors has created a new class of answering service for the funeral profession. Family owned and operated since 1972, ASD blends state-of-the-art technology with an extensive, 6-month training program focusing on compassionate care. The company's custom-built communication systems and sophisticated mobile tools were designed solely to meet the needs of funeral homes. By offering funeral directors unmatched protection for their calls, ASD has redefined the role of an answering service for funeral homes. For more information, visit www.myASD.com or call 1-800-868-9950.

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Tennessee FDA and Tennessee Sales Club Hold 112th Annual Convention Elect John Gamble President

The 2015 TFDA/TFSSC 112th Annual Convention was held at the Embassy Suites Hotel and Conference Center in Murfreesboro, TN which featured almost 70 exhibitors and had approximately 100 funeral firm establishments being represented.

The convention began Sunday afternoon with “Team Building” seminar, presented by Ron Anderson, Lions District 12-Lions, District Governor, then Lacy Robinson, (formerly Professional Development for Aurora-currently with NFDA staff) presented “Turning Silver into Gold and Lifetimes.” Immediately after the educational seminars, all attended the 2015 TFDA/TFSSC Memorial Service. Brad Ridgeway chairman passed the title of Memorial Chair over to Rosemary Harrison during the service. Convention Chaplain, Jim Taylor, presided over the Memorial Service and performed an exceptional ceremony.

After the Memorial Service, there was the Grand Opening of the exhibit hall. The exhibits featured the latest products and services available in the death care industry for all attendees. Following the opening of the exhibits, the always popular Capstone’s “Ice Cream Social” helped wind down the evening from the busy day. Monday, during the TFDA Business Meeting, State Representative Bill Sanderson, gave an update on Tennessee Legislation. Also, “50-Years of Service Plaques” were awarded to: Walton R. Thompson; Martin L. Bartling, III; S. Joe Taylor; Donald Knight Ayers; Sid Oakley; Frank Myers, Jr., and Richard Tetrick

During the TFDA and TFSSC Business Meetings the new officers and directors of each association were installed. The TFDA Board installed John Gamble as 2015-16 President succeeding Danny Cook, Immediate Past President. Steve Spann was elected as Vice-President and Brad Ridgeway Secretary/Treasurer. Other directors installed for 2015-16 included: Marc Sims 2015-18 Director-West; Justin Jeffers 2015-18 Director-East replacing Charles Rahm 2012-15 Director-West and D.J. Atchley 2012-15 Director-East.

The Tennessee Funeral Supply Sales Club installed their new officers for 2015-16 with Bill Hudson, Matthews-Aurora Funeral Solutions, being elected President succeeding Jason Krumm, Batesville Casket Company. Jeff Murphy, Music City Mortuary, was elected First Vice President; Tripp Byrd, Matthews-Aurora Funeral Solutions, Second Vice President and Danny Hurt, Wilbert Vault Company, Secretary/Treasurer. The Sales Club also voted to approve Sue Gibson as Honorary Lifetime Member.

This year’s TFDA/TFSSC joint luncheon featured an address from Mr. Carey Bliley, President and CEO of Bliley Funeral Homes in Richmond, VA, presenting “Funeral Service with Passion and Purpose.” Mr. Bliley discussed why are you in funeral service and bringing passion into funeral service. The afternoon was dedicated to the final showing of the exhibits in the exhibit hall and led to the evening cocktail reception prior to the Banquet.

Each year at the Grand Banquet there is someone that is recognized for going beyond the call of duty, their ongoing support and their dedication to the association. This year’s recipient was Mr. Jerry Griffey, former owner of Gentry-Griffey Funeral Chapel in Knoxville, TN.

Also, Lowell “Tiger” Lucken was honored and inducted into the Tennessee Funeral Supply Sales Club Hall of Fame. Tiger’s longtime friend and competitor, Danny Hurt of Wilbert Vault Company conducted the induction of Tiger and was able to reflect on many “old time war stories” that Tiger was known to create during his decades of services to the funeral industry. The following morning featured the annual golf tournament which had over 70 golfers to participate. A special thanks to Bill Hudson and Aurora Casket Company for sponsoring and hosting this always popular event. It was announced during the convention to “Save the Date” for the 113th TFDA/TFSSC Annual Convention and Exposition at the Embassy Suites, Murfreesboro, TN June 5-7, 2016.



TFSSC Congratulations! 45-Years of continuing service as Secretary/Treasurer for the Tennessee Funeral Supply Sales Club pictured (L-R) Danny Hurt, 2002-2015; Ellis Galyon, 1970-2002 and Tom Parsons, 1962-1970. Not pictured founding Secretary/Treasurer, Hoyle "Ike" Wilkerson 1953-1962.



50 Years in Funeral Service award by Bob Batson to Walter Thompson



TFDA Past President's gathered as one before Grand Banquet



TFSSC Officers, Directors and Past Presidents after annual Sales Club meeting



50 Years of Service award from Bob Batson to Richard Tetrick



50 Years of Service award from Bob Batson to Frank Myers



50 Years of Service award from Bob Batson to Joe Taylor



Tennessee Sales Club Hall of Fame Inductee Tiger "Lowell" Lucken with Danny Hurt



Enjoying the exhibits (L-R) Bill Scarborough, III, Wanda Sizemore and Randy Mathews with David Allen in the background



TFDA Honored Jerry Griffey, Knoxville, TN with the "Wall of Fame" Recognition (L-R) Tony Hysmith, Jerry Griffey and Jack Farrar



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At their facility in Atlanta (Marietta), GA, Shields warehouses their entire inventory indoors so the vehicles are never damaged from the weather and elements. Shields Professional Vehicles puts each trade-in vehicle through a thorough 92 point inspection during the re-conditioning process to ensure they are providing their customers with the best pre-owned funeral vehicles possible. Having a full garage, paint booth, and detail area fully staffed enables Shields to provide vehicles that truly are in a different league than its competitors.

Platinum, K2, MK Coach, and Eagle are the flag-ship brands of hearses and limousines in the funeral industry. Shields is a proud dealer of each of these brands. Whatever preferences and needs a firm may have with regard to a new hearse or limousines, Platinum, K2, MK Coach, and Eagle have the vehicles, options, and history to please even the most meticulous buyers.

Shields believes that to truly meet the needs of its customers, they must have a presence in each local area. That is why their representatives still travel and visit with funeral homes face-to-face. Having a strong personal relationship with each customer is the best way to make sure their needs are met and exceeded. Shields believes in earning the business from a firm not just the first time, but each and every time that funeral home needs a vehicle.

In today's market, financing options have become a very important part of this industry. Shields offers several lease, purchase, and lease-purchase options to suit the needs of each firm specifically. Shields also offers in-house financing which has enabled many firms the options of leasing or a lease-purchase when no other bank wanted to help them.

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2008 Cadillac S&S

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NFDA Releases Results of 2015 Member General Price List Survey

Brookfield, Wis. – The National Funeral Directors Association (NFDA) released the results of its latest Member General Price List Study today, which includes the median cost of a funeral with burial. For the first time, the report includes a calculation of the median cost of a funeral with cremation.

Median Cost of a Funeral With Burial

Since the 1960s, NFDA has calculated the median cost of a funeral with burial by totaling the costs of the following items: basic services fee, removal/transfer of remains to funeral home, embalming and other preparation of the body (casketing, cosmetology, dressing and grooming), a metal casket, use of facilities and staff for viewing and a funeral ceremony, use of a hearse, use of a service car/van, and a basic memorial printed package (e.g., memorial cards, register book, etc.).

The national median cost of a funeral for calendar year 2014 was \$7,181. If a vault is included, something that is typically required by a cemetery, the median cost is \$8,508. The cost does not take into account cemetery, monument or marker costs or miscellaneous cash-advance charges, such as for flowers or an obituary. Over the past decade, the median cost of an adult funeral in the United States has increased 28.6 percent. This is similar to the 2000-2009 period when the median cost of a funeral increased by 26.6 percent. The percent increase during the 1980s (1980-1989) was significantly higher (87 percent), reflecting the significantly higher inflation rates during that decade.

National Median Cost of an Adult Funeral with Viewing and Burial: 2004 vs. 2014			
Item	2014*	2004*	% Change
Nondeclinable basic services fee	\$2,000	\$1,460	37.0%
Removal/transfer of remains to funeral home	\$310	\$195	59.0%
Embalming	\$695	\$498	39.6%
Other preparation of the body	\$250	\$174	42.9%
Use of facilities/staff for viewing	\$420	\$339	23.9%
Use of facilities/staff for funeral ceremony	\$495	\$395	25.3%
Hearse	\$318	\$225	41.1%
Service car/van	\$143	\$100	42.5%
Basic memorial printed package	\$155	\$95	63.2%
Metal casket	\$2,395	\$2,100	14.0%
Median Cost of a Funeral With Viewing and Burial	\$7,181	\$5,582	28.6%
Vault	\$1,327	\$998	33.0%
Total with vault	\$8,508	\$6,580	29.3%
2004 prices have not been adjusted for inflation			
* Median Price – The amount at which half of the figures fall below and half are above			

National Median Cost of a Funeral With Cremation

The national median cost of a cremation in 2014 was \$6,078. NFDA calculated the median cost of a cost of an adult funeral with cremation by totaling the costs of the following items: basic services fee, removal/transfer of remains to funeral home, embalming and other preparation of the body, use of facilities and staff for viewing and a funeral ceremony, use of a service car/van, basic memorial printed package, cremation fee, cremation casket and urn. The cost does not take into account vault, cemetery monument/marker costs or other miscellaneous cash advance charges.

National Median Cost of an Adult Funeral with Viewing and Cremation	
Item	2014*
Nondeclinable basic services fee	\$2,000
Removal/transfer of remains to funeral home	\$310
Embalming	\$695
Other preparation of the body	\$250
Use of facilities/staff for viewing	\$420
Use of facilities/staff for funeral ceremony	\$495
Service car/van	\$143
Basic memorial printed package	\$155
Cremation fee (if firm uses a third-party)**	\$330
Cremation casket	\$1,000
Urn	\$280
Median Cost of a Funeral with Viewing and Cremation	\$6,078
* Median Price – The amount at which half of the figures fall below and half are above.	
**65% of respondents use a third-party crematory (i.e., the funeral home does not own a crematory)	

Survey methodology

A paper-based survey was mailed to 5,829 NFDA-member funeral home owners on June 19, 2015, to gather General Price List and other related data for the calendar year ending December 31, 2014. For the first time, members had the option of completing the survey online. A link to complete the survey was posted for three consecutive weeks in the NFDA Bulletin (electronic newsletter), and a reminder to complete the survey was emailed to all main contacts with a valid email address. Of the potential respondents, a total of 1,046 members anonymously completed the survey (859 via mail and 187 online), which accurately reflects NFDA's total membership (with 95% confidence) within a range of +2.8%.

Funeral professionals interested in purchasing a copy of the survey report should call NFDA at 800-228-6332 or visit www.nfda.org/resourcestore. The survey report is \$75 for members of NFDA and \$175 for nonmembers.



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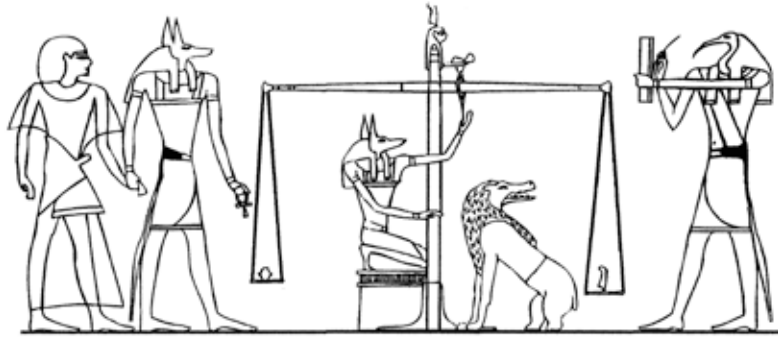
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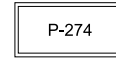
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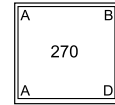
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