



**You'll find the answers to these questions and more inside this issue...**

What is a Gathering Room?

See "Gathering Room Gets Rave Reviews" on this page.

When and where will the NYSAC Spring Seminar be held?

See "Spring Seminar News" page 6.

What is the Cemetery Board's position on selling additional rights of burial?

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When and where will the NYSAC Fall Conference be held?

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When can you attend a meeting of the Cemetery Board and see your regulators at work?

See "Spring Seminar News" on page 6.

What's new in the cemetery industry?

See articles and advertisements from our terrific suppliers throughout this issue!

## Gathering Room Gets Rave Reviews

With the dedication of the All Seasons Chapel and Gathering Room last July, a new type of cemetery service was born. Now, lot owners at White Haven Memorial Park in Rochester, NY, can have their entire funeral or memorial service, followed by a professionally catered meal, held right at the cemetery. With no more wasted time planning a succession of events at different locations, driving from place to place and providing directions to out-of-towners, the family can spend their most difficult hours enjoying the company of those who have come to comfort them. With advantages like this, it's no wonder this new service is receiving rave reviews.

According to White Haven president, Andrea L. Vittum, the cemetery has been hosting an average of one catered event per week since the facility opened. The facility itself is an 856 crypt mausoleum surrounding a contemporary style chapel seating up to 250 people. Adjacent to the chapel is a Gathering Room, a comfortable

space furnished like a living room, which can accommodate up to 100 people. The Gathering Room has a complete kitchen, fully accessible rest rooms and a large outdoor patio overlooking a beautifully landscaped area with a fountain.

In planning the facility, Vittum checked with the New York State Department of Health to verify that there was no prohibition against the service of food at a cemetery. There was none (although there is a prohibition against food service at a funeral home) and they said that the cemetery could either have a licensed food service professional on staff and have the facility routinely inspected by the Health Department, or could simply use the services of a licensed caterer. Vittum decided to use caterers and interviewed several before selecting two to offer to families using the facility. She also checked with the Bureau of Funeral Directing and the Division of Cemeteries. Neither of these organizations had any problem with this

arrangement, although both said that any and all charges for food service needed to be paid directly

*Continued on page 10*



*A Catered Event in The Gathering Room at White Haven Memorial Park, Rochester, NY.*

## President's Message

**G**reetings!  
2001 has gone, but will never be forgotten for a lot of reasons. I hope all of you had a wonderful holiday season and will have a very happy and healthy New Year.

While you are planning your vacation, I hope you include us in your travel plans for the coming year. Our spring seminar chairpersons, Rick Touchette and Chet Day are busy working on a great program for the seminar in Albany which will be held on May 6 and 7 and our fall conference chairman Joseph Dispenza is getting a great program together for that conference which will be held September 29 thru October 2 at The Sagamore Resort in Lake George. We are planning another Regional Superintendent's Forum, but at this time we do not have a date, time or location. We will let you know as soon as everything is in place.

On December 10, 2001 our industry lost a friend, Michael V. Itzo, Assistant Director of the Division of Cemeteries for the State of New York passed away. Along with several other members of the association, we attended Michael's funeral in the Albany area. Michael was strong in his beliefs where business was concerned, but he was fair. I know that not only will his co-workers miss him, but our industry as well.

I hope to have the opportunity to see all of you this coming year, so please make plans to attend our programs and remember, we are one day closer to spring. Enjoy, be safe and stay healthy.

Bobbie Gerdus  
President



Main Street Memorial Archway erected 1901  
for the Pan-American Exposition

*"The Leader in Life Remembrance"*  
**THE FOREST LAWN GROUP**  
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Buffalo, NY 14209  
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Hamburg  
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Hamburg, NY 14075  
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*"The Most Beautiful Places to Celebrate a Life"*  
E-mail: [flc@forest-lawn.com](mailto:flc@forest-lawn.com) • [www.forest-lawn.com](http://www.forest-lawn.com)

## Government & Legal Affairs Report

The 2001 legislative session was a productive one for the New York State Association of Cemeteries. We made some gains without losing any ground.

**A.7392-Vitaliano/S.3832-Marchi.** This bill would change the “Cemetery Board” approval back to the “approval of the State Supreme Court”, in reference to changing the 10% contribution to the Permanent Maintenance Fund. This is an amendment to last year’s **A.7638/S.3605**. The bill has passed the Senate and the Assembly. The Governor signed the bill into law in December.

We introduced a change to the “**Holiday Burial**” directive, 201.12, in order to clarify that “it is the duty of a cemetery to attempt to service the needs of those whose religious beliefs require burial within a specific period of days established as holidays or non-working day for cemetery personnel,”. The slow process of reform has begun.

**The Anti-Combination Law Suit** is in the hands of the Chief Judge Scullin of the Northern District. We are awaiting his ruling.

**A.4875-Vitaliano/S.2546-Marchi.** This bill would permit cemetery corporations to reclaim graves under certain circumstances, upon application to and approval by the Attorney General. This passed the Senate but stalled in the Assembly. We will reintroduce the bill in the 2002 session.

**A.3439-Vitaliano/S.2021-Marchi.** This bill would permit the Modified Return Concept to be used on Permanent Maintenance and Perpetual Care Funds. This bill stalled in both the Senate and Assembly. We will reintroduce.

The Division of Cemeteries position on the **issue of overtime:**

A cemetery may recover direct costs Monday through Friday for overtime. Direct costs are defined as payroll plus related payroll taxes.

The sixth operating day of overtime costs is fixed at \$112 per hour. If a cemetery is currently charging a greater amount, they will not get an increase until the \$112 plus future ECI increases reach their current charge. A cemetery may submit an application for these charges without justification.

If a cemetery wishes, it may submit an application justifying a greater charge. This charge would require the approval of the State Cemetery Board.

All cemeteries should make every effort to meet the wishes of the families they service.

I look forward to seeing you at the Spring Conference in Albany.

Frank E. Giglio, Chairman

## NYSAC Web Site Update

**T**he web site committee is working at getting our own NYSAC web site up and operating. It will be an informational-based site designed primarily for NYSAC members. It will also have the availability for outsiders to obtain information on joining NYSAC.

It will have a home page telling about our organization and a listing of the Board of Directors and Officers. In addition, there will be links to any members who have a web site of their own as well as to the Division of Cemeteries, CANA, ICFA and other national organizations.

One of the great features will be the tracking of all the current bills and legislation that will affect the cemetery business in New York State. It will have updates of where the bill is in the House or

Senate and there will be a direct link to the actual bill itself so you can read all the specifics.

The current Broadcaster and older issues will also be available.

Information on all upcoming conferences and events will be highlighted and there will even be registration forms that you can download to make registering for these meetings even easier!

The committee is looking at the proposed site and making some changes. The goal is to have the site up and operational at the Spring Conference in Albany in May. If you have any thoughts or ideas that you might like to see on the new NYSAC web site, call Al Vittum (585-586-5250) or email him at [al.vittum@choiceonemail.com](mailto:al.vittum@choiceonemail.com)

# *Silver Anniversary*

1977 - 2002

## **25 Years of Public Affairs**

May 6-7, 2002

*The Desmond, Albany, New York*



NYSAC will present the 25<sup>th</sup> annual Government and Legal Affairs Seminar on Monday, May 6 and Tuesday, May 7, 2002 at the Desmond Hotel in Albany, New York.

This year's program includes:

Vincent Farrell, Jr., Principal, Victory SBSF  
Capital Management and television  
financial commentator

Steven Sklar, director, Maryland Office of  
Cemetery Oversight

Timothy Griffin, Esq. Attorney at Law  
Legal and Government Affairs Committee  
Division of Cemeteries

New York State Cemetery Board  
Cocktail Reception and Dinner

New! All members are invited to attend The New York State Cemetery Board regular monthly meeting prior to the opening session of the Seminar. The Cemetery Board Meeting will begin at 1:00 PM in the Desmond Town Hall. If you've never attended a meeting, here's your chance!

Watch for registration material coming soon by mail!

Rick Touchette & Chet Day  
Spring Seminar Co-Chairmen



2002 Public Affairs Seminar  
The 25th Spring Seminar

***NYS Association of Cemeteries***

May 6-7, 2002  
The Desmond Hotel, Albany, New York

Cemetery or Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

**Names of Those Attending:**

*(If you are registering for only the Tuesday session you do not need to choose an entre for Monday's dinner.)*

First Name	Last Name	Nickname	Prime	Rib	Salmon
1. _____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. _____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. _____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. _____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. _____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. _____	_____	_____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

**Registration:**

Member Two Day Registration \_\_\_\_\_ @ \$185.00

Spouse or Guest Two Day Registration \_\_\_\_\_ @ \$130.00

Monday Program Only (includes cocktail reception and dinner) \_\_\_\_\_ @ \$115.00

Tuesday Morning Program Only (includes breakfast) \_\_\_\_\_ @ \$80.00

TOTAL \$ \_\_\_\_\_

Please return seminar registration by May 1, 2002 to:  
New York State Association of Cemeteries  
P.O. Box 702 • Latham, New York 12110  
(518) 783-1134 • Fax (518) 783-1258

**Notes:**

- *Registration will not be refunded unless NYSAC is notified 48 hours prior to the conference.*
- *Please send hotel reservation and hotel payment to The Desmond, not the NYSAC office.*

**Directions:**

**From South, East & West:** Take NYS Thruway to Exit 24 (Albany). Get onto I-87 North to Montreal, get off at Exit 4 (Albany Airport). Take left at light (Wolf Road) off exit, then left again at next light (Albany-Shaker Road). The entrance to The Desmond will be on the left just past the overpass bridge, look for entrance sign, first building on left.

**From North:** Take I-87 South to Albany, get off at Exit 4 (Albany Airport) and take a left at the light (Old Wolf Road). At next light take a right (Albany-Shaker Road), The Desmond will be on the left, look for entrance sign, first building on left.

seminar registration

The Desmond Hotel & Conference Center  
660 Albany-Shaker Road • Albany, NY 12211  
(518) 869-8100 • Fax 518-869-7659

## *NYS Association of Cemeteries*

May 5-7, 2002

Guaranteed Reservation Form (Group # 1072YI)  
Please send reservations for shared rooms at the same time

Name \_\_\_\_\_

Cemetery or Firm \_\_\_\_\_

Roommate \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Arrival Date: \_\_\_\_\_ Departure Date: \_\_\_\_\_

### Reduced Room Rates:

Single \$110.00/night

Smoking

Double \$122.00/night

Non-Smoking

### Payment:

Credit Card

Check

Purchase Order

Credit Card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Overnight room deposits may be made by credit card, check or purchase order. Please make sure to include the additional 11% taxes on the room rates above. If you are tax exempt please attach tax exempt forms if same will be claimed at checkout. Room deposits will be returned if cancellation is made on or before May 1, 2002.

**Check In:** 4:00 pm

Early check-in is not guaranteed.

**Check-out:** 12:00 noon

Luggage storage is available if needed.

**Cancellation Policy:** Please notify the Desmond 72 hours prior to arrival in order to avoid being charged for the room (518-869-8100)

Fax: Attention Reservations Department (518-869-7659).

Telephone reservations will not be accepted.

**Conference Rate Cut-off Date: Sunday, April 14, 2002**

by the family to the caterer and should not ever appear as either a cemetery charge or a funeral home charge.

In addition to providing a convenient location for the funeral service and gathering afterward, the cemetery also has a certified lay clergy person on staff to help plan and coordinate the event. With an office right in the chapel building, Lois Elliott can meet with families to suggest music, scripture and poetry to be used, arrange for professional musicians or play CD's provided by the family, locate an appropriate clergy person or conduct the service herself. She will also help coordinate activities with the funeral director and caterer and White Haven staff to make sure everything flows smoothly.

Comments received from family members have all been very positive and typically sound like this: "The Gathering Room was wonderful and served all

our needs." "Lois Elliott was wonderful. She was a tremendous help both physically and mentally." "We couldn't have had a nicer place to hold Mom's service. It was great to have a comfortable place to relax afterwards and the food was delicious, too!" With comments like these, Vittum is confident that more and more people will be using this facility and bring friends and family members along to experience the level of care and service provided by White Haven. If they then decide to buy their own cemetery property at White Haven, Vittum says, the experiment will be fully successful.

For more information on the All Seasons Chapel and Gathering Room, contact Andrea L. Vittum, President, at 585-586-5250 or Lois Elliott, Director of Chapel Events, at 585-586-8232.

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## BLP Bronze International Introduces LexLights

**T**ired of synthetic electric bulbs for the vesper lights in your mausoleum? BLP Bronze International announces the launch of the markets most successful approach to the electronic candle, the LexLight. "This product has been years in the making," says Andrew Krawczyk, President of BLP Bronze. "We might have launched a less accurate replication some time ago, but chose to hold back and bring to the market the best product possible."

The LexLight is an electronic bulb, which uses the highest quality components and manufacturing technology available. As a result LexLight is offered with a ten-year replacement warranty. This electronic candle significantly reduces power consumption and bulb replacement/maintenance costs. Lexlight is the product to use when developing a mausoleum that you want to stand out in the minds of your customers. "After seeing the LexLight, your customers will tell their family and friends generating referrals for your counselors," says Andrew Krawczyk. "LexLight offers the truest replication and the longest, most accurate flame motion available in the marketplace today."

BLP Bronze International (formally Biondan & LP) is the world's leading provider of memorial solutions through technology, systems and innovation. BLP Bronze offers memorialization products in a variety of materials for crypts, niches and monuments as well as photoceramics, VisiSale Systems, statuary, and flat bronze memorials. We provide solutions that help our customers exceed their goals.



## Additional Rights of Burial

The state Cemetery Board's position on the issue of "Additional Rights of Burial" is as follows:

1. When space permits, cemeteries may allow additional interments in a grave and impose a fee when:
  - a. The fee for "additional rights of interment" is on file with the Division of Cemeteries\* and
  - b. The approved rules and regulations specifically indicate that graves accommodate only a specified number of interments, or
  - c. The deed or contract, provided at time of sale specifically indicates that graves accommodate only a specified number of interments

2. Opening and closing charges would be additional and would be the usual, approved rates for full interments, limbs, infants or cremated remains.
3. Cemeteries may not impose a charge for additional space in a lot when there are no rules, contracts or language in deeds which would prohibit additional interments.

The key to this issue is disclosure. The cemetery must disclose to the consumer, at the time of the purchase of the lot, what rights the consumer has and that charges will be assessed if a consumer requests more than what he/she agreed to at the point of sale.

*\* These charges are "lot prices." As such, 10% must be deposited into the Permanent Maintenance Fund and 15% must be deposited into the Current Maintenance Fund.*

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## Goods and Merchandise Pricing Policy

You will be pleased to learn the state's Division of Cemeteries will abolish its long-time policy of approving Not-for-Profit Cemetery Corporation's prices on goods and merchandise in the very near future.

While cemeteries under our purview may sell such cemetery related items as bronze markers, grave liners, urns, alternative containers and such other customary goods and merchandise, there will no longer be a need to submit their prices for approval by the New York State Cemetery Board. We expect that competitive, free market pricing will govern costs to the consumer. This new program in no way affects the requirement that all service charges must be approved by the board.

We ask, however, that cemeteries, under our jurisdiction, submit a listing of their goods and

merchandise, together with their prices, to our office for filing, just as they would for their lot prices.

Please note that cemeteries will be held strictly to the provisions of the state's General Business Law §453 in all cases in which goods and merchandise are sold prior to need and not actually delivered.

We hope that this measure will ease some of your administrative burdens as it will our accounting staff. We will, through a forthcoming newsletter, let you know exactly which items will be covered and when this new provision takes effect.

Sincerely,  
Richard D. Fishman, Director  
New York State Division of Cemeteries

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## Matthews Introduces Cameo Military Emblems

Matthews now offers steel-backed Cameos depicting the U.S. military emblems for placement on flush bronze memorials and crypt/niche fronts.

The wafer-thin Cameo emblems, which measure 2-13/16"x3-9/16," can be mounted in integrally cast frames that can be applied to any bronze memorial design. The cameo and frame are no higher than cast bronze emblems. On crypt or niche fronts, they can be used with Matthews' Caggiati frames.

"These four-color emblems offer a high level of detail and durability, and they complement Matthews' cast bronze memorials beautifully," said Stuart Irwin,

Matthews product manager for the Cameo line. "We anticipate that they will be well received by veterans particularly during this time when the spirit of patriotism is at an all time high in the United States."



## Remembering a Dear Friend

Cemeterians throughout the state lost a dear friend on December 10, 2001. Michael V. Itzo, 54, passed away after a long battle with cancer. Mike had been the Assistant Director of the Division of Cemeteries and spent a total of almost 27 years working at the Division in the Albany office.

Mike really “knew his stuff” and would always be available to work with any cemetery on all kinds of different problems or questions. He was always concerned for the families of the deceased at all New York cemeteries, but he was equally as concerned for the cemeteries and the management at those places of burial. It was said of Mike that if he couldn’t work out an agreeable solution for all parties involved, then he felt as if he had failed. He spent years working out creative solutions and he was a great asset to the cemetery industry.

“I can never tell you how much Mike will be missed,” said Richard Fishman, Director of the Division of Cemeteries. “When I first came to the Division, I knew little about cemeteries. I would be on the phone several times a day asking him questions of all kinds.” Fishman continued, “Mike always spent as much time as he needed to with me to make sure that I understood not only the answer, but the reasoning behind the answer. He was a great teacher and mentor to me and I will deeply miss him.”

“Mike Itzo was a ‘people person’ and anyone who dealt with him can attest to that fact,” said Mary Lee Hedrick, Administrative Assistant and Mike’s ‘right hand person’ in Albany. “He had great relationships with cemeterians throughout New York, and his relationships with his co-workers were also very close.

He personally knew the people that he was working with and would do anything he could to solve peoples’ problems.”

In his spare time, Mike loved to listen to the Rolling Stones. He had every album they ever made and had the opportunity to

attend five live concerts in his lifetime. He was an avid sports fan and could recite statistics for his beloved New York Giants and New York Yankees.

Mike recently married his wife Susan. “When he told Andrea and me about his fiancée a few years ago, he was like a little kid at Christmas,” said Al Vittum, VP White Haven Memorial Park in Rochester. “He said he had met the perfect person for him to spend the rest of his life with. He was ecstatic!” In addition to Susan, Mike left a daughter, Amanda M. Itzo Robbins who was married two days before Mike’s death; a son, Michael D. Itzo and a stepdaughter, Amanda L. Hooker. Our sympathies go out to Mike’s family, the Division of Cemeteries as well as every cemetery in the state. We have lost a great friend.

Donations can be made in Mike’s memory to the American Cancer Society, 260 Osborne Road, Loudonville, NY 12211.



*Michael V. Itzo  
1947-2001*

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## Saying Goodbye

Jack F. Sloane, 80, of Bradenton, Florida, died January 12, 2002.

He was born March 16, 1921, in Youngstown, Ohio, and came to Bradenton in 1988 from Syracuse, N.Y. He retired after 35 years as Executive Director and Manager of Oakwood Cemetery, Inc. in Syracuse. He was a 32<sup>nd</sup> – degree Mason and a Shriner. He was a member of Kiwanis of Syracuse and the American Cemetery Association (now the International Cemetery and Funeral Association). He was past President of the New York State Association of Cemeteries and the New York State Turfgrass

Association and was on the Board of Directors of the Dikai Foundation. He was a member of the Royal Order of Jesters and was a longtime Boy Scout pack leader. He served in the Army Air Forces Training Command during World War II. He was a member of All Saints Episcopal Church in Syracuse.

Survivors include his wife, Rosemary G.; a daughter, Christina Steinberg of Rochester, N.Y.; sons R. Gregory of Syracuse, Lawrence of Albany, N.Y., David of Los Angeles and Steven of New York City, four grandchildren; and two step grandchildren.

Memorial donations may be made to: Vera House, PO Box 365, Syracuse, New York 13209

# NYSAC Contributes to New York Turfgrass Industry Survey

The New York State turfgrass industry is one step closer to securing an economic impact survey. At the 2001 Turf and Grounds Exposition, attendees heard Nathan Rudgers, Commissioner of Agriculture and Markets pledge the department's support. This was a monumental step in securing a state commitment for this project. The survey will be conducted by the New York Agricultural Statistics Service (NASS) in cooperation with the Department of Agriculture and Markets, the New York State Turfgrass Association, Cornell University and a committee of stakeholders representing industry sectors. Industry members are convinced that a survey that substantiates the turfgrass industry's economic value is long overdue. The survey will document turfgrass acreage in New York. It will also provide the economic value of turf and related production, service and maintenance expenditures, verifying the industry as a solid contributor to New York's economy.

There are many benefits of having this economic documentation. First, it is important that legislators and governmental officials understand the economic value of the industry. They need to be cognizant of the impact that they have on the industry and in turn on the State's economy when they enact laws and regulations.

The survey will also provide support for university and college turfgrass programs and facilities. It will substantiate the state's need to invest in technology, research and education.

Accurate data will assist individuals and businesses in making educated decisions. It will provide businesses a roadmap for future growth and investments. It will

measure the impact that new insects, diseases, weeds and regulations, i.e. Lyme disease and 48-hour notification have on the industry. It will be a document that individuals can use to garner support for new projects and will provide information that will assist the general public in making educated decisions.

The survey is scheduled for the fall of 2002. Lists in each segment of the turfgrass industry will be obtained and combined by NASS. A sample will be taken from the resulting list and questionnaires sent. NASS employees will perform follow-up data collection. Data collected will be statistically expanded to represent all of New York. It is important to note that all information is strictly confidential.

What needs to be done – the most pressing issue at this time is to secure funds for the survey. NASS estimates this project to cost \$175,000. The New York State Senate had appropriated \$100,000 in the 2001 budget. However, since September 11 this appropriation seems unlikely. We are currently pursuing all state and federal funding sources. The industry will be required to contribute a minimum of \$50,000.

Industry list procurement is also vital to the success of this project. All associations have been asked to contribute their databases so that all segments are represented.

Any assistance toward these goals is greatly appreciated.

The New York State Cemetery Association Board of Directors has voted to donate \$2,500.00 toward the survey and individual contributions would be greatly appreciated.

## Survey Contribution Form

Name: \_\_\_\_\_

Firm/Organization: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Pledge Amount \$ \_\_\_\_\_

Please return to NYSAC, PO Box 702, Latham, NY 12110,  
phone (518) 783-1134, fax (518) 783-1258, email [nysta@nysta.org](mailto:nysta@nysta.org)  
Please make all checks payable to New York State Turfgrass Association.

# New St. Agnes Mausoleum

**A**lbany Diocesan Cemeteries has announced the selection of Carrier Mausoleums Construction USA, Inc. to construct a new community mausoleum in St. Agnes Cemetery in Menands, New York.

The architectural firm Cataldo, Waters, and Griffith, P.C., of Schenectady, New York designed the new mausoleum. Schoepfer Architects, LLP of Syracuse, and Miller Associates, Landscape Architects, Queensbury, are consultants.

Constructed into a hillside, the building contains an interior garden level and a terrace level with an interior open balcony. There are also several sections of exterior crypts.

The crypt inventory totals 969 casket spaces, comprised of a variety of different types, including single, tandem, as well as slide-over crypts. In addition, there is a wide selection of cremation niche spaces including both marble fronted niches as well as internally illuminated bronze and glass niches.

The interior crypt shutters will be an attractive combination of polished marbles, including White Carrara, Crema Marfil, and highlighted with Verde Issorie trim. The exterior crypt shutters will be finished with polished Spring Rose granite.



*New Mausoleum for St. Agnes Cemetery, Menands, New York*

The mausoleum is dedicated to American Saints, and carved wood panels will feature Our Lady of Guadalupe, Blessed Juan Diego, Blessed Kateri Tekawitha, and St. Isaac Jogues.

There is liberal use of premium finishes throughout the mausoleum, including western red cedar on the interior ceilings and brick veneer on the exterior walls. Topping off the building is a standing seam copper roof.

Construction will begin this spring and the mausoleum will be completed by the end of the year.

## Save the Date!

NEWYORK STATE ASSOCIATION OF CEMETERIES

### 74<sup>th</sup> Annual Fall Conference

The Sagamore Resort – Lake George  
Bolton Landing, New York

**Saturday September 28, 2002 – Wednesday, October 2, 2002**

Back by popular demand this year's fall conference will be held at the beautiful Sagamore Resort on Lake George.

#### OUR CONFERENCE WILL INCLUDE:

- Key note presentations by TOM WINNINGER, Nationally recognized speaker and expert in the issues facing Death Care in 2002! You don't want to miss him!
- Dinner Cruise on Lake George
- Exceptional Dining
- Golf Outing
- Government and Legal Affairs Update
- New York State Cemetery Board October Meeting and Public Forum



## Pennsylvania Senate Honors Matthews

The Pennsylvania Senate honored Matthews International Corporation with a proclamation expressing its appreciation for Matthews' gift of the firefighter statue to the City of New York. On January 2, Pennsylvania Senator Jack Wagner, who represents the district where Matthews' Pittsburgh manufacturing facility is located, presented the employees with the proclamation.

The Senator learned of Matthews' gift to New York from articles in The New York Times and the Pittsburgh Post-Gazette and stories on CNN, ABC's Good Morning America and the NBC Nightly News.

Following presentation of the proclamation, Senator Wagner and his aide were given a tour of the facility.



## Morrison Named Gibraltar President

Jim Morrison has been named President of Gibraltar Mausoleum Construction Company, a subsidiary of Matthews International Corporation. Gibraltar specializes in the design and construction of quality poured-in-place mausoleums.

Morrison joined Gibraltar in 1980 serving in key positions such as manager of construction operations. Most recently, he was a Project Manager.

Morrison earned a degree in engineering from Findlay Technical College and is a licensed contractor.

## Matthews' Majestic Retires

During the past 40 years, there have been numerous innovations in the identification industry and Dan Majestic has played a key role in introducing industry professionals to the latest products and services. Majestic retired on January 4, 2002 after a 40-year career with Pittsburgh-based Matthews International Corporation, the leading supplier of products to identify people, products and places and events. In his most recent position, he served as President of Gibraltar Mausoleum Construction Company, a Matthews subsidiary that specializes in the design and construction of poured-in-place mausoleums.

Shortly after earning degrees in Business Administration and Economics from the University of Steubenville, Majestic joined Matthews as a salesman for the company's Graphic Systems Division. His knowledge of the printing and imaging needs of the corrugated and flexible packaging industries and commitment to excellent customer service led to his appointment as the Division Manager in 1975. In 1986, he was named Marketing

Manager of Matthews' Bronze Division. In this position, he oversaw the Division's sales, marketing, customer service, product development and communications departments. In 2000, Majestic was appointed President of Gibraltar Mausoleum Construction Company.

During the past 15 years, Majestic has been a frequent speaker at memorialization industry meetings. He also has served as the President of the International Memorialization Supply Association.



*Dan Majestic*

# Your NYSAC Committee Members

## Auditing

\*Paul Grassi (718)455-5300  
John Toale (718)920-0500  
Charles Helly (718)359-0100

## Budget

\*Richard J. Moylan (718)788-7850  
Richard N. Touchette (518)432-4953  
Harry Caretsky (631)249-2290

## By-Laws

\*Richard J. Moylan (718)788-7850  
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## IMPORTANT DATES FOR INDUSTRY PROFESSIONALS

**2002**

- May 6-7** NYSAC Public Affairs Seminar .....The Desmond, Albany, NY
- September 29 - October 2** NYSAC Fall Conference .....The Sagamore Resort, Lake George, NY
- November 12 - 14** NYSAC Maintenance Seminar  
NYSTA Turf & Grounds Exposition..... .The Convention Center at Oncenter, Syracuse, NY

### Do you have news to share?

If you have news of interesting projects or events at your cemetery or another industry association, please send them to Andrea Vittum by either fax: (716) 381-5252, or email: [andrea.vittum@choiceonemail.com](mailto:andrea.vittum@choiceonemail.com). Thank you!