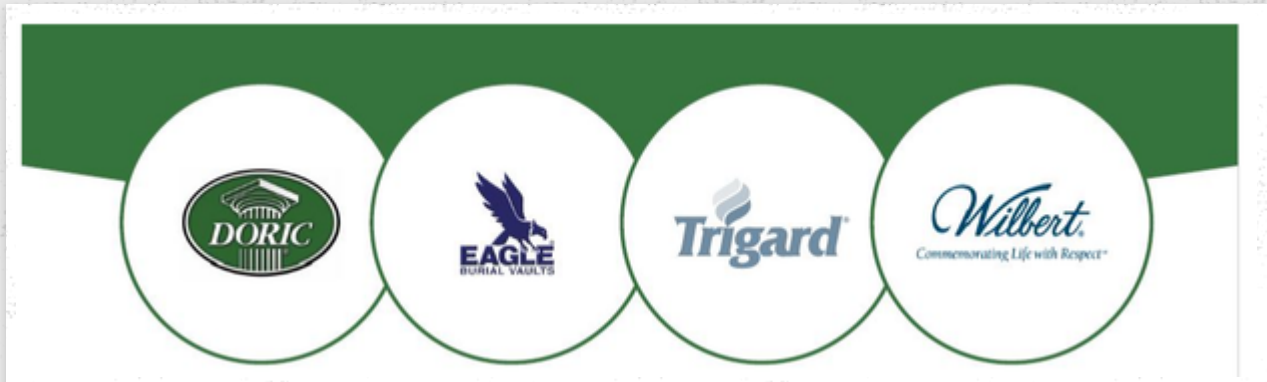


NCBVA

NATIONAL CONCRETE BURIAL VAULT ASSOCIATION | MAY 2023



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A WORD FROM THE NCBVA PRESIDENT

Happy May to all! I want to take a moment to update all of you on the work of the new NCBVA [Board of Directors](#). The board recently held a meeting in Dallas, a convenient fly-in fly-out location. Wow, was it great to once again conduct business in person!



As many of you know, most industry associations have been greatly challenged due to COVID restrictions and other issues that followed. I'm happy to report that NCBVA is healthy and moving forward. The board has said this is the "YEAR OF GETTING THINGS DONE," and we mean it!

With the efforts of our newest directors (Cory Bickes, Ethan Darby, Ethan Leach, Royden Wood, and Kyle York), I have no doubt this will happen. I would be remiss if I didn't acknowledge the

efforts of our recently retired directors (Paul Cooper, David Long, Blake Swinford, Greg Tilley, and Terry Whitlock). Their guidance over the past three years has been invaluable.

The new board got to work quickly. The first order of business was to finalize our programs for our in-person [annual meeting August 10-11, 2023 in Kansas City, MO](#). In addition to the business portion of the meeting, we will hear from NCBVA legal counsel Poul Lemasters. If you have joined us for our periodic [legal calls](#), you understand the benefits of having Poul as part of your team. We will also conduct a plant tour of Wilbert Funeral Services of Grandview, MO as well as many vendor members showing products and providing helpful education to enhance your facilities. And, last but not least, everyone will have the option to attend a **Kansas City Royals** baseball game! We also discussed possibly adding post-meeting weekend activities highlighting many of the wonderful attractions in the Kansas City area.

I remember growing up, my parents took me to many NCVBA annual meetings. Years later, I realized the benefits of this organization – understanding the value of connections and friendships within the industry regardless of product or brand affiliations. We are truly a UNIFIED VOICE for the industry.

Other topics of discussion at our board meeting included membership growth and member benefits, vendor outreach by utilizing their educational offerings, and enhancing/expanding the certification process. Bringing in new members is a responsibility we all share. A stronger association can only benefit ALL of us.

I want to give a special thanks to Lisa and her team at Peacock Marketing Group. I'm not sure how we would have moved forward without their help! On a personal note, my term will end at the annual meeting in Kansas City. Between COVID and my health issues, my term did not progress as I had hoped. However, I have full confidence that under the new board, this association will continue getting things done!

Jeff Hardy | President NCVBA | (978) 815-0499



NCBVA GOALS FOR 2023

In the "Year of Getting Things Done," the goals for 2023 were discussed and updated at the board meeting to the following:

- Grow membership by 10% (membership committee).
- Develop a business plan to evaluate annual cylinder testing program (programs committee).
- Increase vendor value and participation, measured by membership count and sponsorship dollars (vendor partnerships committee).
- Quarterly conference calls; bi-monthly committee calls.
- Fulfill annual meeting goals.



REGISTER FOR THE ANNUAL MEETING IN KANSAS CITY!

[Join us](#) for the annual meeting in Kansas City, MO August 10-11, 2023.

[Register](#) today:

- Meeting attendee - \$400 (member) and \$625 (non-member)
- Guest - \$100
- Child (14 and under) - \$50

Thursday, August 10:

- Happy Hour & Networking | 5:00pm-6:30pm
- Dinner on your own

Friday, August 11:

- Breakfast | 7:00am-8:00am
- Business Meeting and Elections | 8:00am-8:30am
- Fundamentals of a Concrete Specialist with Patrick Lewandowski | 8:30am-9:00am
- Legal Update with Poul Lemasters | 9:00am-10:00am
- Transportation to Wilbert Funeral Services, Grandview, MO | 10:00am
- Plant Tour / Training Sessions / Lunch | 10:30am-3:00pm
- Transportation to Hotel | 3:30pm
- Optional Activity | KC Royals MLB game vs the Cardinals | 7:00pm

MEETING SPEAKERS: POUL LEMASTERS & PATRICK LEWANDOWSKI



RESERVE YOUR ROOM FOR KANSAS CITY

Remember to [book your hotel room](#). And, please forward this email to others in your organization that may want to attend. King rooms are \$209/night.

[The Crossroads Hotel](#)

2101 Central Street
Kansas City, MO 64108
(P) 866-531-240

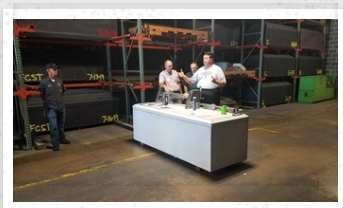


THANK YOU TO OUR CURRENT SPONSORS!



SPONSOR THE NCBVA ANNUAL MEETING

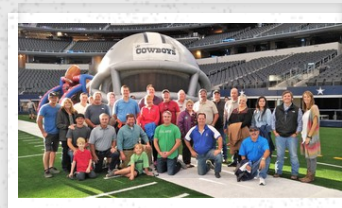
MEMORIES FROM PREVIOUS ANNUAL MEETINGS



Product demo at Bruns Doric



Group tour of Bruns Doric



Dallas Cowboys Stadium

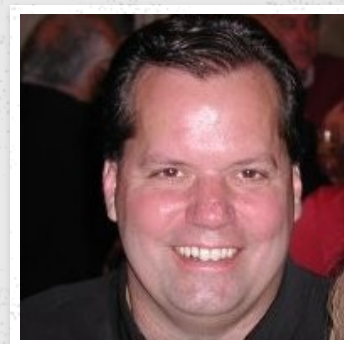
WHO YA KNOW? MEET OUR BOARD OF DIRECTORS.

Jeffrey Hardy, President - Hardy Doric, Inc.

Born and raised in Chelmsford MA, I'm a third-generation vault man, raised in this industry by my father and his father before.

Tell me something about you we may not know:

I am chairman of my local 4th of July parade committee and a longtime director in my local business association, of which I served as president for four years.



Dan Welzenbach, Vice President

I started with Wilbert Funeral Services in May of 2006 overseeing burial and vault operations in the state of Missouri. As the Sr. VP of Wilbert company-owned manufacturing operations in Missouri, Kansas, Colorado, and North and South Carolina, I had direct oversight of all monument operations and retail shops, including 5 cremation facilities and 8 Signet Supply Casket centers. Prior to this, I spent 21 years in home improvement and commercial retail while living in Iowa, Missouri, Nebraska, North Dakota, and Kansas.

Tell me something about you we may not know:

I am Midwest born and raised and love all of these center states. Having been born in Iowa, I have lived in Missouri, North Dakota, Nebraska and now call Kansas my home. I have visited every state in the union with the exception of Alaska, and I am a huge lover of our National Park systems and American history. I spent two years in Germany with my parents when I was young, and walked on over 150 Volksmarches and have the medals to prove it!! I still hold all

of my NFL football cards and have 2 Terry Bradshaw rookie cards. Both unsigned, which I hear if you can find an unsigned one its worth a fortune!!

Kyle York, Treasurer - Wimmer Burial Vaults

I have operated Wimmer Burial Vaults since 2012. Wimmer, a New Castle, Indiana-based company, has been in my family for 18 years. I am also the owner of HD Williams, a concrete reinforcement and burial vault supply company. I created Vault Wrx, a software system that allows for online ordering and scheduling of burial vaults and vault settings.



Tell me something about you we may not know:

In addition to my work in the burial vault industry, I own a local sports store, a downtown New Castle business center, and am the varsity head football coach for New Castle High School. My wife Jessica and I have three children.



Ethan Darby, Affiliate Director - Trigard and the Eagle Brands

I am the chief marketing officer for Trigard Vaults and all affiliated companies. I graduated from Illinois State University in 2012 with a bachelor's degree in business administration before becoming one of three fourth-generation Darby family owners and operators. My experience within the company includes memorial manufacturing, cemetery retail, national cemetery and vault sales, along with plant and customer service management.

Tell me something about you we may not know:

I enjoy hiking, kayaking, hunting, fishing, and spending time with my wife, Keri and daughters, Sawyer and Olivia.

Jim Wiens, Affiliate Director - Doric Products

I grew up in the burial vault business. After graduating from Kansas University, I began working full-time in the family business. I am a Doric vault manufacturer and service president of Doric products. In the 1990s, I served on the board of directors and was president of NCBVA.



Tell me something about you we may not know:

I grew up in Kansas and have lived here my whole life. I have my pilot's license, so I'm able to fly myself from place to place for business.



Royden Wood, Affiliate Director - WFSI

I have 29 years in funeral service, starting at age 13 in my family's burial vault company in Maryland. In that time, I produced burial vaults and other concrete products, spent many years on graveside service, and worked in business development, administration, and IT. In July of 2022, I left the family business to accept a position with Wilbert Funeral Services as the vice president of licensee development.

Tell me something about you we may not know:

I grew up on the Chesapeake Bay, spending not enough of that time living on a boat and crabbing. I love cars and astronomy, I'm a proud father of four children, and a grateful husband. I have a degree in information assurance and cybersecurity.

Cory Bickes, Director - Bickes, Inc.

Our family started manufacturing concrete OBCs in 1910, and I have worked for our company since I was 13, learning about all the different facets of the industry. I now work in our home office, overseeing our HR and helping in every other area I can. I am very proud to be the fifth generation in the burial vault business and hope to see our family legacy continue.



Tell me something about you we may not know:

People often refer to me as an old soul, and I have a great love for history and trivia.



Bruce Delle Chiaie, Director - Whitman Burial Vault

I was born and raised in the vault business, learning the trade from my grandparents and parents. I swore in high school I would go to college, get an engineering degree, and work for a large development firm. After four years and that engineering degree, then came the construction industry decline. It has been 35 years since that high school thought, and I have never looked back. I am the third generation to run the company while training two of my three sons (fourth generation) to run it into the future.

Tell me something about you we may not know:

I absolutely love the outdoors! I cannot get enough hunting, fishing, and backpacking into my days. If I'm not working, I am outside somewhere. Whether it be the woods, the ocean, the beach, or on a golf course, I just need to be outdoors!

John Dukes, Director - Watts Vault and Monument

I have been in funeral service since 2004. During that time, I held multiple positions in sales and account management for Aurora Casket Company and Matthews Aurora Funeral Solutions. I am currently an independent consultant for Matthews Aurora Funeral Solutions and a sales representative for Embalmers Supply Company. I own and operate Watts Vault and Monument in Iowa with my wife Lisa and am also a graduate of Des Moines Area Community College Mortuary Science.



Tell me something about you we may not know:

I was a barefoot kicker in college, and no, it didn't hurt to kick the ball!



Steve Handley, Director - Handley Precast Systems

I have been involved in the burial vault industry for over 33 years. My wife Kelly, of 39 years, and I started our own company 22 years ago. Both of my sons work with me, and I look forward to passing on the business to them.

Tell me something about you we may not know:

I enjoy camping, elk hunting, fishing and riding our side-by-side. Arizona provides many different climates, so we can enjoy this year-round (Arizona is not all desert).

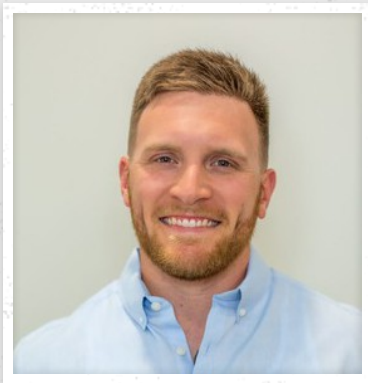
Brett Henery, Director - Wilbert Vaults of Houston

I'm a lifelong Texan and graduated from Texas A&M with an undergraduate degree in architecture and a master's degree in land development. My oldest brother and I are the third generation in our business.



Tell me something about you we may not know:

In my spare time, I enjoy reading and spending time with my family. I also love to travel and have been able to visit 48 of the 50 states and 5 of the 7 continents. Travel as often as possible and always get a window seat – you get to see things from a different perspective.



Ethan Leach, Director - Superior Vault

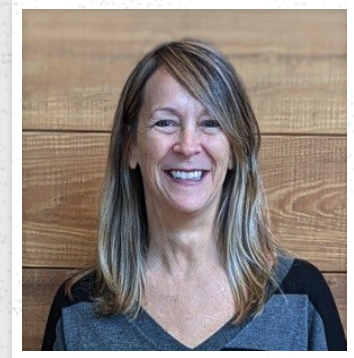
My father, Steve Leach, and I purchased Superior Vault December 1, 2021. We service the Southeast section of Indiana along with Northern/Central Kentucky, with business locations in Charlestown, IN, Madison, IN, and Lexington, KY. I was born into our family-owned excavating business where we are the sole gravediggers in 36 cemeteries in and around Jefferson County, IN. Since 2017, prior to purchasing Superior Vault, I serviced the Jefferson County area with vaults that we purchased from Superior Vault.

Tell me something about you we may not know:

I coach high school baseball.

Lisa Anderson, Executive Director - NCBVA

I grew up in the family vault business, Wilbert Vault in Greenville. At one point, we sold caskets as well as concrete. As a kid, one of my crazy uncles would turn off the light in the casket room and hide in a casket. Right when I walked by the casket to flip on the light, he would slowly raise the casket lid and jump out of the casket screaming. Today, my marketing company, Peacock Marketing Group, provides websites for 50+ businesses in the vault industry and for another 15+ related businesses such as pet cremation and precast.



Tell me something about you we may not know:

I have visited 50 countries. My grandparents had a love of travel and their passion rubbed off on our family a long time ago. My mom owns a travel agency, and I was in charge of the worldwide marketing for a software company after college – all things contributing to me being on the road. I was almost stuck in China, rode a motorcycle in the snow in Paris, went to an emergency clinic in Cuba, rode an elephant through rice paddies in Thailand, fished for (and ate) piranhas in Peru, and survived a rip tide in the Bahamas.

JOIN THE BOARD OF DIRECTORS

The NCBVA is looking for individuals to serve on the Board of Directors. Members will serve on a sub-committee and participate in conference calls and occasional meetings. Applicants must be a current NCBVA member and serve a 2-year term. [Interested in applying? Submit your information now.](#)

MEET OUR CONCRETE SPECIALISTS



Patrick Lewandowski: Patrick has 31 years of industry experience and education in civil engineering construction materials working directly in the cement, ready-mix, governmental specification, mining, tunneling, precast, and macro-synthetic fiber industries.

Mike Barry: Mike has worked in the concrete industry since 1978, in QC and operations. He is certified as concrete field technician, flatwork finisher, pervious concrete installation technician, compressive strength testing, windsor probe testing, and nuclear density testing.



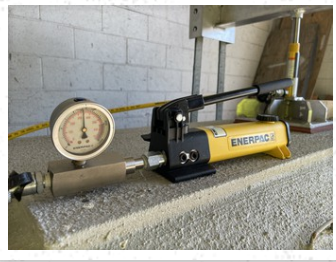
IS YOUR PLANT NCBVA CERTIFIED OR HAS YOUR CERTIFICATION EXPIRED?

NCBVA certification is renewable every 5 years. The schedule for certification is based on certification date and geographic location. View the full [member directory](#) along with each plant's certification status.

- All certifications will be conducted by a concrete specialist.
- Areas observed during a certification visit include maintenance and cleanliness, production, employee safety, and concrete load testing (performed by a third-party testing facility).
- In order to be added to the certification schedule, your plant must be an active member of the NCBVA (up-to-date with dues).
- **Plant certifications are \$1500 per site.** For Doric plants, fees are direct billed to Doric. As always, each plant is responsible for their cylinder testing fee of \$125.

[Let us know](#) if you are interested in becoming an NCBVA Certified Plant or renewing your certification.

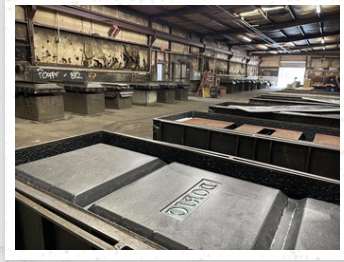
RECENT CERTIFICATIONS



Arnold Wilbert Corporation



Carolina Doric Inc.



Hairfield Vault Co.



CERTIFIED PLANT LOGO

Certified plant? Let your customers know about it! [Request](#) the new **Certified Plant logo** and add it to your vehicles, website, and/or other marketing materials.

SCHEDULE A CERTIFICATION VISIT

WE APPRECIATE OUR VENDOR MEMBERS

Accurate Wire and Strip
Forming, Inc.



T&J Manufacturing

Teka

- [Accurate Wire and Strip Forming, Inc.](#) • [American Cemetery Supplies](#) • [FBC Corp. - Asphalt Products Division](#) • [Axis Corporation](#) • [BarChip Inc.](#) • [Cemetery Funeral Supply](#)
- [HD Williams](#) • [Holland Supply Inc.](#) • [Mixer Systems, Inc.](#) • [Plastic Plaque Products](#)
- [Sierra Corporation](#) • [T & J Manufacturing](#) • [Teka Concrete Mixers](#)

OSHA INCREASES CIVIL PENALTIES FOR 2023

In January, the U.S. Department of Labor announced changes to Occupational Safety and Health Administration civil penalty amounts based on cost-of-living adjustments for 2023.

OSHA's maximum penalties for serious and other-than-serious violations increased from \$14,502 per violation to \$15,625 per violation. The maximum penalty for willful or repeated violations increased from \$145,027 per violation to \$156,259 per violation. You can [visit the US Department of Labor website](#) for more information.

DID YOU MISS THE LAST LEGAL CALL WITH POUL LEMASTERS?

Our latest legal Q&A call on Non-Compete Agreements was at the beginning of May. Poul discussed the FTC's potential ban on non-compete agreements and how it may affect your business. You can read Poul's article on the topic [here](#).



NCBVA members have access to the recordings of all legal calls. Listen to the most recent legal call on the [members only page](#). [Email us](#) if you need access.

MEMBERSHIP BENEFITS

[The NCBVA provides a unified voice](#) for the concrete burial vault industry, regardless of product affiliation, brand recognition, or location. Every major brand affiliation of concrete vault manufacturers is represented as a member of the organization, and as an association, the NCBVA represents groups that provide 90% of all outer burial receptacles interred within the boundaries of its membership.



WHY YOU SHOULD JOIN:

1. Three articles/year on a trending legal topic
2. Three Q&A conference calls with NCBVA legal counsel
3. Access to NCBVA plant certification program with a concrete specialist
4. Quarterly email updates on industry news and education
5. Ready-to-use legal templates such as:
 - the disinterment legal form
 - the social media policy sample
 - the employee handbook including a write-up of the 10 key elements
 - the job application form
 - the COVID-19 immunization consent form
 - the EAP (Emergency Action Plan)

Single-Site Membership - \$450

Vendor/Supplier - \$450

Multi-Site (manufacturing) Membership - \$1,000

DEALER INCENTIVES TO JOIN



**JOIN/RENEW NCBVA MEMBERSHIP
AND RECEIVE A \$225 DISCOUNT.**

Doric will pay \$225 towards
NCBVA membership dues.

Email rtrout@doric-vaults.com



**JOIN/RENEW NCBVA MEMBERSHIP
AND RECEIVE A \$225 CREDIT.**

Trigard will credit any dealer \$225 towards
their NCBVA membership dues.

Email custserv@trigard.com



JOIN/RENEW NCBVA MEMBERSHIP AND RECEIVE 50% OFF WFSI REGISTRATION* FEES.

*WFSI will apply a 50% discount towards attendance at
2023 QC School, WFSI meeting, or sales meeting.

Email rwood@wilbert.com

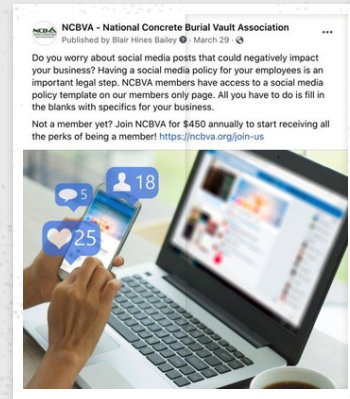
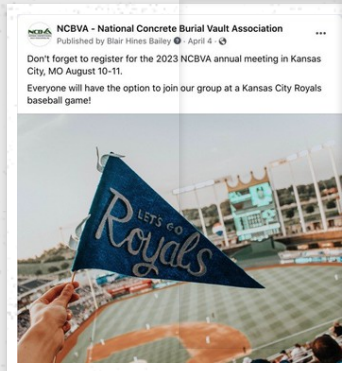
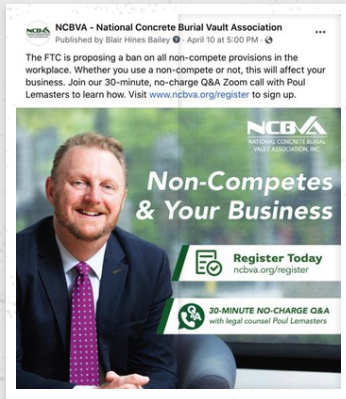
JOIN NCBVA - THE UNIFIED VOICE

VIEW ALL MEMBERS

MEMBER LOGO

Add the new NCBVA Member 2023 logo to your website. [Send us an email](#) and we will respond with the logo, ready to insert to your marketing materials.





LIKE US ON FACEBOOK



PRINT THE NEWSLETTER

[Download/Print](#) a copy of this newsletter and share it with others who may be interested.

DOWNLOAD/PRINT NCBVA MEMBERSHIP FORM

FORWARD TO A FRIEND

Feel free to **forward this newsletter to a colleague**. They can join NCBVA or sign up for upcoming communication on the [NCBVA website](#).



NATIONAL CONCRETE BURIAL VAULT ASSOCIATION



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✉ info@ncbva.org

☎ 888-886-2282

🌐 ncbva.org

To ensure delivery, add users.smores.com@mailgun.smores.com to your address book.

MEMBER BYLAWS