CONGRATULATIONS TO OUR NEW Officers

Member News

The Latest on Cremation

EDRS Update

SEPTEMBER 2015
September Contents

9

The Latest on Cremation
Rate of cremation continues to increase; projected to surpass burial in 2015.

10

EDRS Progress Report
NYSFDA staffers recently met with NYS Registrar Guy Warner and his staff at their office in Albany.

IN REMEMBRANCE

THE HONORABLE, ANTHONY FRATTO, former Mayor of the Village of Phoenix, passed away August 5, 2015. Tony was employed as a funeral director with Falardeau Funeral Home, Baldwinsville. Previous to this, Tony worked at Pirro & Sons Funeral Home (Thomas J. Pirro, Jr).

JAMES V. RHONEY, of Niagara Falls, a Marine Corps veteran of World War II and longtime president of the Rhoney chain of funeral homes in Niagara County, who also found a second career on the circus circuit, died July 1, 2015. He was 87.

JOSEPH S. “BUDDY” MACKEN, of Rockville Centre, passed away on June 30, 2015. Mr. Macken was the former proprietor of Macken Mortuary.

NYSFDA Technology Conference

Albany :: November 4 – 5, 2015 :: Earn 7 CEUs!

In today’s increasingly connected landscape, your funeral home must meet the demands of today’s mobile and social families. It’s way beyond having a website. Are you equipped? Join us in Albany to learn how to leverage social media at your funeral home. Speakers during this two-day conference will offer a series of short talks and interactive workshops.

SESSION HIGHLIGHTS INCLUDE:

• Cutting edge tactics for mobile campaigns;
• Harnessing free (or almost free) web tools;
• Optimizing your workflow with social media dashboards;
• Understanding social media pitfalls;
• A hands-on session to start your own funeral home blog.

This educational experience moves far beyond the basics of social media; you’ll leave with a fresh perspective on the digital landscape, and key strategic insights on how social fits in with your funeral business. Bring your laptop or tablet! This is a working conference where we will strengthen your existing social media skills.

LEARN MORE: www.NYSFDAtech.com!
Dear Colleagues:

I have just returned home to Long Island after an outstanding convention in Poughkeepsie. I want to thank TIM DOYLE and the DUTCHESS-PUTNAM -ULSTER FDA for welcoming all of us to their picturesque region. And, as usual, Bonnie and her great staff, especially Kelly and Michelle, put on a terrific show! In addition to our indispensible suppliers, I also want to thank our exceptional educational speakers. Finally, I welcome my old and close friend ANDY POWELL to the NYSFDA Board and thank him for sharing his familiar expertise at the microphone.

ROBERT and LILLIAN BRUEGGEMANN built the BRUEGGEMANN FUNERAL HOME OF EAST NORTHPORT 43 years ago. At an early age I was well acquainted with what a funeral home was all about and funeral directing has been a major part of my life ever since. I am proud of my parents and their legacy of service and compassion and I am proud to be a funeral director.

In the early years of my involvement in association work, I never thought I would become either president of my own local association and I certainly never dreamed I would one day be president of the New York State Funeral Directors Association!

But I watched people like JACK HOGAN and TOM SHEPARDSON. I experienced disasters such as the crash of TWA 800 and the World Trade Center atrocity. I have known firsthand the necessity of belonging to an association of my peers and how essential it is to have the resources of an organized group of supporters.

I thank all the people who have loved and encouraged me along the way. I am grateful for a family and staff “back home” who cover my back when I’m traveling or busy with association business. I am indebted to all those from across New York State who have contributed to my knowledge and love of our profession. And I thank the Lord for MARTHA, my wife, my soul mate and my greatest supporter.

I look forward to serving with my fellow Board members and I must tell you what a pleasure it has been partnering with all of them the past few years. I pledge two things to all of you. First I will never forget where I came from, where I’ve been and all the people who made my presidency possible. And second, I will strive to be the best president I can possibly be at all times for this association.

Sincerely,

Douglas R. Brueggemann
I had mice in my house once. We’d just finished a basement renovation involving a new bathroom, and the contractors had unwittingly opened up a nice door for them straight into the house. The mice loved it, and they were having a party.

One mouse, my friends, can perhaps remind us of the adorable Mickey, but usually where there is one there are many and this was the case. This was a major freak fest . . . me freaking out at the freaking mice. Yes, I screamed multiple times just like a girl.

So like any clever problem-solver, I hired one of those companies that promises to remove any vermin you may have in an instant, “poofing” them away into oblivion using methods similar to Harry Potter’s wand.

They had some clever newfangled traps. They were sticky, they were gross, and they turned the mice tracks green.

No good. The mice simply laughed and continued their dancing for real and in my nightmares.

They brought another kind of newfangled thing. A cage?

No good. Now the mice were laughing, dancing and multiplying.

I went to my local hardware store and bought those “Old-fangled” things. The spring-loaded mousetrap, originally invented in 1894 (thanks Google). I put a little cheese on some, a little peanut butter on others.

I cleaned up dead mice for two weeks. Then they were gone.

So the sayings are true . . . they can’t build a better mousetrap . . . or paperclip either, for that matter.

I keep reading about different schemes that preneed companies are huckstering to funeral directors that will give them more yield on both trusts and insurance.

The companies keep hearing the same thing from funeral directors that we do . . . ‘the yields on preneed funds are so low.’

They are responding to that concern by offering “great new products” . . . that those very funeral directors may well take a financial bath on. For, in the end, when things go south it is always the funeral directors that pay. That is a fact. It is a legal matter as well as one of public perception. Do not underestimate what “risky” or “risk” means. It’s not a term that means everything will come out okay in the end, guaranteed. It is a term that means you can lose your shirt.

Investing preneed funds should actually be very simple. In the case of PrePlan, the money goes into FDIC insured Certificates of Deposit. For the last 8 years (yes, 8 years!!), prevailing interest rates have been low, yet for all of that time PrePlan has exceeded the 5 year CD rates. Pretty darn good, in my view. And the money is safe. Absolutely safe.

These low but very safe yields beat a loss of 10 or 20 or 30 percent any day of the week . . . or the year. With preneed, you can’t wait out the market, because you never know when the money will be needed.

So when you hear these schemes and dreams of third party vendors seeking to make a profit by risking your reputation and financial viability, be very skeptical. Nobody has invented a better way to invest preneed funds . . . slick brochures, steak dinners and empty promises aside.

After all, they’ve been trying to build a better mousetrap for over 100 years.

Sincerely,

Bonnie L. McCullough, CAE
Don’t look now, but the baby boomers are starting to retire. Between 8,000 and 10,000 of them will turn 65 each day for the next 15 years. As more and more Americans near this milestone age, important decisions about when to retire and when to sign up for Medicare benefits will be on the minds of millions of Americans.

This new generation of retirees is living and working longer than the generations before. Increasingly, new seniors are looking for guidance on health insurance options, including Medicare benefits, as they consider delaying retirement or continuing to work part-time past age 65.

In an effort to inform Americans nearing their mid-60s (and their families) about Medicare benefits, enrollment deadlines and tips for avoiding penalties, the TRANSAMERICA CENTER FOR HEALTH STUDIES (TCHS) has developed a helpful guide that lays out the key information in one place.

MEDICARE OPEN ENROLLMENT

Anyone else seeking to sign up in the program or make changes to his or her Medicare benefits can do so only during an eight-week period every fall known as Open Enrollment. The period typically begins in early October and runs until early December.

MEDICARE ABCs

There are two essential options for Medicare coverage. One option is to obtain Part A, B and D coverage. Part A covers hospital insurance. Part B is medical insurance. Part D is prescription drug coverage. These three parts work together to create an insurance package that is similar to a fee-for-service/PPO model that many health plans offer.

The other option is to obtain coverage under Part C. This model is more like a traditional HMO. The coverage is more expansive than the Part A/B/D model, and there are caps on how much an individual will be asked to pay out-of-pocket, unlike the Part A/B/D model, which has no out-of-pocket cap. But with Part C, there is less patient control over doctor choice. The trade-offs essentially mirror the HMO vs. PPO trade-offs we make in the private insurance market.

To avoid penalties, anyone turning 65 must choose to enroll in Medicare A, B and D, or Medicare C. Part A is free to anyone who has worked for at least 10 years. There are monthly payments associated with Parts B and C.

There are a number of different coverage plans under Part D, each with a different level of coverage and patient co-pay for prescription drugs.

Continued on page 8
Those who do not enroll in Medicare within three months of their 65th birthday are subject to penalties and higher monthly fees after enrollment. For example, if someone misses the initial enrollment period for Part B, he or she faces an additional monthly premium of 10 percent for every full 12 months he or she was eligible but did not enroll.

Registration for Part C is available during initial enrollment period or during annual enrollment periods, without penalty, once Medicare coverage is in place.

**WHAT DOES MEDICARE COVER?**

**PART A (HOSPITAL INSURANCE)**

Medicare Part A covers hospitalization expenses, including hospital care, nursing home care, hospice and home health services. It is free if you already receive or are eligible to receive Social Security benefits, if you or your spouse has worked and paid taxes for at least 40 quarters (10 years), or if you are the parent of a fully insured deceased child. There may be other circumstances, such as specific medical conditions, that allow an individual to qualify for Medicare Part A before he or she turns 65.

**PART B (MEDICAL INSURANCE)**

Medicare Part B covers medical and preventive care services, such as lab tests, flu shots, ambulance services, clinical research, medical bills and medical equipment. The majority of Part B benefits are subject to a yearly deductible ($147 in 2015) and out-of-pocket co-payments, co-insurance and monthly premiums. The standard Part B monthly premium for 2015 will be $104.90.

Your actual payment will depend on your income and assets. Those with a lower income or assets may be eligible to receive assistance with Part B payments through a variety of programs, such as Medicaid.

**PART C (MEDICARE ADVANTAGE)**

Medicare Advantage Plans are offered by private companies approved by the Centers for Medicare & Medicaid Services and are similar to private insurance that’s available through the traditional health insurance marketplace. Medicare Advantage Plans cover emergency and urgent care needs and may offer extra coverage for vision, hearing, dental, and health and wellness programs. Most Medicare Advantage Plans include prescription drug coverage similar to Medicare Part D.

Monthly premiums for a Medicare Advantage Plan are separate from the Part B monthly premium. Medicare Advantage Plans, by law, have an out-of-pocket maximum of no more than $6,700 per year, while Original Medicare (Parts A and B) does not have an out-of-pocket maximum.

**PART D (PRESCRIPTION DRUG COVERAGE)**

Medicare Part D is prescription drug coverage. Enrollment in Part D is not automatic and there is a late enrollment fee for signing up after the initial enrollment period. All the prescription drug plans vary in cost and coverage options.

**MEDIGAP**

If you decide to go the Part A/B/D route, it’s important to know that Medicare doesn’t cover everything, and there is no cap on what you might be asked to pay out-of-pocket. To help, you have the option of buying what is called a Medigap plan. These are supplemental policies that cover services not covered by Medicare Parts A, B and D. These are not a government benefit, but rather insurance policies sold by private companies.

Medigap plans are not necessary if you are covered under Part C.

**AFFORDABLE CARE ACT**

It is important to note that individuals who use Medicare are not affected by the ACA and DO NOT HAVE TO CHANGE their coverage.

**EDITOR’S NOTE:** For the complete Medicare Guide, visit: www.transamericacentersforhealthstudies.org/affordable-care-act/medicare-guide.
HE’S A KEEPER!

Congratulations to NICOLE LARUE of LUNDY FUNERAL HOME on the birth of her son, ALEXANDER STANLEY LARUE born on July 15, 2015.

Golf!

Each summer NYSFDA members hit the links to support elected officials on both sides of the aisle.

DACC SPEAKERS CUP

Assembly Majority Leader JOSEPH D. MORELLE (D-Irondequoit) welcomed NYSFDA Tribute At-Large Director WILLIAM F. FLOOKS, JR. of BEECHER FLOOKS FUNERAL HOME in Pleasantville; NYSFDA Continuing Past President TIMOTHY P. DOYLE, CFSP; member ERIC M. WILSEY of SEAMON-WILSEY FUNERAL HOME in Saugerties; NYSFDA President ROBERT C. ENOS of HOY FUNERAL HOME in West Seneca; and Assembly Speaker CARL E. HEASTIE to the DEMOCRATIC ASSEMBLY CAMPAIGN COMMITTEE SPEAKERS CUP at the WHIPPOORWILL CLUB on July 20, 2015 in Armonk.

RACC OPEN

It was a beautiful day for the 21ST ANNUAL REPUBLICAN ASSEMBLY CAMPAIGN COMMITTEE OPEN held July 22, 2015 at WOLFERT’S ROOST COUNTRY CLUB in Albany. Pictured left to right: JACK WILSEY of SEAMON-WILSEY FUNERAL HOME in Saugerties; NYSFDA President ROBERT C. ENOS of HOY FUNERAL HOME in West Seneca; Assembly Minority Leader BRIAN KOLB (R-Geneva); NYSFDA past president LESTER R. GRUMMONS, CFSP of LESTER R. GRUMMONS FUNERAL HOME in Oneonta; and Assemblyman GARY D. FINCH (R,C,I-Springport), owner of BREW-FINCH FUNERAL HOME in Auburn.
CREMATION & BURIAL 

News

Rate of cremation continues to increase; projected to surpass burial in 2015

According to the 2013 final data in the 2015 NFDA CREMATION AND BURIAL REPORT: RESEARCH, STATISTICS AND PROJECTIONS, the rate of cremation was 45.4 percent and the rate of burial was 48.7 percent. By the end of 2015, the rates of cremation and burial are projected to be 48.5 percent and 45.6 percent respectively.

Should the 2015 projections bear out, the cremation rate will have increased by more than 50 percent over the last 10 years.

“Cremation isn’t just a trend – it’s a service that funeral professionals like me have been offering for years,” said NFDA President ROBERT MOORE, IV, CFSP, CCO. “Whether a family chooses a viewing and funeral before cremation or a memorial service after, our duty is to help families understand their options so they can gather to honor the life of their loved one in a meaningful way.”

There are many reasons why consumers choose cremation, including cost considerations, environmental concerns, fewer religious prohibitions, and changing consumer preferences, such as a desire for less ritualized funerals.

The majority of families who choose cremation also commemorate their loved one’s life: 28 percent choose to have a funeral with viewing before cremation and 37 percent have a memorial service after.

When talking about their own funerals, more than one-half of adults 40 and older would encourage their loved ones to plan a funeral or memorial ceremony. Only 17 percent of adults would discourage their loved ones from commemorating their life.

The state and national death, cremation and burial projections contained in the Report were compiled with the assistance of experts from the UNIVERSITY OF WISCONSIN. Other findings presented in this report are from the 2015 NFDA Consumer Awareness & Preferences Study and 2015 NFDA General Price List Survey. ■

The 2015 NFDA Cremation and Burial Report: Research, Statistics and Projections is available to NFDA members at no charge. It can be downloaded from the NFDA website, www.nfda.org/tools/cremation.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cremation (%)</td>
<td>32.3</td>
<td>40.4</td>
<td>45.4</td>
<td>48.5</td>
<td>56.2</td>
<td>71.0</td>
</tr>
<tr>
<td>Burial (%)</td>
<td>61.45</td>
<td>53.3</td>
<td>48.7</td>
<td>45.6</td>
<td>37.9</td>
<td>23.2</td>
</tr>
</tbody>
</table>

Source: NFDA
Nearly all – yes 100% - of NYS licensed funeral directors have submitted the application required to set up an HCS (Health Commerce System) account. HCS will be the online portal that all must use to file death certificates with NYS EDRS.

Testing of the system will begin this fall. DOH will use “volume testing” on the EDRS system as opposed to just one funeral home site. “Volume testing” will involve all funeral homes in a particular county, along with a large local hospital and the registrar. Albany County will be the first test county; a second test will be conducted in Monroe County. DOH has had talks with another large county downstate, but that testing is unconfirmed, and may not be necessary.

DOH is finalizing plans to hire staff that will provide the training for all users. The training for funeral directors will likely be via webinar. DOH is also hiring a “documentation” staffer who will develop the training and reference materials to be distributed to all users.

DOH remains committed to developing and implementing a top-flight system, without any design or operational shortcuts. Working with other areas of the State government apparatus has taken more time in order to meet the high standard set by DOH.

Because of funeral service, there are no financial barriers holding this project up, a fact about which we should be proud and which will prove beneficial to each funeral firm in terms of financial and productivity savings.

We look forward to sharing more details with you in the coming months as NYS EDRS becomes a reality!
BUREAU Update

As you all know, Deborah Orecki, the long-time Director of the NYS Bureau of Funeral Directing, retired from her position earlier this year. This has understandably generated many questions as to what the NYS Department of Health’s (NYSDOH) plans are with respect to filling the Director position and the future of the Bureau itself.

To ensure continuation of our dialogue with NYSDOH, and to ascertain the latest information, I met recently with both Ruth Leslie, Director of the Division of Hospitals and Diagnostic & Treatment Centers, and Jonathan Wettergreen, who administers the Bureau on a daily basis, to discuss these very matters. What follows is a synopsis of that meeting:

- **Bureau Director** - DOH plans to fill the position. However, like every other position in State government, it is subject to a hiring freeze. DOH has requested a “waiver” from the freeze to commence the hiring process, and it is hoped that this waiver will be granted this summer. The position would then be posted. There are no qualification changes envisioned, meaning that the requirement that the next director be a licensed funeral director will continue.

- **Bureau of Funeral Directing** - The Bureau will remain and, contrary to some rumors, there are no plans to eliminate it or transfer its powers and functions to another State agency.

- **Staffing** - Two licensees continue to staff the Bureau: Matt Doran and Lynda Howard.

- **Renewals** - The Department will in the future send out registration -- and license -- renewals to funeral directors as they are received, as was the case this year with registrations. This replaces the “batch” format as had been the practice for many years. DOH still desires to implement a system allowing renewals electronically, although it is unlikely to be in place by next year for license renewals. They also continue to pursue putting photographs on “pocket cards,” but this is dependent on availability of NYS Department of Motor Vehicles (DMV) staff.

- **Funeral Directing Advisory Board** - Plans are to schedule a meeting sometime this Fall.

- **Funeral Data** - The Bureau will once again provide data on the law exam and numbers of licensees/registrants/firms to NYSFDA.

- **Ebola** - DOH will be working with NYSFDA to more thoroughly clarify and provide guidance on the specific roles of funeral directors and health care institutions as they concern Ebola and other potential widespread diseases/epidemics.

Some state lobbyists find this interpretation too broad, neglecting other important considerations. Peter J. Shelly, founder of Shelly Lyons Public Affairs and Communications in Harrisburg, Pa., agrees that total spending has increased, but believes “there are more reporting requirements, so more activity is now made public.”

**Higher Turnover**
Constance Campanella, founder and chairman emeritus of Stateside Associates, sees the matter much as Shelly does. By every indication, she says, lobbying activity has increased in states where disclosure has been well-established such as California, New York and New Jersey.

Campanella also suggests another, often-overlooked factor. “State legislatures, governors and attorneys general have been turning over at an accelerated rate for the past decade,” she points out. “This provokes interest, concern and sometimes a sense of opportunity. That is why there is more spending on advocacy, as well there should be. Those who are affected by government need to participate.”

But Shelly sees this as nothing new. “Every few years, a national media outlet decides it’s time to see what is going on in those tiny little hamlets out there, and you get a story like that,” he says. “It might shock some, but statehouses have always been pretty active places.” (Source: Public Affairs Council)
The late ALVIN E. ALLEN woke up each morning to feed the beef cattle on his family farm before heading off to work his day job at another farm. He’d return home from work each day and again care for the family farm’s animals.

Livestock and other residents of the family farm were an important part of Allen’s life — so funeral director NORMAN WATERMAN, of NORMAN L. WATERMAN FUNERAL HOME in Newark, had no qualms when family members asked if they could bring Whalen to the funeral home for the farmer’s wake.

Family members and neighbors gathered some mobile fencing and trucked Whalen — a 1,000 pound Hereford bull — into town.

They situated the bovine on the front lawn of the funeral home for Mr. Allen’s calling hours — along with a small cage with a half-dozen of his prized chickens.

When people drive by the Victorian mansion and see something out of the ordinary, they’re viewing an important part of the life of someone who has died.

THIS HOME IS YOURS

Alvin Allen’s widow MARILYN ALLEN told NYSFDA’s blog, SympathyNotes that Whalen’s attendance stemmed from a meeting Waterman held with family members where he told them “from this moment on, this home is yours to do as you would like to do.”

That offer sparked thoughts about a day years back when one of their cows had a baby in the middle of a chilling cold winter. The young cow was shivering, Marilyn Allen said, and her daughter-in-law and granddaughter insisted that her son bring it inside the house and put it in the breezeway.

“They slept with it all night, covered with towels,” she said.

All shared a kinship with the family farm’s animals, so when Waterman described his funeral home as their home, Allen’s daughter and daughter-in-law looked at one another. Then Marilyn Allen said she looked at her son and they both knew what the girls were thinking.

Marilyn’s son, Doug, told the ladies they couldn’t take a baby cow away from its mother without causing a ruckus, so if they had to bring an animal to their dad’s funeral it would have to be a bull.

He made arrangements with the help of a neighbor and they secured fencing and a trailer to make it happen.

“They were all excited. They, of course, had to call Norm right way and see if it was OK. He said ‘sure enough,’” Marilyn Allen said.

They planned to situate a big tarp beneath the massive bovine, but Waterman said not to worry about it, they’d clean up afterwards, Marilyn Allen said.

Alvin Allen would spend all the free time he could...
spare going out to feed and care for Whalen and the other animals until the Parkinson's disease he battled made it impossible.

“That was my husband’s pride and joy. As long as he could go, he’d always go out. It got so he couldn’t do it . . . we have continued to do it. That’s why they said Dad needs his animals there with him. He loved his animals,” Marilyn Allen said.

Including important elements of Allen’s life transformed the funeral home into a more familiar place for guests and family.

“A lot of friends said it was like when they opened the door and walked in, it was like they were coming into our home,” Marilyn Allen said.

“People were visiting and some were shedding tears then they were fine. Everything was like it would be if you were home.”

“They still talk about it,” she said.

**Waterman is creating a new tradition with elements of funeral services that families are starting to ask for because they heard about it from another family.**

Most of the time, he doesn’t bring the hearse directly to the cemetery after the funeral. Instead, he brings the hearse and motorcade for one final trip to the loved one’s home.

“On the way to his resting place, Norm took us past the house and stopped,” Marilyn Allen said.

The family’s prized herd of Hereford beef cattle graze in a fenced pasture up the road from their home – so the funeral motorcade made a stop there as well.

“He couldn’t do more for us, I’ll tell you the family is so, so pleased,” Marilyn Allen said.

A local barber worked until he was 91 years old, and when he died at 96, Waterman said the **NEWARK POLICE DEPARTMENT** helped out by blocked off the main roadway so the entire funeral procession could travel through town and in front of the man’s longtime workplace.

Waterman said he stopped, got out of the hearse and placed a big bouquet of flowers in front of the barber shop.

“When I looked back and saw the son with tears in his eyes because I did that, it was worth every second,” he said. He attributes all his knowledge to his mentor, Funeral Director Thomas E. Burger of Hilton, NY.

When he first arrived in 1994, Waterman began making changes – including the installation of a flagpole with a stone dedicated to the U.S. Armed Forces.

Now, services for veterans include flying the flag of their branch of service on the flagpole.

Waterman said it’s something simple, but family members often stand by the flagpole and take pictures in memory of their loved one and their service to their country.

**WHAT’LL BE THERE NEXT?**

Waterman believes the townsfolk peer over at the funeral home every so often, wondering what they might see there.

The 21-year funeral director, of Newark, learns important aspects of loved ones’ lives from family members during meetings he conducts before any formal “arrangements” take place.

He handled funeral services for a man who trained horses at the Finger Lakes Gaming and Racetrack, and that celebration entailed parking a Thoroughbred race horse on the lawn.

Marking the life of another farmer led to driving a massive John Deere tractor onto the funeral home property.

Another gentleman’s beloved hobby was his motorcycle – so Waterman wheeled it into the main viewing room and placed the cremation urn on the seat.

“I’m a firm believer in helping people celebrate their loved-ones’ life,” he said.

Whalen the bull drew some attention for himself as he stood in front of the funeral home, munching on hay.

“I had people stopping their cars and getting out of their cars and taking pictures, kids getting out of the car to see the bull. Then the people just visiting, they were just in awe. Many of them said to me ‘what a way to celebrate his life,’” Waterman said.

“That was his life, those cattle . . . that was his life and many people said that.”

The chickens weren’t part of the plan. But Waterman said that didn’t matter, and the feathered friends, along with Whalen, led to good-hearted jokes about steak and eggs.

“They didn’t lay any eggs,” Waterman said.

For more stories like this one, visit NYSFDA’s blog, www.SympathyNotes.org.
In the July 2015 issue of the *Journal of Neurology, Neurosurgery & Psychiatry*, researchers concluded that those whose jobs required continual exposure to formaldehyde in embalming fluid were three times more likely to develop *Amyotrophic Lateral Sclerosis* (ALS), compared to those never exposed to the chemical.

ALS is a fatal neurological disease for which there is no cure. While the disease is comparatively rare, it is known to affect around 12,000 people in the United States.

Researchers determined that funeral directors have about three times as much a chance of developing ALS. The data showed that men are four times as likely to develop the disease.

Ventilation is key to limit exposure to the chemical, said Jessica Koth, a spokeswoman for the National Funeral Directors Association, in a statement to *Laboratory Equipment* magazine. But the use of formaldehyde is not definitively proven as an occupational hazard, she added.

“There have been several studies over the years showing that exposure to formaldehyde in any profession has potential health consequences. Funeral directors take these studies very seriously. The authors of this study state that results should be interpreted with caution,” Koth said.

NYSFDA will keep you apprised should more definitive data about the connection between formaldehyde and ALS be published.
WELCOME HOME

Veterans, funeral directors and the PATRIOT GUARD RIDERS OF NY welcomed one of New York’s long-lost heroes back home in July 2015, ending a decades-long wait with salutes and patriotic gratitude.

Army Air Force Lt. EDWARD F. BARKER, a WWII pilot, was only 20 years old in 1944 when his plane crashed into a mountainside in Papua New Guinea. He was listed as missing in action and his plane was eventually spotted by a U.S. Military team on the island north of Australia in 1962, according to the U.S. Dept. of Defense POW/MIA Accounting Agency.

Military Honor Guard, members of the Veterans of Foreign Wars, police and the Patriot Guard Riders of NY stood at attention as Barker’s remains were carefully carried from a Delta airline into the care of the FENNER FUNERAL HOME of Herkimer.

Members of the Fort Drum Honor Guard slowly carried the flag-draped coffin into the hearse during a brief and solemn ceremony.

Barker’s ultimate identification hinged on help from his nephew, MARK E. SHOEMAKER—himself a pilot during the Vietnam War. Shoemaker, whose DNA confirmed his uncle’s identity, said he’d heard stories about his uncle all his life and he wasn’t very confident he’d ever be found.

“New Guinea’s a big place. Where he was is 7,800 foot up on a mountain in a jungle. The chances of anybody finding him were pretty small,” Shoemaker said.

Members of the Fort Drum Honor Guard transfer remains of WWII Pilot Edward F. Barker into the care of Funeral Director Ronald Hess Jr. of the Fener Funeral Home. Hess’ father, Ronald Hess Sr., not visible, stands on the other side of the vehicle at Albany International Airport. (Photo by Ed Munger)

The lengthy ordeal and ultimate hero’s welcome “says something about this country,” said RONALD HESS SR. of the Fenner Funeral Home.

“It’s really our honor to have them select us as the funeral home to take care of him,” he said.

The Funeral Home in Barker’s hometown scheduled two sessions of calling hours for later in the week that would be followed, a day later, with a graveside funeral service with full military honors — something all American military deserve, said Ronald Hess Jr., also a funeral director.

“I’m glad they got him back home. They’ve got to get all our soldiers back, regardless of what war,” he said.

For more details and photos about this story, visit NYSFDA’s popular blog, www.SympathyNotes.org.

A reputation for PERSPECTIVE...

When Dr. Vanderlyn Pine founded AFC over 40 years ago, he was influenced by generations of Pine Family funeral directors, his experience managing a funeral home, and years of teaching the Sociology of Death and Dying at the university level.

...We took ownership of AFC after decades of learning from the best. It’s the emphasis on the importance of the funeral, the role of the funeral director in society, and the respect for the work they do that drives us today. It’s a unique perspective for those in our line of work and it’s one our clients have come to understand and trust.

Our clients share our values, and know that the reputation of those on their team is a reflection on them.

Kathy Williams & Melissa Drake

Team up with PERSPECTIVE. Team up with AFC.

Business Appraisals – Sales & Acquisitions – Minority Stock Assessments – Business Plans – and many more services to suit your unique business goals.

(800) 832-6232  www.TeamAFC.com  visit us on

NYSFDA Directions • September 2015 15
All New –
Get the Abigail App for your iPad!
Download our catalog today!
Go to the App Store, search for Abigail, download for Free.

Abigail
Abigail Press Inc.
Category: Catalogs
Version: 1.1
Rated: 4+
Free App

Call 800-442-5060 with any questions
The job you were hired to do and the job you do today sure are different.

The Old You, in fact, would only barely recognize the way things are done in the modern workplace: you’ve welcomed revolving competition, new technology, and alternate methods as they’ve arrived. For Allan Abbott and Gregory Abbott, that’s especially true but in their new book, “Pardon My Hearse,” they offer snapshots of the ways we’ve departed.

As a young member of The Greatest Generation, Allan Abbott grew up working. He “spent a great deal of time on scrap drives” during World War II, became a paperboy at age eleven, and started a business with a fellow classmate when the two of them were still in high school. That business never took off, but something clicked when the boys bought their first pre-owned hearse.

The “morbid-looking 1941 Packard” was purchased for use as a cheap camper but Abbott made money by selling rides and crystals found on camping trips. Later, when the Packard was sold, the partners bought two newer hearses and began delivering floral arrangements to funeral homes. It wasn’t long before someone asked them to pick up a body and, though they were “flying by the seats of [their] pants” and were barely out of their teens, the request led to a lifelong career.

Initially squeamish, Abbott and his partner were also open to learning. In a time when legalities were relaxed and privacy laws nonexistent, they observed autopsies, shadowed medical examiners on cases, and received help from other funeral directors who were happy to support them. One of their earlier responsibilities was filing Death Certificate paperwork, which they transported aboard motorcycles, and when other opportunities appeared, the two men seized them and were soon the go-to guys for Everything Funeral, including caskets, deliveries, removals, and modified hearses.

Hollywood A-Listers began to seek them out for limo rentals. Some of those same A-Listers became clients in death, though Abbott and his business partner served any Los Angeles citizen in need of funeral services. They did it every day, round the clock, for fifty years, even when the funeral guys needed funerals for their own.

If, as they say, stories are how we learn best, there’s a lot to learn inside “Pardon My Hearse.” Indeed, this book is like eavesdropping at a funeral director’s convention, with each tale outrageously outdoing the last.

That can be fun to read, but there are also several anecdotes that are unsettling. Authors Allan Abbott & Gregory Abbott dish on celebrity deaths that stick in the elder Abbott’s memory, as well as unusual funerals for everyday people - but they likewise share stories that raised my eyebrows, including tales of trespassing and collecting dead-celeb artifacts at odd times. That’s interesting stuff, yes, but also very wince-worthy.

And yet, this peek inside the funeral industry of yore is good for the names and facts that will intrigue Hollywood watchers and industry folks alike. Just beware, before you start it, that “Pardon My Hearse” is a little different . . .
STAFF WANTED

Spanish-Speaking Funeral Director Sought. Moloney Funeral Homes is currently seeking a bilingual (Spanish) Licensed Funeral Director. We offer an extensive benefit package with an outstanding team work environment. NYS License required. Please contact Dan Moloney via email only at: dan@moloneyfh.com.

Funeral Director Wanted in Catskills. Looking for a NYS licensed funeral director to work in a small tight-knit Catskill Mountain community with future ownership a strong possibility. Successful candidate should be service oriented, mature and capable of learning to manage a 100+ call yr. business in the not too distant future. Please send letter of interest to snalls@frontiernet.net.

Resident Wanted in CNY. Seeking a highly motivated NYS qualified resident to work at our CNY area funeral business. Please send resume to ahtraub@gmail.com.

Resident sought in NYC’s Upper East Side. Resident position available for a fast-paced, Upper East Side NYC funeral home. 300 call volume with lots of extras and possible full-time position at the end of residency. Candidate needs clean driving record. All inquiries can be sent to krtiffh@aol.com.

Area Manager. New Comer Funeral Home is a family owned, multi-location funeral home organization looking for an experienced and motivated Area Manager to lead our Rochester team! Must be a Licensed Funeral Director in NY and have 5 years of management experience. Newcomer offers an attractive benefits package and life balance! To learn more about and to apply online, visit: www.njfsi.com.

 Experienced Funeral Director Wanted. We are a family owned funeral home looking for an experienced, licensed funeral director on Long Island. The candidate must be hard working, honest, able to preform all aspects of a funeral director, be computer literate and a team player. You must have a clean drivers license and be able to pass a background check. Please e-mail resumes to sal@manganofh.com. All e-mails will be kept confidential.

Resident or F/T funeral director wanted in central New York. We are a family owned funeral home located in Central New York. We are looking for a resident or full-time licensed funeral director that is qualified to work in New York. Please send resume to wrightbeardfh@gmail.com or call 607-756-2885.

F/T Funeral Director Wanted. Funeral Home on the Brooklyn/Queens border is seeking a full time resident with a valid NYS driver license. French/Creole and Spanish is a plus. Please email resumes to: alarkin@gracefunerals.com.

Funeral Director Wanted. Privately owned funeral firm in the heart of the Finger Lakes is looking for a licensed funeral director with good technical skills, the compassion and experience to work with families and a good work ethic. Please contact us at: mjleily1949@gmail.com.

Seeking Tutor in Westchester County. McCallister student looking for very knowledgeable, proficient and experienced tutor, specifically for Anatomy 1. Located in Lower Westchester County. Please contact: jrt06122@gmail.com.

Location Manager / Funeral Director. MFSF has an exciting opportunity in our Ithaca Funeral Home. Basic Qualifications: Licensed NYS Funeral Director, 5 years of funeral directing experience; ability to operate a motor vehicle, climb stairs, squat, bend, twist, and regularly lift up to 50 pounds or more. Preferred qualifications: 2 years of supervisory experience; and Bachelor’s degree. Benefits include: health, vision, and life insurance, paid vacation, 401K, profit sharing, long term disability. Please respond to: greg@myefuneralservice.com.

Seeking Committed Applicants. Seeking a NYS Licensed Funeral Director or a student ready to start a quality residency program. We are a family owned funeral home located in Central NY averaging 250 calls annually. We are in search of a committed, capable, and caring person to join our talented and professional team. Candidates, please respond with resume to: cahunter116@gmail.com.

Funeral Directors, Resident Sought in Upstate NY. Lombardo Funeral Home, a privately owned and operated funeral home is looking for two Licensed Funeral Directors and a Resident. Please call 716-523-5363.

Seeking Licensed Funeral Director in Buffalo. Licensed Funeral Director sought for our funeral home in the City of Buffalo. The ideal candidate will be well versed in the funeral practices and customs embraced by the Latino and African-American families we serve in this historic city. Interested applicants please call 716-523-5363.

FOR SALE / RENT

Funeral Home for Sale or Lease. Located in Queens, NY. Family-owned. Inquire at 917-543-2199.

SEEKING EMPLOYMENT

Licensed Director Seeks Funeral Home in NY Capital Region. I am a NYS licensed funeral director looking for a position that offers housing and other incentives in exchange for my expertise and assistance in the funeral home. I am interested in the Upstate NY / Capital Region, but am open to any opportunities. Contact me at 518-354-7444 or e-mail: c812@yahoo.com.

Funeral Home Sought for Residency. I am looking for a funeral home in the Hudson Valley region that is looking for a resident to help in their funeral home. I finished half of my residency at a funeral home and just have 6 months left to complete. I have dealt with over 70 cases in those 6 months. Please contact Ashley LaBar at oldbar615@gmail.com or 845-728-5435.

Seeking F/T or P/T in Suffolk or Nassau. Funeral directors need a break sometimes - and I can help! Not ready to retire after three decades serving families, this NYS licensed funeral director is available to fill in for arrangements, directing and sign-ins in addition to hearse drives and tending to families during calling hours. I am well-versed in Christian and Jewish services, so don’t hesitate to reach out if you need help in Suffolk or Nassau counties. Contact Joe at 631-252-3847 or 8jafazz@hotmail.com.

Seeking F/T in Syracuse Area. Licensed funeral director with experience with all aspects of the job. Strong embalming skills and I work very well with families. Looking for a F/T opportunity in the Syracuse area. Please email me at svbel1101@gmail.com.

Seeking P/T in Long Island Area. Licensed 13 years, looking for a part-time Funeral Director position on Long Island. Available for sign-ins at Calverton and other cemeteries. References furnished upon request. Contact Steve via e-mail at: mr21373@aol.com or by phone at 516-637-0549.

Licensed Funeral Director Seeking Employment. I’m a licensed funeral director who has experience in the funeral industry. I’m looking for any part-time, full-time position in the Nassau/Suffolk area and even in the metro area of NY. I am a hardworking and enthusiastic individual who wants to succeed in this field and would be a great asset to any firm. Please contact me at bjsjohnson@aol.com or 631-572-7751 (cell) or 631-583-8302 (home).

Position Open for Licensed Funeral Director. We are looking for a licensed, experienced funeral director to serve families in our historic Upstate New York community. The ideal candidate will be able to maintain the highest standards of service and dedication to families in Ogdensburg. Serious candidates please send a resume to mike@franyfuneralhome.com.

General Manager in New Hampshire. We are currently seeking a General Manager in New Hampshire. The successful candidate will be responsible for managing all aspects of this operation with flawless execution standards combined with a thorough understanding of our unique demographics and clientele. Previous management experience strongly preferred. E-mail: Amber.Kennedy@sci-us.com. Service Corporation International is an Equal Opportunity Employer, M/F/D/V.

Resident or F/T Funeral Director Wanted in Rochester. We are a family owned funeral home located in Rochester, NY. We are looking for a resident or full time licensed funeral director that is qualified to work in NY. Please e-mail cover letter and resume to bill@bartolomeo.com.

Resident or Newly Licensed Funeral Director. Progressive, fast-paced, single-location, independently owned, Manhattan funeral home seeks a highly ambitious, hard-working, technologically knowledgeable resident or newly licensed funeral director. Potential candidate must have completed mortuary school (holding a bachelor’s degree is a plus). We are seeking an individual willing to develop their knowledge of funeral service to the highest level. A strong candidate will earn a commensurate salary, receive two days off each week, hold set hours and serve alongside the best assembled team of funeral directors. Salary, paid vacation, medical and dental benefits, profit-sharing and bonuses will be considered based on work ethic and performance. Serious inquiries, send resume to Greenwich Village Funeral Home by e-mail: grvfh@aol.com.
EMILY NIEMAN heard about St. Mary’s Hospital for Children many times, but she never had an opportunity to visit until the Foundation approved a $3,000 grant to support the hospital’s BEREAVEMENT PROGRAM.

Following a warm reception and tour in July, Nieman left wishing she could do more for the 97-bed facility that serves children facing serious illness.

“I was really overwhelmed with all the positive, innovative work that they’re doing there,” said Nieman, a 25-year grief counselor whose husband John owns the Funeraria Juan-John’s Funeral Home in Brooklyn.

Founded in 1870, it’s the oldest children’s hospital in New York City. The hospital established a Palliative Care Program in 1984 – one of the first in the U.S.

It’s a place of welcome for children facing complex conditions including chronic illness, traumatic brain injury, premature birth complications and other disorders. St. Mary’s now serves more than 2,000 children daily through inpatient and home care programs.

Despite difficult situations, children there are exploring art and music and doing many of the things healthy kids do, Nieman said.

“I was really overwhelmed with all the positive, innovative work that they’re doing there,” said Neiman, who described the hospital as being “at the cutting edge of everything that is new and innovative.”

“They’ll help their patients in any way possible,” Neiman said.

Music, yoga and massage therapy are but a few methods employed for relaxation and rehabilitation and to reduce pain and anxiety for these children – some of whom are facing life-threatening illness.

Many of the children go on to lead happy and productive lives – but some don’t, and their family members need help coping with loss. These services will be the focus of the Tribute Foundation’s support.

Bereavement services play an important role in palliative care, said Jonah Cardillo, Senior Director of Grants and Program Innovation at St. Mary’s.

“Our expert staff help parents and siblings of terminally ill children prepare for and navigate one of their life’s most difficult journeys. Many of our families wouldn’t be able to afford proper counseling and support outside of St. Mary’s,” Cardillo said.

“Funding from partners like the New York State Tribute Foundation enables St. Mary’s to be that safety net when our families need us most,” Cardillo said.

Among the sights Nieman took in during the tour was one favorite: smiles on the faces of the children.

“It left a big impression on me. I left there happy,” Nieman said.

HELPING OTHERS

The New York State Tribute Foundation supports hospital bereavement program.

The Little White Envelope

Inserted in this newsletter is a donation envelope to the NYS Tribute Foundation. Please consider making a contribution. The Foundation is your opportunity to build a legacy and to share the good work accomplished daily by those in the funeral service profession. Your tax-deductible contribution may be made in one payment, quarterly, or as part of your estate planning. For more information, contact Kelly at 800-291-2629.

NYSFPA Directions • September 2015
The contributors listed below are those who have made donations to the Tribute Foundation in 2015. The levels at which they are listed are the “cumulative levels” they have attained since the Foundation began. Gifts of Remembrance and Gifts in Honor and Celebration are also cumulative and count toward the levels of giving.

**TRIBUTE LEGACY SOCIETY $10,000 OR MORE**
- Wayne and Sally Baxter (Fox Funeral Home, Forest Hills)
- Douglas and Lillian Brueggegmann (Brueggegmann Funeral Home of E. Northport, Inc., East Northport)
- Timothy P. Doyle, CFSP (Timothy P. Doyle Funeral Home, Poughkeepsie)
- Peter J. Nolan and James P. Nolan, Jr. (Nolan & Taylor-Howe Funeral Home, Inc., Northport)
- Ontario-Wayne-Yates County Funeral Directors Association

**CORNERSTONE BENEFACCTOR $5,000 - $9,999**
- Scott B. Anthony, CFSP (Anthony Funeral & Cremation Chapels, Webster)
- James P. Dean (Campbell-Dean Funeral Home, Inc., Oneida)
- Dutchess Putnam Ulster Funeral Directors Association
- William F. Flooks, Jr. (Beecher Flooks Funeral Home, Inc., Pleasantville)
- Leatherstocking Funeral Directors Association
- Bonnie McCullough (NYSFDA)
- Scott and Eben Miller (Miller Printing & Litho, Inc., Amsterdam)
- Joseph B. Papavero (Papavero Funeral Home, Maspeth)
- Richard J. and JoAnne Sullivan (Smith, Seaman & Quackenbush, Inc., Highland Mills)
- Sal Stratis (Abigal Press)

**MEDALLION CIRCLE $2,500 - $4,999**
- Joseph E. Dietrich (Dietrich Funeral Homes, Inc., Amherst)
- Joseph Dispenza (Forest Lawn Cemetery Group, Buffalo)
- Robert C. and Mimi Enos (Hoy Funeral Home, Inc., West Seneca)
- Erie-Niagara Funeral Directors Association
- Rev. John Fraser (Holy Rosary Church, Hawthorne)
- Anthony and Lynne Martino (Hess-Miller Funeral Home, Middle Village)
- S. Scott Mason, CFSP (Mason Funeral Home, Westfield)
- Leslie Morris (Otis, MA)
- Curtis D. Rostad (Indianapolis, IN)
- John Sommese (Simonson Funeral Home, Forest Hills)
- Gordon and Joan Terry (Houk-Johnston-Terry Funeral Home, Inc., Edmeston)
- Carl W. Trainor (Trainor Funeral Home, Inc., Boonville)
- Unys (Buffalo)
- Doug and Sharon Wilson (Wilson Funeral Home, Inc., Norwich)

**KEYSTONE CONTRIBUTOR $1,000 - $2,499**
- Fred Bryant (Bryant Funeral Home, Inc., East Setauket)
- Sharon D’Ambrosio (Babcock Funeral Home, Inc., Ravena)
- Peter DeLuca (Greenwich Village Funeral Home, New York)
- Tracy and Bernard Dowd (Flower Hill)
- Peggy and Jeff Gaines (Ozone Park)
- Eugene Guarino (Graham Funeral Home, Rye)
- Richard and Donna Hazzard (Patterson)
- Robert and Rita Hogan (Quinn-Fogarty Funeral Home, Flushing)
- John and Susan Kelly (Edward L. Kelly Funeral Home, Schroon Lake)
- Bruce K. Mason (Mason Funeral Home, Fort Ann)
- Wesley A. and Wesley C. Powell (Powell Funeral Home, Inc., Amityville)
- William A. Wirene (Clinton)

**TRIBUTE PIONEER $500 - $999**
- Thomas E. Burger (Thomas E. Burger Funeral Home, Hilton)
- David Crawford (Crawford Funeral Home, Inc., Rochester)
- Curtis A. Cunningham and Scott M. Zielonko (A.J. Cunningham Funeral Homes, Inc., Greenville)
- Francis “Joe” Martin, Jr. (Miller Funeral and Cremation Services, Inc., Rochester)
- G. Robert Sweet (Sweet’s Funeral Home, Inc., Hyde Park)
IN HONOR

In Honor of President
Robert C. Enos
- Wayne Baxter
- Peter C. DeLuca
- Timothy P. Doyle, CFSP
- S. Scott Mason, CFSP

In Honor of President-Elect
Douglas R. Brueggemann
- Timothy P. Doyle, CFSP

In Honor of Thomas E. Burger
- Norman L. Waterman

In Honor of Colleen Connelly’s Service to NYSFDA
- Joe and Cindy Martin
- Erie-Niagara FDA

In Honor of John J. Kacoor
- Eni-Niagara FDA

In Honor of Mel Thompson’s 80th Birthday Celebration
- John C. Sommese

IN MEMORY

In Memory of John Betz
- Carl W. Trainor

In Memory of Priscilla Bruce
- Tricia and Craig Duke

In Memory of Lillian Brueggemann
- The Estate of Lillian Brueggemann
- Robert and Rita Hogan
- S. Scott Mason, CFSP

In Memory of Bill and Dottie Bush
- Brian A. Bush

In Memory of Frank D. Cieri
- Peter C. DeLuca
- Robert and Mimi Enos
- Dick and Donna Hazzard
- James, Mark and Peter Nolan

In Memory of Rose Cusimano
- Peter C. DeLuca
- Anthony and Lynne Martino

In Memory of Anthony and Eleanor D’Angelo
- Robert and Anthony D’Angelo
- Peter C. DeLuca
- Robert and Rita Hogan
- Anthony and Lynn Martino

In Memory of Andy Fier
- Peter C. DeLuca

In Memory of Warren Fitzgerald, Sr.
- Donna DeMarce

In Memory of Courtland Fowler
- Thomas E. Burger

In Memory of Frank Heller
- Curtiss A. Cunningham and Scott M. Zielonko
- Leatherstocking FDA
- S. Scott Mason, CFSP
- Douglas and Sharon Wilson

In Memory of MaryAnn Hogan
- Scott Anthony
- Martha and Doug Brueggemann
- Peter DeLuca and family
- Tracy and Bernard Dowd
- Timothy P. Doyle, CFSP
- Dick and Donna Hazzard
- Joe and Cindy Martin
- S. Scott Mason, CFSP
- Patricia Knight Scholl
- Richard and JoAnne Sullivan
- Gordon and Joan Terry
- Doug and Sharon Wilson

In Memory of Grant M. Kennedy
- Ontario-Wayne-Yates County FDA

In Memory of Leo Krolak
- Ontario-Wayne-Yates County FDA

In Memory of Russell B. Lawrence, Sr.
- Carl W. Trainor

In Memory of Ivan Mack
- Peter C. DeLuca
- Robert and Rita Hogan

In Memory of Steve Mack
- Peter C. DeLuca
- Michael Heredia
- Anthony and Lynne Martino

In Memory of Jean F. McCullough
- Wayne and Sally Baxter
- Peter C. DeLuca
- Timothy P. Doyle, CFSP
- Robert and Mimi Enos
- Richard and Donna Hazzard
- Robert and Rita Hogan
- Francis “Joe” Martin, Jr.
- S. Scott Mason, CFSP
- Metropolitan FDA
- Nassau-Suffolk FDA
- Rochester Genesee Valley FDA
- Richard and JoAnne Sullivan
- Gordon and Joan Terry
- Tri-County FDA

In Memory of Peter Milano
- Christopher Milano

In Memory of Joel F. Morris
- Robert and Rita Hogan
- Tom and Mary Kearns
- Leslie Morris
- James P. Nolan, Jr.
- Richard and JoAnne Sullivan

In Memory of Al Orsi
- Peter C. DeLuca
- Michael Heredia
- James, Mark, and Peter Nolan

In Memory of Lois Oley
- Craig and Tricia Duke

In Memory of Jane Pannell
- Peter and Lissette DeLuca

In Memory of Thomas Pavlot
- Carl W. Trainor

In Memory of Relatives and Friends
- Peggy and Jeff Gaines

In Memory of Rose Iocovozzi Sepi
- Doug and Martha Brueggemann
- Timothy P. Doyle, CFSP

In Memory of Herman “Hy” Sprung
- Peter C. DeLuca

In Memory of Raymon Sullivan
- Richard and JoAnne Sullivan

In Memory of Dean Talcott
- Timothy P. Doyle, CFSP
- Carl W. Trainor

In Memory of Mary D. Terry
- Tricia and Craig Duke

In Memory of Wesley A. Trainor
- Carl W. Trainor

The NYS Tribute Foundation is dedicated to supporting education, outreach and research programs that advance the public’s understanding of end-of-life issues. The Foundation uses its philanthropic resources to stimulate research, improve and support professional education, increase public outreach and sponsor forums to foster policy dialogue on important end-of-life issues. Thank you for your continued support!

Because some deliveries are PRICELESS... Every body, every time...

- Expert embalming with written embalming report
- Respectful covering of the body in a custom hospital gown
- Delivery in a custom shipping container
- Keeping you informed with our 4-Step Critical Updates Email Program

Florida Mortuary Services
Anywhere in Florida

800-327-7385
FloridaShipping.com

NYSFDA Directions • September 2015
DEATH OF A CITIZEN Abroad

PrePlan handles a large volume of death certificates each month and while the large majority of the death certificates we validate originate in the United States, from time to time we receive a death certificate for an individual who passed away while in a foreign country.

It is important for our PrePlan members to know that we require additional documentation to close the account of a U.S. citizen who has died while visiting or living in a foreign country.

Foreign death certificates, much like those issued in the U.S., are issued by local registrars or a similar authority in accordance with local laws and in the local language.

Much like in this country, certified copies of the death certificate can be ordered or obtained by the family for matters such as shipping the remains back to the U.S. When it comes to settling legal matters, additional documentation must be obtained in order for the foreign death certificate to be recognized as a legal document here in the U.S.

FORM DS-2060, Report of the Death of an American Citizen Abroad, is an administrative report which provides essential facts concerning the death of a U.S. citizen abroad and must be completed for all deaths of non-military U.S. citizens abroad. The Report of Death is based on the foreign death certificate, and can only be completed after the foreign death certificate has been issued. This report has long been regarded as a consular function to provide the citizen’s family with an English language record of the death and to create a U.S. record of the death.

The consular officer where the death occurred is responsible for obtaining the local death certificate and other necessary documents for preparing the Form DS-2060. Usually the consular officer obtains these directly from the local authorities, or from the local funeral home handling the funeral arrangements. The family may receive up to 20 certified copies of the Report at the time of death at no charge.

CLOSING AN ACCOUNT

To close a PrePlan account for an individual who died in a foreign country, we will require a certified copy of the CONSULAR REPORT OF DEATH. Since the Consular Report of Death is required to settle other estate and legal matters, our policy is in the best interest of both the funeral home and PrePlan to ensure proper legal proof of death. If you have any questions on this policy please do not hesitate to contact ADAM SCHROM, Director of Preneed Trust Services, at 800-577-3752 or adam@preplan.org.

Welcome New PrePlan Members!

Robert M. King Funeral Home
Granville

Stoney Creek Cremation & Burial Society
Brooklyn
CAR BUYERS’ WORST MISTAKES

How much money do you think educated car buyers can save over uneducated buyers when buying the same car? Would $5,000 get your attention?

While you may not save as much as $5,000, you’ll save a bunch if you avoid these classic car-buying errors.

• **SHOWING ENTHUSIASM.** If you act excited, the sellers know they have a unique product you want. The price goes up instantly. Keep that enthusiasm in check until you’ve driven home. Sneer a little if you like the car.

• **BUYING IN A HURRY.** If you buy on your first visit to a dealership, you don’t have time to compare. Take your time. Be willing to walk away. The price at most dealerships falls quickly if you move slowly.

• **GIVING DEPOSITS BEFORE THE DEALER APPROVES YOUR OFFER ON A VEHICLE.** Feel free to give a deposit, if you really want a vehicle. But don’t give it until the boss has said “yes.” Some dealerships use deposits to keep you there while they try to convince you to pay more. And you can’t leave if they have your deposit—money, a credit card, a driver’s license, or your kids.

• **BEING SWITCHED TO LEASING WITHOUT DOING YOUR HOMEWORK.** Because dealerships make a much larger profit if they lease rather than sell, even the best dealership may try to “switch” you. They’ll try to convince you leasing is cheaper than buying. In most instances, it isn’t. If you want to lease, fine. Just don’t do it on the spur of the moment.

• **TRADING IN YOUR OLD CAR WITHOUT KNOWING ITS VALUE.** A dealership has the right to give you the least you will take for your old car. But you have a right to get the most your car is worth. To know that value, simply clean it up, and try to sell it to several used car departments. The highest amount you’re offered for it is your car’s real value right now. Don’t accept less than that in trade.

• **FINANCING AUTOMATICALLY AT THE DEALERSHIP.** The dealership may be the cheapest place to finance, but not always. To find out, simply bring a copy of the filled-out dealer contract to Directors Choice Credit Union and compare contracts. If the dealership won’t give you a copy, they’re probably telling you they’re not really the cheapest.

Big mistakes, big bucks out the window. We like to help you preserve your money—that’s what credit unions are all about. Avoid these mistakes, and put that money to work rather than throwing it away.

And remember, late summer and early fall; before the next year’s models hit the floor; can mean HUGE SAVINGS on current models. Call Directors Choice Credit Union at 800-593-5920 to get started today.
Upcoming Calendar

September 2015

3

RGFDA Meeting, 2 CEUs
Location: Ballroom 384/City Grill, 384 East Ave., Rochester, 6:15 p.m. - 8:15 p.m.
*Donation: An End of Life Decision – A Team Approach*, Instructors: Joanne Beach and Nancy Simmons, RN
For more information, contact: Tiffany_Morley@URMC.rochester.edu

7

NYSFDA Closed for Labor Day
We will resume regular hours on Tuesday, September 8 at 8:30 a.m.

15

Directors Choice Credit Union Board Meeting
12:30 p.m. - 1:00 p.m.

16

NYSFDA Fall Leadership Conference
Westpoint, September 16 - 18

18

NYS Association of Coroner and Medical Examiners Conference
Woodcliff Lodge and Conference Center, Fairport, September 18 - 20
This conference has been pre-approved for 11 CEUs (no law).
For more information, visit: www.nysaccme.org or phone Scott M. Schmidt at 585-507-2192.

2015 OSHA TELECONFERENCE
An OSHA Compliance Requirement

November 3 :: 12 p.m. or 3 p.m.;
November 4 :: 1 p.m.; or
November 5 :: 2 p.m.

An annual refresher course for all your employees plus the latest compliance information.
Earn 1 CEU.

Visit: www.nysfda.org to register or call 800-291-2629!