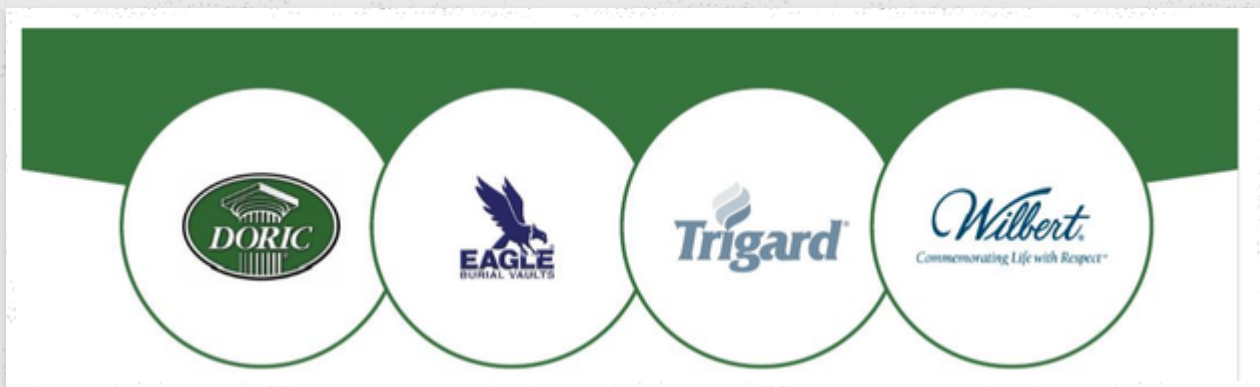


# NCBVA NEWSLETTER

ANNUAL MEETING RECAP | SEPTEMBER 2023



## IN THIS ISSUE

Unified Voice | New Board Members Elected | Plant Tour & Supplier Workshops | Guest Speakers | Certification Process | Goals & Progress Report | Committee Reports | Board of Directors | Annual Meeting Photos | Sponsors | Dealer Incentives | Membership Benefits | Legal Calls

## A LOOK BACK AT THE ANNUAL MEETING IN KANSAS CITY

Getting back together in person for our annual meeting was one of our goals this year, and Kansas City proved to be a fantastic location to do so. Thank you to everyone who made the trip! We hope you enjoyed networking, catching up with old friends, and learning from our speakers, suppliers, and plant tour.



## A UNIFIED VOICE FOR THE INDUSTRY

One thing we are proud of is being a unified voice for the burial vault industry regardless of product affiliation, brand recognition, or location. Our non-profit organization represents groups that provide 90% of all outer burial receptacles interred in the US and Canada. We are a network of like-minded companies who share the same values and experiences.

At the meeting, we reviewed the association's impact on the burial vault industry including:

- COVID guidelines with industry recommendations on graveside services and setup
- Concrete vaults disallowed in Savannah, GA – withdrew the restriction of only allowing plastic vaults to deter others from following suit
- Crane rule – didn't have to be certified in a cemetery because it wasn't a construction site (2 people, \$3500 training)
- Plastic vault testing: proved strength of plastic was less than 5000 PSI
- New push with OSHA to clarify and amend crane and derrick ruling listed online





## WELCOME NEW BOARD MEMBERS

Elections were held, and we welcomed three new board members this year. We look forward to what our new members bring to the organization.





Todd Dean  
Richards Wilbert



Paul Evans  
Evans Burial Vaults



Craig Harms  
Lenox Cement Products

## PLANT TOUR & SUPPLIER WORKSHOPS

Wilbert Grandview, MO led us on a tour of their plant where we learned a lot and saw many different stations including the batch plant, PSI testing, vault customization, casket room, and finishing and painting area. Several of our suppliers also spent some time educating us on different solutions available in the industry.

### Cemen Tech

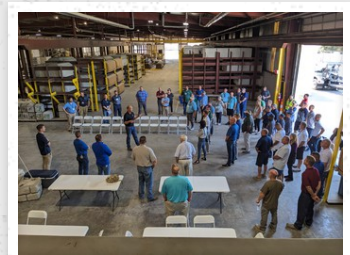
- Volumetric Concrete Mixing Technology and How it Works

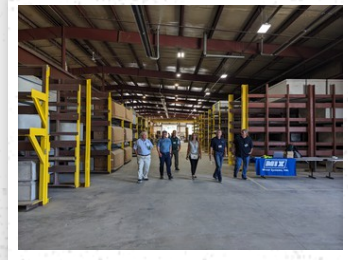
### Mixer Systems

- Mixing and Batching 101
- What is a mixing and batching plant?
- Types of mixers and the mixing/batching process
- Understanding the parts and types of equipment

### Cemetery Funeral Supply & Holland Supply

- Tent Safety, Liability & Maintenance Panel
- Proper care and maintenance
- Top items to be inspected daily/monthly/quarterly
- Installation procedures
- Why it is impossible to have a wind rating





## GUEST SPEAKERS

### Poul Lemasters, NCBVA Legal Counsel

In case you missed the meeting – or maybe you just want to hear it all again – Poul Lemasters provided NCBVA members with an overall cemetery update for 2023. Poul started off with **an update on OSHA's Crane Ruling and the fact that a recent publication seemed to contradict the exclusion that cemeteries acquired over ten years ago.** However, the exclusion still stands, and as Poul explained, "We are working with OSHA on how to document the error in the recent publication from OSHA."

Poul also updated the members on FTC issues that will affect deathcare, including the **Funeral Rule and a new Non-Compete Ban Rule.** There were several employment issues covered including overtime exemptions, classification of independent contractors, and even some discussion on handling drugs in the workplace. Lastly, Poul shared some deathcare disposition updates and changes including the push for alternative methods of disposition which include: alkaline hydrolysis; natural organic reduction; and green & natural burial.

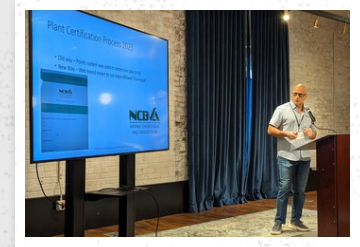
### Patrick Lewandowski, Director of Barchip North America & Concrete Specialist

Patrick gave a thorough overview of the NCBVA plant certification process and discussed the importance of the program as an industry and as an NCBVA member.



### **NCBVA plant certification process includes:**

- Rating system
- Safety standards
- OSHA forms
- Importance of employee handbooks
- What inspectors look for while inspecting a facility
- Concrete testing
- Mix design evaluation
- Batch plant inspection
- Vault storage
- Center load testing
- Post inspection exit meeting



### **Importance of the certification program as an industry**

The certification program is designed to establish minimum standards, backed by the burial vault manufacturers, to supply quality products to consumers and cemetery owners.

Certification means that each member is producing products that will perform in the field for many years.

### **Why do we care about conformance when each manufacturer wants to be better than the competition?**

One bad apple in the bunch will spoil all the apples. Providing minimum standards ensures that all producers are on a level playing field, and funeral directors and cemetery owners can count on self-policing in our industry.

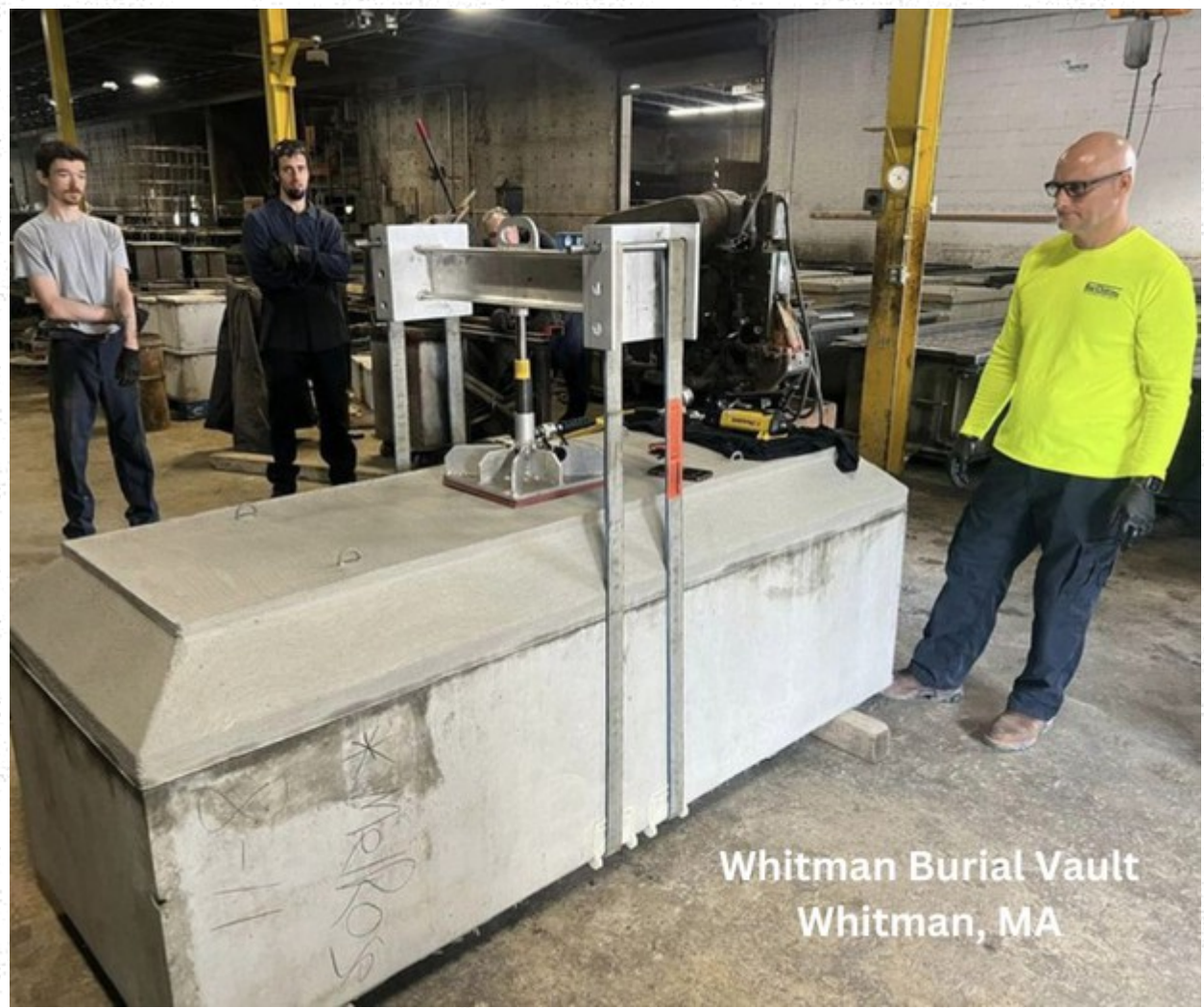
### **Importance of the certification program as a member**

There is strength in numbers that will ensure that we control the policies or regulations that govern each of our members.

- Profit and loss is very important for your business, and producing bad product, if you know it or not, hurts the bottom line.
- Inspections can identify deficiencies in your operation, and can provide key input to help prevent loss caused by poor production processes.
- Inspectors recommend safety changes to protect your work force.
- Inspections give checks and balances on supplied products "outside producers."
- Inspectors can provide assistance on mix changes or troubleshooting needs.

If you are due for your certification renewal or are interested in becoming NCBVA certified, there are open dates in October for inspections. We are here to help your business. [Email us](#) to get on the schedule.

## **RECENT CERTIFICATIONS**



Whitman Burial Vault  
Whitman, MA

## 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. There are open dates in October for inspections.

## GOALS & PROGRESS REPORT FOR 2023

### 2023 Goals

- 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

### YTD Progress Report

- 4 newsletters; 18 emails; 5 USPS mailings
- Social media: 6 ads; 34 posts; 36 cross-industry promotions
- Committee calls
- Planned and marketed annual meeting
- Website updates: legal call articles & link to ask a question, annual meeting page
- 5 certifications
- OSHA cranes & derricks ruling
- 2 legal calls







## COMMITTEE REPORTS 2023

### **Membership Committee: personal approach to marketing; all hands on deck with personal lists and scripts**

- 1 month: easy to join by text, email, mail, etc., toolkit to board members, form to fill out where they enter a credit card, pay, and are done
- 3 month: get list of all potential non-members that we can get to commit to membership; send out postcard prior
- 6 month: 1 point of contact with each person on the list, track notes

### **Programs Committee: Terracon Program, getting breaks done, annual testing program**

- 1 month: all miscellaneous questions answered, accounts set up, pricing collected, basic business plan developed
- 3 month: have program up, beta program with BOD participating, develop/find video, figure out how/when/where to market it, incentive program?
- 6 month: committal services video – use as a 2 minute ad on YouTube, geographic zip code, CTA to tie back to members; roll out program to membership

### **Vendor Partnerships Committee: Growing the vendor base to provide greater value to members during the year and at our convention**

- 1 month: follow up with attending vendors to get feedback on the meeting
- 3 month: develop a target of 15-20 prospective vendors to join, sponsor newsletters, and/or attend the next meeting
- 6 month: have communicated with all prospective vendors to gauge interest

# The NCBVA Board of Directors



Kyle York, President  
Wimmer Burial Vaults



John Dukes, VP  
Watts Vault & Monument



Cory Bickes, Treasurer  
Bickes, Inc.



Jeff Hardy, Past President  
Hardy Doric, Inc.



Ethan Darby, Affiliate Director  
Trigard & Eagle Brands



Jim Wiens, Affiliate Director  
Concrete Vaults, Inc.



Royden Wood, Affiliate Dir.  
The Wilbert Group



Todd Dean, Director  
Richards Wilbert



Bruce Delle Chiaie, Director  
Whitman Burial Vault



Paul Evans, Director  
Evans Burial Vaults, Inc.



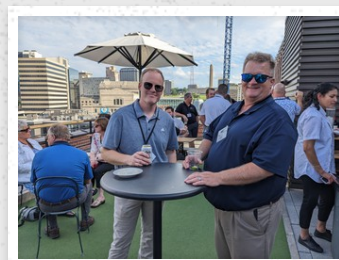
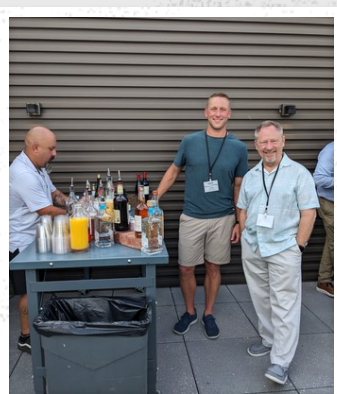
Craig Harms, Director  
Lenox Cement Products



Ethan Leach, Director  
Superior Vault

## WELCOME RECEPTION

It's always nice to get together out of the plant or office. We enjoyed some time on the rooftop networking and catching up.







## ROYALS VS CARDINALS GAME

Our outing to the Royals vs Cardinals baseball game was certainly action packed. We witnessed 5 home runs and 20 total runs!



## THANK YOU TO OUR SPONSORS

• [Doric](#) • [Trigard](#) • [Wilbert](#)

[Advanced Concrete Technologies](#) • [Cemen Tech](#) • [Cemetery Funeral Supply](#)  
[HD Williams](#) • [Holland Supply, Inc.](#) • [Mixer Systems](#) • [Plastic Plaque Products](#)



## DEALER INCENTIVES TO JOIN NCBVA



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

Doric will pay \$225 towards  
*NCBVA membership dues.*

Email [rtrout@doric-vaults.com](mailto: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](mailto: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](mailto:rwood@wilbert.com)

## **DOWNLOAD/PRINT NCBVA MEMBERSHIP FORM**

## **MEMBERSHIP BENEFITS**

Every major brand affiliation of concrete vault manufacturer is represented as a member of the organization. As an association, the NCBVA represents groups that provide 90% of all outer burial receptacles interred within the boundaries of its membership.

[Click here](#) to view our membership directory.

### **WHY YOU SHOULD JOIN:**

- 3 articles/year on a trending legal topic
- 3 Q&A conference calls with NCBVA legal counsel
- Ready-to-use legal templates such as: disinterment legal form; social media policy sample; employee handbook including a write-up of the 10 key elements; and a job application form
- Access to NCBVA plant certification program with a concrete specialist
- Quarterly email updates on industry news and education
- Unified voice of the industry to address industry regulations

**Single-Site Membership - \$450**

**Vendor/Supplier - \$450**

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

## JOIN NCBVA - THE UNIFIED VOICE

### MEMBER LOGO

Add the **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.

View all [members](#).

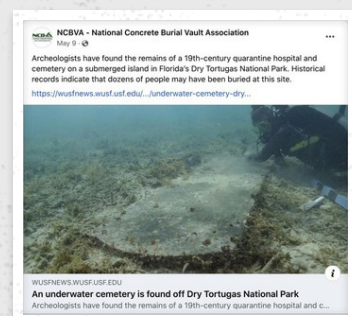
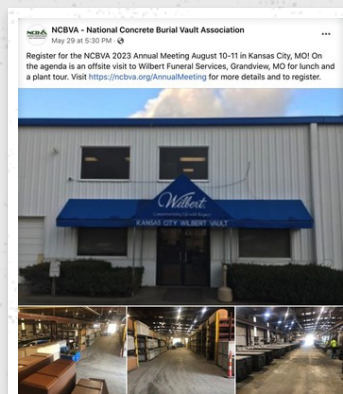
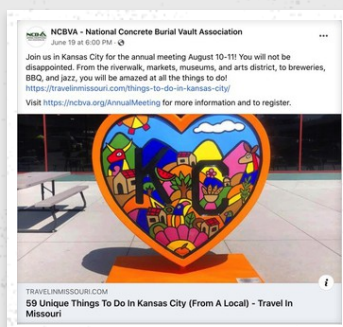


### DID YOU MISS THE LAST LEGAL CALL ON NON-COMPETE AGREEMENTS?

NCBVA members have access to the recordings of all of the legal calls. Listen to "Non-Compete vs Non-Solicitation" through the [members only page](#). [Email us](#) if you need access.

[Register](#) for the next legal call on Wednesday, November 1, at 2:00pm ET. The topic is "Breaks and Vacations in the Workplace."

## LIKE US ON FACEBOOK







## PRINT THE NEWSLETTER

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

## 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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## MEMBER BYLAWS