

The Dead Beat



The Caregiver's Soapbox

Dedicated to providing information about the people and places involved in the funeral industry



Volume 12

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Issue 6

Living history

9/9/2012

By [TIM UNRUH](#) Salina Journal



Tour guide and historian Jim Gabelmann, of Lincoln, KS shows a group of American military troops a hedgerow in France that was a major obstacle during the Normandy invasion in June 1944(courtesy photo to the Salina Journal)

"When the ramp comes down, you're facing machine guns and everything else," Gabelmann says in his lectures. "There's nothing between you and the Germans except a whole lot of sand."

The beach is deserted and relatively silent for the "military staff ride," and it's up to the Lincoln native, businessman, military historian and Vietnam veteran to move his audience into imagining that they were there on that horrific June 6 more than 68 years ago.

Farther inland, the decorated ex-Army artillery officer teaches troops and officers how to carry out missions in the hedgerows of Normandy, France.

They discuss strategy and tactics from the Battle of the Bulge in Belgium, France and Luxembourg, Roman conquests in Italy that occurred decades before the birth of Christ and lots more in between.

"I can do seven versions of Normandy," Gabelmann rattles in a baritone voice.

"We go to (Gen. George) Patton's headquarters in France and Omaha Beach, where the 29th and First Infantry divisions landed, and the Fourth Infantry landed on Utah Beach," he said.

The old soldier does walk-throughs at Ste-Mere-Eglise, where the 82nd Airborne division landed, along with St. Marie Du Mont, where the 101st Airborne met heavy resistance on D-Day and D-Day plus one.

'A million naked people'

Occasionally, he ventures with a group to Pamplona Beach at St. Tropez

(Continued on page 17)

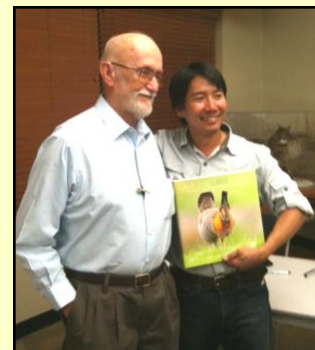
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Scattering Remains can now be a Family Affair! With something for every family member.

Amy Howard Art Gallery



The editor's daughter Amy, who was mentioned in our previous issues, was quite the artist and we've decided to display some of her artwork every issue in her memory.



Amy Howard

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Mortuary Muse

By Lowell (and Joanne)

There are days I wish I had an MBA (More Bad Answers). Then perhaps I could figure out why some of my colleagues are advertising and pricing direct cremation about half or less of their non-declinable on their GPLs. It just does not make sense to me. But there are probably factors I don't know about.

They may be operating the cremation business as a wholly-owned subsidiary (completely separate) from the funeral home. If they are part of the funeral home, how do they justify the small percentage of the non-declinable? And are the cremation societies in funeral homes separate? Are they considered businesses?

Regardless of the low-priced crematories' motives or business model, those of us who do not have a crematory (or refrigeration) and live at some distance (from a crematory) are tremendously challenged to meet this lower pricing.

In addition, the low-ball pricing of direct cremation may erode the customer's consideration of other funeral services, for example- viewing, memorial services, etc. So exactly what is the economical influence of those low

cost cremations?

Does this influence the public's perception of funeral homes? Is this a loss-leader type of action? Do they advertise this price, just to get them to their cremation organization?

Another item to think about- What about the rental caskets? Do you use wooden or metal or any at all? If we always show a wooden casket and the people don't know it's a rental casket, does that influence future sales of metal caskets?



In summary, the pricing is a puzzlement. We speculate that astute operators probably set up wholly-owned subsidiaries to market cremation services and merchandise. But what about the low price effect on the public and what impact results from the metal or wooden rental casket?

What do you do in these situations?

About the Author: Lowell Pugh has had funeral director and embalmer licenses in Missouri and Texas and continues the operation of the family funeral home which started in 1904. He is publisher of **The Dead Beat** which began in 1999. He can be contacted at **The Dead Beat** address.

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Not in His Parents' Footsteps (Correction of Contact Information)



Jeff Johannsen, son of Seth and Kay Johannsen, owners of Burmeister-Johannsen Funeral Home in Harlan, Iowa, will not be following in his parents' footsteps. Jeff grew up in the funeral home and did many of the tasks that children of funeral home owners often do. He spent many hours cleaning the chapel, mowing the lawn as well as working a funeral if needed. But Jeff had no interest in

being a funeral director. Music has long been a passion of Jeff's and he began taking piano lessons at an early age. He continued his formal music education at Drake University in Des Moines, Iowa, and will receive a degree in Music Business in the spring of 2013.

Jeff has chosen a unique career: his plans are to serve his Lord as a singer/songwriter of contemporary Christian music. Following graduation, Jeff plans to go on tour singing his original Contemporary Christian Music as well as that of other artists commonly heard on Christian radio. Many Christian radio stations are listener-supported, and Jeff's music will be no different. He is currently seeking like-minded Contemporary Christian music enthusiasts among funeral professionals for financial support in order to produce his first album and support him in his mission. "I would be honored to receive the prayers and support of our nation's funeral directors," said Jeff.

Jeff is represented by The Management Agency of Jacksonville, Florida, one of the nation's leading development agencies of contemporary Christian music artists. He is currently working with producer Jerroll Lehman of Fort Wayne, Indiana.

Those wishing more information about Jeff Johannsen Music or wish to help him in his mission can

(Corrections)

contact **Burmeister-Johannsen Funeral Home** at jeffrey.johannsen.music@gmail.com with their email, and details will be forwarded.

Have you had an OPEN HOUSE, built a NEW ADDITION to your funeral home, developed a new PROGRAM FOR GRIEVING CLIENTS, RECEIVED AN HONOR from your community, have an interesting HOBBY or DONE SOMETHING THAT WAS JUST PLAIN FUN? If so, tell us about it. We want to tell your story (WE LOVE PICTURES, TOO) call us 800-575-2611, fax us 417-537-4797 or e-mail us: editor@thedead-beat.com.

Leon and Velma Sue DeLeon Memorial Funeral Home San Juan and Edinburg, TX



Leon and Velma Sue, of Memorial Funeral Home in San Juan and Edinburg, Texas with Fred Grandy, "Gopher", of The Love Boat during the 126th Annual Texas Funeral Directors Association Convention & Expo in Corpus Christi, Texas

Charles Walden Celebrated His 70th Anniversary in Funeral Service & His 90th Birthday

Austin, TX: On Thursday, October 11, 2012, The Cook-Walden family had a commemorative ceremony in honor of Mr. Charles Walden. He celebrated his 70th Anniversary in funeral service as well as his 90th Birthday. Cook-Walden Funeral Home hosted the event in the Colonial Chapel in Austin, Texas. A reception followed.



TFDA presented a Proclamation in honor of this achievement



Behind the Back Fence

By Lowell & Joanne



I've read in several association papers and consultant articles say that the United States' funeral industry sets the standard of excellence in funeral service. The implication being that the rest of the world desires to emulate our practices and products. I seriously doubt that and I really feel that the consumers we serve should set the standards for funerals. But do we ask are customers or tell them what to do.



Has anyone ever considered a viewing package to offer to those opting for direct burial or cremation? This package would not be as expensive as a full service and not necessarily requiring embalming. It would be a combination of refrigeration and some body preparation and offering a rental casket in case of cremation. This would provide the psychological benefit of viewing the dead body that may help avoiding complicated grief in the future.

Off our beaten path we stopped by a corporate owned funeral home/cemetery combination. Always wanting to take pictures, we went in to the funeral home office to ask for permission. Well, shock

of shocks, no one there was able to do that because they did not have authority to let us. So we asked if they had any brochures, but they didn't have those either.

The person in the office tried to call someone, but the supervisor was on vacation. Then she directed us up to the cemetery office to see if someone could help us.

A very courteous person who also had no authority told us they didn't have any brochures because they had been sold a year ago.

So sometimes you can't always get an answer from corporate even if it's just for taking pictures.



About the Authors:

Lowell Pugh has had funeral director and embalmer licenses in Missouri and Texas and continues the operation of the family funeral home which started in 1904. He is publisher of **The Dead Beat** which began in 1999. He can be contacted at **The Dead Beat** address.

Joanne Howard is the editor of **The Dead Beat**. She has been a licensed funeral director since 1992 with Pugh Funeral Home in Golden City, MO. She is the FDIC of the funeral home and aftercare coordinator.

They can be contacted at **editor@thedead-beat.com**

Your Daily Moment of Zen

1. Do not walk behind me, for I may not lead. Do not walk ahead of me, for I may not follow you. Do not walk beside me, either—leave me the h#*^ alone.
2. The journey of a thousand miles begins with a broken fan belt and a leaky tire.
3. It's always darkest before the dawn. So, if you're going to steal your neighbor's newspaper, that's the time to do it.
4. Sex is like air. It's not important unless you aren't getting any.
5. Don't be irreplaceable. If you can't be replaced, you can't be promoted.
6. No one is listening until you make a mistake.
7. Always remember you're unique. Just like everybody else.
8. Never test the depth of the water with both feet.
9. It may be that your sole purpose in life is simply to serve as a warning to others.
10. It is far more impressive when others discover your good qualities without your help.
11. If you think nobody cares if you're alive, try missing a couple of car payments.
12. Before you criticize someone, you should walk a mile in their shoes. That way, when you criticize them, you're a mile away and you have their shoes.
13. If at first you don't succeed, skydiving is not for you.
14. Give a man a fish and he will eat for a day. Teach him how to fish, and he will sit in a boat and drink beer all day.
15. If you lend someone \$20, and never see that person again, it was probably worth it.
16. Don't squat with your spurs on.
17. If you tell the truth, you don't have to remember anything.
18. If you drink, don't park; accidents cause people.
19. Some days you are the bug, some days you are the windshield.
20. Good judgment comes from bad experience, and a lot of that comes from bad judgment.

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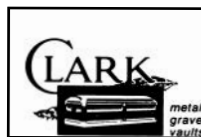
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(If you would like to find someone in the funeral industry, let us know—**editor@the-dead-beat.com**)

After-Thoughts *By Joanne Howard*

In case you would like to check out the video I was talking about in my last column in relation to the girl's church camp, there is an interview with my husband and myself intermingled with some photos and videos of our girls. You can see it on youtube with the following link:

<http://www.youtube.com/watch?GplEsgpWsqU&feature=g-upl>

How do you feel about making changes in your life? I have a tendency to stick with things a lot longer than I should. I guess I just don't want to rock the boat in my life unless I absolutely have to.

My many experiences with deaths led to adjustments totally out of my control. This may influence why I don't want to make voluntary changes now. I have to be dragged kicking and screaming to do something different even though I am usually happy after I have made the changes.



Is that how we deal with things after the loss of our loved ones.?

How do we handle changes dealing with loss? Sometimes we can make the adjustments with no problem and other times it just seems like we will never get used to the forced changes.

It's interesting that you are always warned not to make any drastic changes after deaths of loved ones; for example, selling a house or moving or getting rid of everything. This is probably because of the stress after loss doesn't really allow you to make good decisions.



But exactly how long is it supposed to be before you start to deal with your loved one's things. Friends and relatives are only too happy to help right away. But sometimes you're ready and sometimes you're not.

My experience after my girls' deaths was so different than after my mother's death. With my girls' things it took me quite a long time, and truthfully years later, I'm still deciding what to do with some of their things. My mother's possessions had a bit of a different twist. After all the legal issues got settled, I had to sell her house due to the government wanting money back for her Medicaid payments. The house was still considered her asset before her death. The lawyer's recommendation of the deed change to my brother and myself upon death didn't help in this situation.



So the house sold and the people wanted possession in two weeks. I had that short time to go through her house full of her life, then move or dispose of her possessions. It was one of the hardest things to do in relation to bringing back memories—good and bad. Of course, dealing with her house there were many things from my daughters, so that made it a bit more challenging for me. The hardest thing was it made me aware of the wonderful mom that was no longer with me.

This situation of dealing with your loved one's possessions after their deaths are some of those changes you have to make. Sometimes it is forced upon us and sometimes it takes a long time to do. It's that final, final goodbye that makes it hard.

It's very difficult to decide what to save and what to dispose of. You don't want to have a life of regret that you got rid of something that really was cherished. So you need to take your time if you can. But truthfully you have to be careful, if you wait too long it hurts so much you may never do it. And that's not good either.



So moving on, there are other losses that result in change. You could lose your job, your money, your best friends, etc. Many of these situations force us to make adjustments too. But we may feel in a bit more control of the outcomes.

The funeral profession has had to make numerous modifications or changes in how we conduct our business. Some may feel it was forced upon them but mostly the changes have resulted from differences in society, consumer attitudes, the economy and what our competitors do.

The issue of the rise of cremations has influenced many variations of how services are conducted, if there are any services at all. When a large part of your business is cremation many factors need to be considered related to products you carry to service options that you need to offer your customers.



Many consultants for the funeral profession have made numerous recommendations over the years for funeral directors. We hear about additional memorialization in the services, technological improvements, and many more thoughts. In other words how we need to change.

Soooo....How do you feel about changes—in your life—in your business—in anything?



About the author: Joanne Howard is the editor of **The Dead Beat**. She has been a licensed funeral director since 1992 with Pugh Funeral Home in Golden City, MO and also the aftercare coordinator. Much of her writing in this column is influenced by her loss of her two daughters Laura at age 10 in 1997 and Amy at age 19 in 2003. Any comments or questions can be directed to 417-537-4412, P.O. Box 145, Golden City, MO 64748 or email: jfhoward53@yahoo.com



di-zas-ter (n) a calamitous event, especially one occurring suddenly and causing great loss of life, damage, or hardship, such as a tornado, fire, or hail storm

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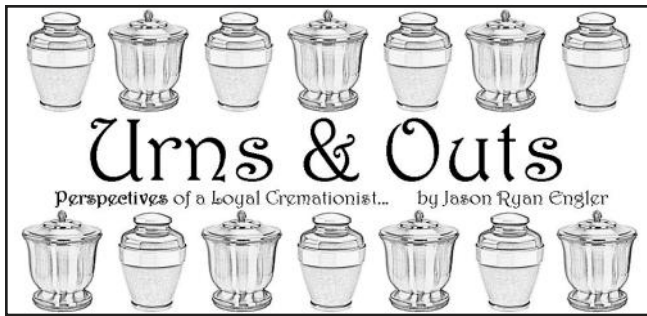
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In the twelve years-or-so since I served my apprenticeship and received my funeral director's license, I have had the privilege of arranging cremation services ranging from simple to extravagant for countless families who have chosen the "path of luminous light." I have often been asked by my colleagues to share why I have had the success in urn sales that I have enjoyed. I am always eager to give my suggestions on how they can achieve similar results in creating a meaningful cremation-related memorialization for the families they serve.

And why have I had this success? The answer is simple, really: I *believe* in cremation, its merits over burial, and the value of creating a permanent memorial for a life well-lived. A major step in the direction of memorialization is the selection of a permanent vessel for cremated remains.

When a family comes in to make arrangements and you hear they are selecting cremation, what is your first thought? I'm not asking what the trade journal and continuing education say that your reaction should be, or how the owner of the funeral home says you should respond – I mean what is your own gut reaction? For a number of you, I would venture to say that the response falls somewhere in the neighborhood of apathy – if not disdain. This is the stumbling block that must be overcome: embracing cremation. Appreciating the merits of cremation even if you would not select that method for yourself or a member of your family is the most important step toward the perception of trust by your client families.

There is a common idea that a permanent cremation urn is a declinable option for families choosing cremation. Is a

casket an option for families choosing burial? Absolutely not! So why is the selection of an urn unnecessary for families choosing cremation? Better yet, why is it that the cardboard or plastic container that comes from the crematory is deemed a worthy vessel for the remains of a human being? The lament and negativity of funeral professionals toward cremation for the last several decades is largely due to their own inaction. Obviously there are times when the temporary container is unavoidable, but I have heard and experienced funeral directors making the statement to a family that the temporary container is sufficient in and of itself for a particular purpose, even when the family is open to the purchase of a permanent memorial urn. Families who choose to bury or scatter cremated remains should be afforded the same option of selecting a memorial urn. If scattering is popular with your families, have a variety of urns including those that can be used for other purposes – such as keeping photographs or other mementos. The bottom line is that allowing human remains to leave a funeral home in the possession of a family in a cardboard or plastic container is inexcusable and is in direct conflict with all ideals of the value of our profession.

If you insist on the temporary container, at least allow the family to make the choice from a selection of containers – reaffirming that they understand that it is the minimum container. This is no more of a sales pressure tactic than requiring a family to choose a casket and/or burial vault for non-cremated human remains. Regardless of the final disposition of the cremated remains, making the assumption and causing the family to believe that a permanent container is not necessary is a detriment to all that our profession stands for – and gives the impression that these remains are not the cremated body of a person who has lived in the midst of their family and friends – but is, instead, merely meaningless ash.

Perhaps it is not the erroneous idea that cremation itself devalues our profession – rather it is the devaluation that funeral professionals have given cremation. It is imperative to overcome negativity in order to be everything that each of your client families demand – regardless of their preferred choices in memorialization. We must all *believe* in the value of our profession and the necessity of dignity and respect for all human remains.

At least, that's my perspective...



Jason Ryan Engler is a funeral director and cremation historian in Northwest Arkansas. He is the unofficial historian for the Cremation Association of North America and is a frequent contributor of cremation information to trade journals and organizations.

Read his blog at <http://urnsandouts.blogspot.com>.

He can be reached at cremationhistorian@hotmail.com.

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Keeping The Connection

By Ken Doka

"My daughter says I should get rid of all of Mark's stuff. She's troubled that sometimes on a cold lonely day that I will go to the closet and wear one of Mark's old flannel shirts. It makes me feel good—close to him, but she says I am living in the past."

Lauren's daughter has the best intentions, but her advice here was so wrong. There is an image of grief that when someone dies, we have to, and better sooner than later, move on and somehow find closure. We need to let go of the past and live in the present.

Nothing can be more mistaken.

Last week, an elderly widower came to one of my grief lectures. I spoke about continuing connections that we retain even after someone dies. Visibly relieved, he shared with me that his wife of 62 years had recently died. His physician told him that in 6 months he would be over it, his grief forgotten. He smiled and simply stated, "You make more sense."

Most of us find that over time the pain does lessen and we can return to some sense of life before our loss. It is no longer so difficult to concentrate. We seem to be able to go back to the levels of efficiency we had prior to our grief.

This does not mean, though, that we forget our loved one.

How can we? The memories of the person we loved will always remain. In

fact, one of the signs that we're doing better is that we can laugh at stories—memories once too painful to recall. The promise is not that we will forget, but that as we progress in our grief, we will be able to remember.

We stay connected even in death.

This represents a major shift in the ways that grief counselors think about grief. We now no longer see the goal of counseling to help the person detach from the individual who died. We know that is neither possible nor desired. Rather, grief counselors seek to help their clients realize the ways the individual who died still remains a part of their existence.

Certainly memories are one way, but there are others as well. They remain part of our biography—our identity. I would not be the person I am today, for better or worse, without the presence of my parents, my brother, my sister, and all the people I love. Each of them has left an imprint. I see them every time I look in a mirror.

They left legacies as well. Some of the legacies may seem small, such as the taste for grilled tuna fish sandwiches on cold rainy days. Others might be major, such as the skills in organization or conflict resolution that I learned from my dad. Yet all of them remain gifts.

We connected spiritually as well. Each of us has our own ways to under-

stand and to describe that connection. To some it may be a belief in a heavenly reunion; to others it may be that their spirit resides within us.

We can even structure occasions or rituals where we explicitly make that connection. We have a family reunion—always on the Saturday in June closest to my mother's birthday. We remember her as we come together. More than that, we celebrate ourselves as family, perpetuating a value that she held dear.

The bond continues.

This article was originally printed in *Journeys: A Newsletter to Help in Bereavement*, published by Hospice Foundation of America. More information about *Journeys* can be found at www.hospicefoundation.org or by calling 800-854-3402 and is published monthly by the Hospice Foundation of America, 1621 Connecticut Ave., NW, #300, Washington, DC 20009. Annual subscription-\$12.00.

Kenneth J. Doka, Ph.D., is a Professor of Gerontology at the College of New Rochelle. Dr. Doka's books include: **Disenfranchised Grief; Living with Life Threatening Illness; Living with Grief: After Sudden Loss; Death and Spirituality; Living With Grief: When Illness is Prolonged; Living with Grief: Who We Are, How We Grieve; AIDS, Fear & Society; Aging and Developmental Disabilities; and Children Mourning,**



Mourning Children. In addition to these books, he has published over 60 articles and chapters. Dr. Doka is the associate editor of the journal *Omega* and editor of *Journeys*, a newsletter of the bereaved. Dr. Doka has served as a consultant to medical, nursing, hospice organizations, as well as businesses, educational and social service agencies. As Senior Consultant to the Hospice Foundation of America, he assists in planning, and participates in their annual Teleconference. In 1998, the Association for Death Education and Counseling honored him by presenting him an Award for Outstanding Contributions to the field of death education. In March 1993, he was elected President of the Association for Death Education and Counseling. Dr. Doka was elected in 1995 to the Board of the International Work Group on Dying, Death and Bereavement and elected Chair in 1997. Dr. Doka is an ordained Lutheran Clergyman. (And a heck of a nice guy—Editor & Publisher)

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Chuckles

Editor Note: My apologies if anyone has been offended by jokes in this column

Sent by Randy McDaniel, John W. German Funeral Home, Steele, MO

One day at the funeral home my son brought a pizza, his two sons (my grandsons), Payton, 8 and William, 6 to have lunch with me. So, when they arrived, I closed the casket display room. As they were leaving, my son opened the door to the casket room, which had several of the coffins with the lids up. When William looked inside the room, he stopped in astonishment and said, "Oh, my goodness look at all the tanning beds."



Why go to Church?

One Sunday morning, a mother went in to wake her son and tell him it was time to get ready for church, to which he replied, "I'm not going." "Why not?" she asked. "I'll give you two good reasons," he said, "(1) they don't like me, and (2), I don't like them." His mother replied, "I'll give you two good reasons why you SHOULD go to church: (1) You're 59 years old, and (2) you're the pastor!"

The Picnic

A Jewish Rabbi and a Catholic Priest met at the town's annual 4th of July picnic. Old friends, they began their usual banter. "This baked ham is really delicious," the priest teased the rabbi. "You know I can't understand why such a wonderful food should be forbidden! You don't know what you're missing. You just haven't lived until you've tried Mrs. Hall's prized Virginia Baked Ham. Tell me, Rabbi, when are you going to break down and try it?" The rabbi looked at the priest with a big grin, and said, "At your wedding."



The Usher

An elderly woman walked into the local country church. The friendly usher greeted her at the door and helped her up the flight of steps. "Where would you like to sit?" he asked politely. "The front row, please," she answered. "You really don't want to do that," the usher said. "The pastor is really boring." "Do you happen to know who I am?" the woman inquired. "No," he said. "I'm the pastor's mother," she replied indignantly. "Do you know who I am?" he asked. "No," she said. "Good," he answered.



Show and Tell

A kindergarten teacher gave her class a "show and tell" assignment. Each student was instructed to bring in an object that represented their religion to share with the class. The first student got up in front of the class and said, "My name is Benjamin and I am Jewish and this is a Star of David." The second student got up in front of the class and said, "My name is Mary. I'm a Catholic and this is a Rosary." The third student got in up front of the class and said, "My name is Tommy. I am a Baptist, and this is a casserole."



Comments

Joanne, I hope Lowell is on the mend. Please give him my best!

Steve

Keep up the good work while he is out. I am sure it can't be easy.

In reply to your query of charging another funeral home for removal/embalming/ we always just tell the other funeral home our charges will be the same as they would charge us for the same services. Keep up the great work with The Dead Beat..everyone in our offices looks forward to each new issue.

Best Regards, Gary Engleman,
Williams Funeral Directors, Garland, TX

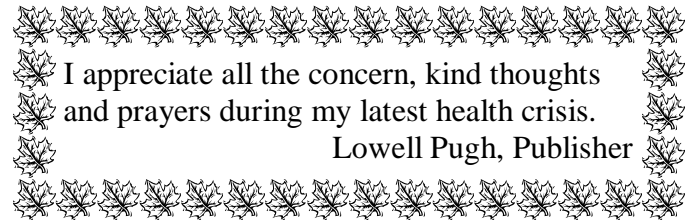
Hi Joanne,

OMG!!! Thank you so so so much!! I am gobsmacked!! Joanne what a job you did for us, I can't thank you enough!!

Kate Hamilton, Mourning Cross, North Ireland

Besides "The Director," "The Dead Beat" is the only trade publication either of us reads from cover to cover. It never fails to bring a smile. Frequently we will share tidbits of it, both serious and humorous, with one of the local pastors for use in her sermons. Keep up the good work...

Pam Morgan, Funeral Director, Hall Funeral Home, Lincoln, KS



The Twenty and the One

A well-worn one-dollar bill and a similarly distressed twenty-dollar bill arrived at a Federal Reserve Bank to be retired. As they moved along the conveyor belt to be burned, they struck up a conversation. The twenty-dollar bill reminisced about its travels all over the country. "I've had a pretty good life," the twenty proclaimed. "Why I've been to Las Vegas and Atlantic City, the finest restaurants in New York, performances on Broadway, and even a cruise to the Caribbean." "Wow!" said the one-dollar bill. "You've really had an exciting life!" "So, tell me," says the twenty, "where have you been throughout your lifetime?" the one-dollar bill replies, "Oh, I've been to the Methodist Church, the Baptist Church, the Lutheran Church." The twenty-dollar bill interrupts, "What's a church?"



Goat for Dinner

The young couple invited their elderly pastor for Sunday dinner.

While they were in the kitchen preparing the meal, the minister asked their son what they were having.

"Goat," the little boy replied. "Goat?" replied the startled man of the cloth, "Are you sure about that?"

"Yep," said the youngster. "I heard Dad say to Mom, 'Today is just as good as any to have the old goat for dinner.'"



(Continued on page 11)

Chuckles (Cont.)

Why do I Like Retirement!

Question: How many days in a week?

Answer: 6 Saturdays, I Sunday

Question: When is a retiree's bedtime?

Answer: Three hours after he falls asleep on the couch.



Question: How many retirees to change a light bulb?

Answer: Only one, but it might take all day.

Question: What's the biggest gripe of retirees?

Answer: There is not enough time to get everything done.

Question: Why don't retirees mind being called Seniors?

Answer: The term comes with a 10% discount.

Question: Among retirees what is considered formal attire?

Answer: Tied shoes.



Question: Why do retirees count pennies?

Answer: They are the only ones who have time.

Question: What is the common term for someone who enjoys work and refuses to retire?

Answer: NUTS!

Question: Why are retirees so slow to clean out the basement, attic or garage?

Answer: They know that as soon as they do, one of their adult kids will want to store stuff there.

Question: What do retirees call a long lunch?

Answer: Normal.



Question: What is the best way to describe retirement?

Answer: The never-ending coffee break.

Crazy Wife of Missing Husband?

A friend of mine was working a desk job at the local police department. He was telling me about this lady that had come in to report her missing husband. "He's short, bald-headed, wears false teeth, chews tobacco with juice always running down his chin... On second thought, officers, just forget the whole thing."



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The Most Unbearable Pain that Couldn't be Avoided

I have been having this unbearable pain in both of my arms and both of my legs. This began to happen every time I bend and lean forward. I lift my left leg first, then I lift the right leg, then I would stand up right. Dr. Jones told me that was the most stupid thing that he had ever heard of. He continued to say, "My suggestion is to avoid this pain, you must refrain and not go through all those idiotic movements." I told him, "Frankly, Dr. Jones, I can not think of any other way to put my pants on."

Shampoo Warning

It's so good to finally get a health warning that is useful!!!! I don't know why I didn't figure this out sooner. I use shampoo in the shower. When I wash my hair, the shampoo runs down my whole body and printed very clearly on the shampoo label is this warning, "FOR EXTRA BODY AND VOLUME." No wonder I have been gaining weight! Well, I got rid of that shampoo and I am going to start showering with Dawn dishwashing soap instead. Its label reads, "DISSOLVES FAT THAT IS OTHERWISE DIFFICULT TO REMOVE." Problem solved! If I don't answer the phone I'll be in the shower!



A young man once asked God how long a million years was to him, God replied, "A million years to me is just like a single second to you." The young man asked God what a million dollars was to him. God replied, "A million dollars to me is just like a single penny to you." Then the young man got his courage up and asked, "God could I have one of your pennies?" God smiled and replies, "Certainly, just a second."



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“Dear Counselor....” By Bill Stalter

Dear Counselor,

I read where another state association master trust is insolvent, and has been taken over. How can I determine if my families' accounts are safe?

Unfortunately, the Wisconsin Funeral Directors Association and its master trust were recently put into receivership. In some aspects, the Wisconsin situation is similar to what occurred with the Illinois master trust. But, in other aspects, the Wisconsin situation is very different from Illinois. The main problem with the Wisconsin program (and the Illinois program) was the guarantee of a rate of return that was not tied to the trust's actual return. The trust's investment performance could not keep up with the guarantee, and with the costs being charged to the trust by the association and the fund managers. Most Wisconsin funeral directors were surprised by the receivership because the guarantee was relatively low (a three year CD rate plus 1%). The association may have also misled its members regarding how the trust was invested. But, there were also comments that suggest that members didn't ask, and so, the association didn't tell.

One difference between Illinois and Wisconsin that should be a source of concern for funeral directors and consumers, is that the Wisconsin program included a corporate fiduciary and an independent fund manager. Illinois was appropriately criticized for serving as its own trustee, and then directing investments into inappropriate insurance products. In contrast, Wisconsin had a corporate trustee that should have protected the beneficiaries against inappropriate investments. However, the Wisconsin trustee may have delegated many of its fiduciary duties to the fund managers and the association, and certain areas of compliance and oversight fell through the cracks.

To guard against what happened in Wisconsin and Illinois, ask whether your master trust marks to market and bases performance distributions on monthly value allocations. Also ask for reports or audits that reflect the trust investments, and all fees and expenses that are paid by the trust.



Bill Stalter answers our questions for educational purposes only. It is *The Dead Beat's* intent to give the reader general information about legal issues, not to provide legal advice. If a reader needs legal advice, he or she should hire an attorney. Reading *The*

Dead Beat should not be used as a substitute for legal advice from an attorney. When Bill provides legal advice he does so for Stalter Legal Services in Overland Park, Kansas. Bill also provides consulting services through Preneed Resource Consultants, which can be found at www.prenneedresource.com.

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How to Fly the United States Flag Ten Guidelines From the Veterans of Foreign Wars

1. The flag should be hoisted briskly and lowered ceremoniously.
2. The flag is never allowed to touch the ground or the floor.
3. When hung over a sidewalk on a rope extending from a building to a pole, the union stars are always away from the building.
4. When vertically hung over the center of the street, the flag always has the union stars to the north in an east/west street, and to the east in a north/south street.
5. The flag of the United States of America should be at the center and at the highest point of the group when a number of flags of states or localities or pennants of societies are grouped and displayed from staffs.
6. The flag should never be festooned, drawn back, nor up in folds, but always allowed to fall free.
7. The flag should be displayed at half-staff until noon on Memorial Day and then raised to the top of the staff.
8. Never fly the flag upside down except as a signal of distress in instances of extreme danger to life or property.
9. The flag is never flown in inclement weather except when using an all-weather flag.
10. The flag can be flown every day from sunrise to sunset and at night if illuminated properly.

We need some questions for the “Dear Counselor....” column.

Please send your questions to Bill's e-mail or The Dead Beat's and we will get some answers in future issues.

Email: wastal@swbell.net or bill@stalterlegal.com

or

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[Or Fax: 1-417-537-4797](tel:1-417-537-4797)



Death Notices of Fellow Funeral Service Colleagues



ARIZONA



Robert "Bob" Harry Motzkin, 69, of Conroe, TX, passed away on Sept. 22, 2012. He began working in funeral service at the age of 19 and enjoyed a successful career with Service Corporation International for the past 35 years in Tucson, Arizona. He proudly served his country in the United States Navy. His services were conducted by Chapel of Forest Park-The Woodlands, Texas. His final resting place will be in Tucson, AZ.



IOWA



Paul F. Strueber, 94, of Dubuque died October 20, 2012. He graduated from Cincinnati College of Embalming in 1941. He served in the Navy Air Corps during WWII in the South Pacific. In 1945 he served as a navigator and Lieutenant in the Naval Air Corps and Commander of the VFW. He was associated with Strueber Funeral Home in 1952, but went to work with Sears and retired after 20 years. He returned to become owner/manager of the Strueber Funeral Home, which his father had built in 1933. In 1979 he sold it to the VNA and became associated with the Engelhof, Casper, Strueber Funeral Home until retirement and they handled his funeral service.



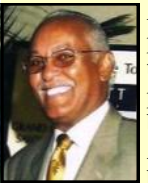
KANSAS



Kevin Michael Brennan, 61, of Topeka died October 6, 2012. He served in the U.S. Reserves for six years. In 2001, he opened the Kevin Brennan Family Funeral Home. His family continues his legacy and they handled the services at the Kevin Brennan Family Funeral Home.



John Eldon Fleener, 83, of Greensburg died September 6, 2012. He graduated from St. Louis College of Mortuary Science in June, 1955. He served in the U.S. Air Force from 1952-1954. He was a third generation funeral director at the Fleener Funeral Home and Furniture Retailer. He was a member of the Kansas and National Funeral Directors Associations. His services were directed by Fleener Funeral Home in Greensburg.



Anderson Eugene "Gene" Jackson, 79, of Wichita, passed away on September 9, 2012. He graduated from the California Mortuary Sciences in 1968. He became president of Jackson Mortuary in 1982 until his retirement, but he was still co-owner. He became the first African-American President of the Kansas State Board of Embalming. He received his 50-year Recognition in Funeral Service. His services were directed by Jackson Mortuary.

KANSAS (Cont.)



James "Jim" Kauffman, 67, of Liberal, passed away September 4, 2012. He was the owner and director of Miller Mortuary since 1976. His arrangements were under the direction of the Miller Mortuary.

MISSOURI



Jerry R. Cater, 82, of Moberly, passed away on September 23, 2012. He served in the U.S. Navy and graduated from the College of Mortuary Science in St. Louis in 1951. He returned to Moberly and began a career of 32 years with the Cater Funeral Home. He had a passion for building and built a house boat and also attained his riverboat pilot's license. The Cater Funeral Home handled his funeral arrangements.



Delores "Juanita" Meyers, 78, of Carrollton, Mo passed away October 16, 2012. She was the mother of Marty and Kim Meyers, owners of Meyers Funeral Home in Blue Springs, MO. The Meyers Funeral Chapel directed her funeral services.



Ruth A. Seever, of St. Charles passed away September 25, 2012. She was long time Funeral Director and former Secretary-Treasurer of Math Herman and Son Funeral Home. She was a member of the Missouri Funeral Directors and Embalmers Association and the National Funeral Directors Association. Her services were directed by Stygar Mid-Rivers Funeral Home and Crematory in St. Charles.

TEXAS



SSGT Jeremie Border, cousin of Floyd Minton, Scoggins Funeral Home, Van Alstyne, TX. "On Labor Day, one of the Minton family became our true hero. Jeremie Border was killed in Afghanistan while on a special mission for Enduring Freedom. He was a Green Beret, and Army Ranger. He paid the ultimate sacrifice while defending the freedoms we have." He died on September 1, 2012 in Batur Village, Afganistan. His services were handled by Restland Funeral Home & Cemetery in Dallas.



If you know of a fellow funeral service colleague that has died that we have not included, please send the information and picture if available (The Dead Beat, P.O. Box 145, Golden City, MO 64748) or fax it to us (417-537-4797) or E-Mail to Joanne@thedead-beat.com



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Death Notices of Fellow Funeral Service Colleagues (Cont.)

TEXAS



Esther Lujan, 56, of El Paso, died September 21, 2012. She is the mother of Chris Lujan, President of El Paso Region, with Martin Funeral Home West. The Martin Funeral Home handled her service arrangements,



Mary Ann Scroggins, 78, of Cuero, died September 20, 2012. She was the mother of Wayne Scroggins of Goliad Funeral Home, Goliad, Texas. Arrangements were under the direction of the Goliad Funeral Home.



Train of Life

Author Unknown

Some folks ride the train of life
looking out the rear;
Watching miles of life roll by,
And marking every year.

They sit in sad remembrance,
of wasted days gone by,
and curse their life for what it
was,
and hang their head and cry.

But I don't concern myself with
that,
I took a different vent;
I look forward to what life
holds,
And not what has been spent.

So strap me to the engine,
as securely as I can be,
I want to be out on the front,
To see what I can see.

I want to feel the winds of
change,
blowing in my face;
I want to see what life unfolds,
as I move from place to place.

I want to see what's coming up,
Not looking at the past,
Life's too short for yesterdays,
it moves along too fast.

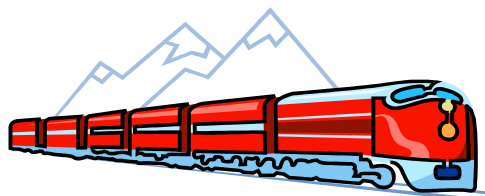
So if the ride gets bumpy,
while you are looking back,
go up front, and you may find,
your life has jumped the track.

It's all right to remember,
that's part of history,
but up front's where it's
happening,
there's so much mystery.

The enjoyment of living,
Is not where we have been,
It's looking ever forward,
to another year and ten.

It's searching all the byways;
never should you refrain,
for if you want to live your life,
you gotta drive the train.

Author Unknown



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Living History (Cont)

(Continued from page 1)

on the French Riviera, site of Operation Anvil, the invasion of southern France on Aug. 15, 1944.

"It's crowded and fun. The wine's great and there's a million naked people," Gabelmann said.

Near a nude beach, he said, "it's hard for some (students) to pay attention."

Much closer to home, Gabelmann talks with confidence on the fatal blunders committed by Gen. George Armstrong Custer in the Battle of Little Big Horn.

"Everywhere you go, there were mistakes made," Gabelmann said.

The veteran proudly talks of his two tours in Vietnam and ending his career as a lieutenant colonel after eight years in nuclear weapons development at the Pentagon. An avid reader and lover of history, Gabelmann claims to have hundreds of military history books at his home.

Across the Atlantic

For more than 20 years, Gabelmann, 75, has worked as a historian leading battlefield staff rides three or more times a year on trips across the Atlantic to share his knowledge and passion.

He left today on his fourth trip this year to Europe -- two staff rides to Normandy and two to the Huertgen Forest, where a battle occurred a month before the Battle of the Bulge.

He has fostered friendships and enjoyed local fare from all the

romantic places and tourist traps in France, Italy and many points throughout Europe and Africa.

All the while, he owns and manages a farm in Lincoln County that he bought in the early 1990s, and Hall Funeral Home in Lincoln and Harrison Funeral Home in Beloit. He bought them in 2001.

"I never get bored," Gabelmann said. "If you slow down, they bury you, but it's good for business either way."

Following his wife

He sometimes takes along Sylvia Goss, his wife, whose career as a civilian worker and nuclear weapons specialist for the Department of the Army contributed to Gabelmann being introduced to the avocation.

Gabelmann retired from the Army in 1983 and moved with Sylvia to Quad Cities, Ill., where Jim taught high school and college-level math and physics.

Still working for the Army, Sylvia was transferred to Worms, Germany, in 1989. Jim tagged along, but being unemployed proved problematic.

"I went from a lieutenant colonel to nothin'. In Europe, you can't make decisions if you're not employed. Sylvia had to shop at the PX and I couldn't sign any documents," Gabelmann said. "I learned early on that if Sylvia was going to get up and go to work, I'd better be up and dressed. When she leaves, that's a different story."

No rocking chair just yet

But hubby wasn't wired for the rocking chair lifestyle and soon

(Continued on page 25)

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ASD Mobile Wins NFDA 2012 Innovation Award



Charlotte, NC—On Monday, October 8, **ASD – Answering Service for Directors** was named the winner of the National Funeral Directors Association's 2012 Innovation Award. The company was recognized for their game-changing Smart Phone application, ASD Mobile, which has revolutionized communication for thousands of funeral homes nationwide. ASD is honored to receive this award from the world's leading funeral service association.

Established in 2009, the NFDA Innovation Award is given annually to a funeral service vendor whose product or service was introduced during the previous year and represents creativity, innovation and excellence. A distinguished panel of judges selected ASD Mobile as one of the five finalists for the award. After the 2012 finalists were selected, the funeral service community had several months to vote on the product or service they felt deserved the award.

ASD Family-Member Owner Kevin Czachor was on stage to accept the prestigious award at the Opening General Session of the NFDA's International Convention & Expo. Within minutes of the announcement, ASD's social sites began to fill up with comments from funeral professionals showing their support and appreciation for the app.

"Our team of programmers built everything from the ground up with perfection as our goal. ASD Mobile is just another example ASD's commitment to excellence that our clients have come to expect," Kevin said. "We are honored and humbled that so many funeral professionals took the time to vote for our mobile app."

More than one quarter of ASD's clients rely on the ASD Mobile app to manage their ASD account and monitor critical calls while on-the-go. The app has received over 50 Five-Star Reviews on the Apple iTunes Store since it was introduced less than 10 months ago—exceeding all other mobile apps created for the funeral profession. Many of the reviews posted by directors describe how the app has transformed the way their funeral home conducts business. Owners and part-time staff alike rely on the app to send and receive information. In addition to the number of current users, ASD Mobile 2 is growing rapidly, with an average of 20 downloads per day.

"The ASD Mobile app is truly amazing. It functions on so many levels and lets clients have complete control in an instant," wrote Rebecca Lautenslager, Director of Shaughnessy Banks Funeral Home, in a recent review. "I'm not typically impressed with apps but this one really does make the life of a funeral director easier and more manageable."

ASD is honored that the NFDA judging panel and funeral service community recognized the value and efficiency that its

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app delivers. The company will continue to seek innovative mobile solutions for the profession and has plans for an imminent release of ASD Mobile for Android. Currently, over 100 Beta Testers are helping ASD refine their Android app before it is released to the Google Play Store.

About ASD

ASD is the leader in answering services and call support for funeral professionals. Family owned and operated, ASD blends state-of-the-art technology with an experienced team of knowledgeable call specialists that possess a high level of understanding of the funeral process. The company's intensive training programs ensures that the potential value of every call is recognized and communicated to directors in the most cost efficient way. ASD's innovative technology, custom-built systems and call support expertise have made it a national leader in the death care profession. Headquartered in Media, Pennsylvania, ASD offers comprehensive answering services for funeral homes and funeral related businesses of all sizes.

For more information, visit www.myASD.com or call 1-800-868-9950.



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“Let Your Love Grow”

Bob and Annette Jenkins of Wildwood, Missouri came up with an unique idea for memorializing their first pet, Silke. Since Bob had spent over 30 years in the funeral industry he was acquainted with dealing with death, but they wanted something more and created “Let Your Love Grow” or remembrance planting.



What is a Remembrance Planting?

When we grieve, many of us yearn to have something we can see and touch to remind us of the one who is no longer here. You have cremated ashes but you want to do something more with them. While nothing could ever replace that life, choosing a planting for your home or garden is a powerful way to remember that special bond. A tree or plant is a living memorial – a way to express love that has not ended with death. When nourished by the cremated ashes, something extraordinary happens to the plant. It becomes a living symbol of a special life.

Cremated Ashes are HARMFUL to plant growth!

Let Your Love Grow is the **only** product on the market that addresses the two major issues associated with cremated ashes: high pH and high sodium (salt). These two aspects make for a harmful and most likely lethal combination to plant growth.

Cremated ashes have an extremely high pH that inhibits plant growth. This high pH makes essential nutrients unavailable for the plant to use, and, therefore, it does not get the necessary nutrition to grow. Lowering the pH to an optimum range will release beneficial nutrients making them available to the plant allowing it to thrive. **Regular soil and potting soil do not** have the buffering capacity to significantly lower the pH.

The other limiting factor with regard to cremated ashes is the inherent excessive sodium (salt) content. Plants need a very small dose of sodium. Cremated ashes have an excess of sodium causing deficiencies in essential nutrients, primarily potassium.

Let Your Love Grow is a specially formulated organic planting mixture that will lower the pH while safely diluting the harmful sodium (salt) of cremated ashes. Let Your Love Grow is the essential ingredient for healthy remembrance plantings.

Bob and Annette were interviewed by Heidi Glaus with KSDK in St. Louis. They shared some information about their company. Annette commented, “We’ve had a lot of help from some very scientific people: an environmental engineer, a plant and soil specialist, a forensic soil specialist to help us because we didn’t have the background to dig into this.” Bob added, “The looks on their faces when we started talking about what we wanted to do were a little strange, but they understood immediately.”

So returning those ashes back to mother nature is continuing

the circle of life and their pet Silke’s tree reminds them of her daily.

Let Your Love Grow order is fulfilled by WORTH Industries. WORTH is located in St. Louis, Missouri. It provides a safe, supportive and productive work environment for adults with disabilities. WORTH employs only disabled adults who have been deemed unemployable by the State of Missouri. WORTH teaches their employees work habits that allow them to reach their highest potential.

Let Your Love Grow partnered with WORTH Industries because of its commitment to the community it serves. By employing disabled adults, WORTH gives their employees and their families a sense of purpose and pride in what they do. Let Your Love Grow, and WORTH Industries, give back to the community and Mother Nature.



Product Description

Let Your Love Grow comes in four sizes (as shown above). Determine the size right for you by deciding on the amount of ashes you wish to return to the earth. Each Let Your Love Grow container comes with a biodegradable scoop in its packaging. The maximum amount of ashes used in each is:

- ◆ Extra Large Kit (12” container – 6 scoops) -This kit works well for those of you wanting to plant a tree.
- ◆ Large Kit (9” container – 3 scoops) Use this kit for outdoor plantings, such as a bush, perennial or small tree.
- ◆ Medium Kit (6” container – 2 scoops) This kit works well when you want to do a large container planting.
- ◆ Small Kit (3” container – 1 scoop) Use this kit when planting a houseplant.

Since Let Your Love Grow does not use all of the cremated ashes, you never have to worry about leaving your remembrance planting behind if you relocate. Keep your remaining ashes in an urn with the knowledge that your loved one is always near.

This is an alternative to offer your cremation customers (human and pets).

For more information check out: www.letyourlovegrow.com

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Batesville Announces Acquisition of Software Solutions Provider HMIS, Inc.

Leaders combine synergistic approach to develop a fully-integrated technology solution for the funeral and cemetery industries

BATESVILLE, Indiana, September 28, 2012 – Batesville (NYSE:HI), the leading provider of burial, cremation and technology solutions to the funeral industry, today announced the company has acquired privately-held HMIS, Inc. of Merrimack, New Hampshire. Founded in 1987, HMIS is the leading back office and operations management technology system provider to funeral homes, cemeteries and crematories in the U.S., Canada and Central America, including many longtime Batesville customers. HMIS founder, Frank Hanlon, president, Mike Hanlon, and HMIS associates will become a part of Batesville Interactive, the company's technology solutions business, providing a seamless transition for customers and business partners.

"Batesville and HMIS share a common goal of providing a fully-integrated enterprise technology solution tailored to meet the needs of today's funeral homes and cemeteries," said Frank Hanlon, founder and CEO of HMIS, Inc. Hanlon has led HMIS since its inception and will continue to lead the efforts of the HMIS organization within Batesville Interactive for the next few years.

The HMIS technology will serve as the framework for Batesville to continue developing an integrated solution – connecting back office management with website and e-commerce offerings, and seamlessly integrating arrangement planning and product selection software. Batesville will adapt the HMIS platform, streamlining key elements of the system to create a new, more flexible solution that allows funeral homes, cemeteries and crematories of all sizes to benefit from the comprehensive capabilities of the HMIS software.

The HMIS team will operate from its headquarters in Merrimack, NH, and will continue to support its current customer base with no interruptions in service, development or operations.

ABOUT BATESVILLE

Batesville (www.batesville.com), a wholly owned subsidiary of Hillenbrand, Inc. (NYSE: HI) is a leader in the North American death care industry through the sale of funeral service products, including burial caskets, cremation caskets, containers and urns, burial vaults, selection room display fixturing, technology solutions, and other personalization and memorialization products. For more than 125 years, Batesville has been dedicated to helping families honor the lives of those they love®. Our history of manufacturing excellence, product innovation, superior customer service and reliable delivery has helped us become – and remain – a market leader.

For additional information contact:

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Winter

And it's winter before we know it...

You know, time has a way of moving quickly and catching you unaware of the passing years.

It seems just yesterday that I was young, just married and embarking on my new life with my mate. And yet in a way, it seems like eons ago and I wonder where all the years went. I know that I lived them all....

And I have glimpses of how it was back then and of all my hopes and dreams... But, here it is...the winter of my life and it catches me by surprise... How did I get here so fast? Where did the years go and where did my babies go? And where did my youth go?

I remember well... seeing older people through the years and thinking that those older people were years away from me and that winter was so far off that I could not fathom it or imagine fully what it would be like.. But, here it is.. My friends are retired and really getting gray..they move slower and I see an older person now. Lots are in better shape than me...but, I see the great change... Not like the ones that I remember who were young and vibrant..but, like me, their age is beginning to show and we are now those older folks that we used to see and never thought we'd be.

Each day now, I find that just getting a shower is a real tar-

get for the day! And taking a nap is not a treat anymore..it's mandatory! Cause if I don't on my own free will...I just fall asleep where I sit!

And so, now I enter into this new season of my life unprepared for all the aches and pains and the loss of strength and ability to go and do things that I wish I had done but never did!

But, at least I know, that though the winter has come, and I'm not sure how long it will last... this I know, that when it's over..it's over.. Yes, I have regrets. There are things I wish I hadn't done... things I should have done, but indeed, there are many things I'm happy to have done. It's all in a lifetime...

So, if you're not in your winter yet...let me remind you, that it will be here faster than you think. So, whatever you would like to accomplish in your life please do it quickly! Don't put things off too long!

Life goes by quickly. So, do what you can today, as you can never be sure whether this is your winter or not!

You have no promise that you will see all the seasons of your life..so, live for good today and say all the things that you want your loved ones to remember...and hope that they appreciate and love you for all the things that you have done for them in all the years past!

"Life is a gift to you. The way you live your life is your gift to those who come after. Make it a fantastic one."

Live it well!! Enjoy today!! Do something fun!! Be happy!! Be thankful!!

Living History (Cont)

(Continued from page 17)

was bent on finding his own opportunities.

He got involved as a tour guide with the USO, which was in its infancy in Worms, located in south-central Germany.

"I've been teaching all my life, and stage fright's never been a problem," Gabelmann said. "If you look at a battlefield, it doesn't take a genius to figure out how to do it."

Likening the preparation to drafting lesson plans, Gabelmann gave one free orientation tour a week to American military units from 1989 to the middle of 1992.

"That fall, a friend of mine called and asked if I'd ever been on a tour to Normandy. I went on that one, and when we got back, he handed me a check," Gabelmann said. The check was from the Russian East European Partnership.

"That was the end of free USO trips," he said.

Gabelmann was later hired as a historian by the partnership, now called LINC Government Services. He was hooked on teaching military history in Europe, providing tactics, techniques and historical perspectives while standing on the battlefields.

Gabelmann and Goss returned to the states in October 1999, but he continued working for LINC.

"This really lights my fire," he said. "We go to Normandy half a dozen times a year. I know that place better than I do Lincoln County."

He's no tour guide

Just don't call him a tour guide, said Peter Herrly, director of European historical programs for LINC. Gabelmann is an instructor who provides an "educational experience" for U.S. officers and soldiers, Herrly said, adding that "it's hard work" for class members.

"The major message is, what lessons have we learned from the experience of past battles, to help us learn how to better serve our nation in the future?" Herrly said. A retired Army colonel, Herrly is a professor of political studies at the Institute of Paris.

As an articulate, informed and confident historian, Gabelmann is "perfect" for the job, Herrly said.

Not changed that much

While technology has changed, forcing you farther from the front, strategy hasn't.

"When I go out there and teach the battle, they look at the objectives and write a plan," Gabelmann said.

Strategies vary based on the audience, and lessons are tailored to each group, such as medical, ordnance and infantry.

"The infantry wants to take a hill and the artillery wants to blow things up," Gabelmann said. "Some units want to make it a tourist trip, take a quick peak at Omaha Beach and then shove off to the Moulin Rouge (a famous cabaret in Paris). It's their money. I don't care."

Most tours have a serious side, he said, and students find that war has many parallels, no matter the era.

A man with a bayonet

High ground is still key real estate, along with bridges, airports, refineries and railroads.

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"When it comes down to taking a piece of terrain, you've still gotta have a man standing on a hill with a bayonet saying, 'This is mine.'" Gabelmann said.

Objectives are the same whether you're reviewing a recent battle in Afghanistan or the Roman Siege of Syracuse in 212 BC.

After countless visits, Gabelmann still finds new facts and stories to share.

Also adept at shmoozing, he maintains connections to witnesses and descendants of folks who lived through the battles.

Long kiss -- both cheeks

Some tours show military units where heroic deeds by American soldiers -- among them Audie Murphy and Jimmy Monteith -- won them the Medal of Honor.

Other stops are to check in on old friends, such as Madame DeLoop, a French lady who lives near Utah Beach.

"I always get a long kiss on both cheeks and 19 miles of French that I don't understand," Gabelmann said. "The troops think I'm a genius."

Can't help but cry

Not all is about strategy or fun. Gabelmann never forgets the tremendous loss of life and the gruesome elements of war.

"When I stand in the American cemetery in Normandy and look at the 9,387 gravestones, and they raise the flag and play taps. I can't do it without crying," he said. "Nobody can."



-- Reporter Tim Unruh can be reached at 822-1419 or by email at tunruh@salina.com.

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The Dead Beat -The Caregivers Soapbox

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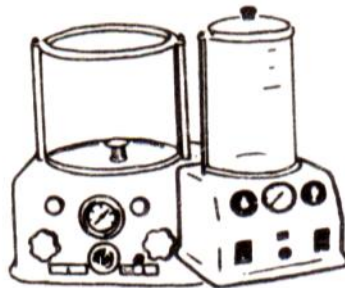
Interesting Food Tips

Here's a few handy bits of helpful hints.

- ♦ Take an old CD spindle and turn it into a bagel tote.
- ♦ Freeze grapes to chill white wine without watering it down.
- ♦ Put a wooden spoon across a boiling pot of water to let you know it is boiling over.
- ♦ Turn on your seat warmer to keep pizza hot while driving home.
- ♦ Need an inexpensive cookbook holder? Try a pants hanger.
- ♦ Use a muffin tin to serve condiments at a BBQ. (It will also help cut down on dish washing)
- ♦ Put pancake mix in a ketchup bottle for a no-mess experience.
- ♦ Doritos are great for kindling if you can't find any.
- ♦ Use unscented dental floss to cut cakes, cheeses, and other soft solids perfectly.
- ♦ Turn homemade bread upside down and cut it on the soft side. This saves the bread from being squished and is easier to cut.
- ♦ For crunchy taco shells, turn your muffin pans upside down, spray with cooking oil, place tortillas between inverted muffin wells and bake tortillas for approximately 10 minutes at 375 degrees.
- ♦ Put your straw through the tab to keep it from rising out of your drink.
- ♦ If you're prepping a lot of corn, use an electric knife to remove the kernels. You can also use a bundt cake pan to collect the corn and help hold the cob as you cut.



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Funeral Service Suppliers Win NFDA Convention Booth Contest

Brookfield, Wis. – The National Funeral Directors Association (NFDA) recognized three funeral service suppliers for having the best booths in the Expo Hall during the 2012 NFDA International Convention & Expo, which took place October 7-10 in Charlotte, N.C.

Convention attendees voted for their favorite booth in the Expo Hall in three categories: booths 400 square feet or larger, booths 300 square feet or smaller and new exhibitors (any size booth). Attendees were asked to judge booths based on five criteria: creativity, imagination and originality; use of product, images and visuals in booth design; booth staff's enthusiasm, friendliness and interaction with attendees; promotional giveaways; and overall appearance and experience.

The 2012 NFDA Booth Contest winners are:

- Category 1 – Booths 400 square feet or larger: Messenger
- Category 2 – Booths 300 square feet or smaller: Nomis Publications Inc.
- Category 3 – New NFDA Exhibitors: EterniTrees



Nomis Booth

NFDA is the world's leading and largest funeral service association, serving 19,700 individual members who represent more than 10,000 funeral homes in the United States and 39 countries around the world. NFDA is the trusted leader, beacon for ethics and the strongest advocate for the profession. NFDA is the association of choice because it offers funeral professionals comprehensive educational resources, tools to manage successful businesses, guidance to become pillars in their communities and the expertise to foster future generations of funeral professionals. NFDA is headquartered in Brookfield, Wis., and has an office in Washington, D.C. For more information, visit www.nfda.org.



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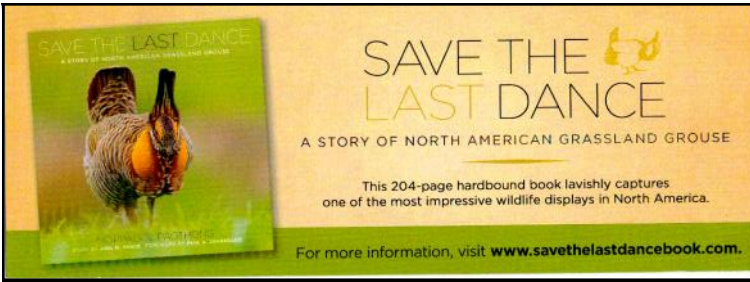
Helpful Tips for Apples

- ◆ When handling apples that will be served raw, toss the apples with an acidic ingredient such as lemon juice, orange juice, lemon-lime soda or salt.
- ◆ Apples give off acid that ripens other fruit, so store apples in the refrigerator away from other fruit.
- ◆ If you keep apples with potatoes the apples will prevent the potatoes from growing eyes!
- ◆ Apples with smooth bottoms are cooking apples; Apples with bumps on the bottom are better raw.
- ◆ Sprinkle jello over an "Apple Corer / Peeler / Slicer" strips of apple skins and bake at 200 degrees for 1 hour. Result: GUMMI WORMS!
- ◆ Look at the bottom of an apple. If the blossom is "tight" it is a fresh apple. If blossom is open it is too old; don't buy it!
- ◆ Slice apples thinly for apple pie. Thick slices promote air space and create a gap between the fruit and crust.





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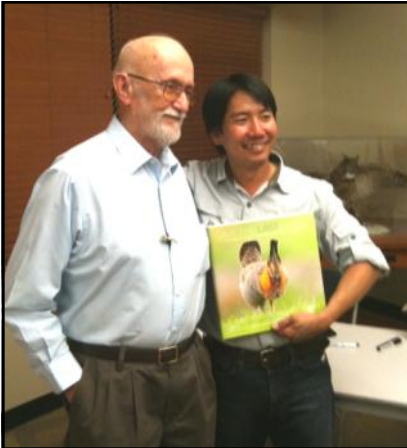


Save The Last Dance

A Story of North American Grassland Grouse

by Noppadol Paothong, photographer with written assistance by Joel M. Vance

This book was influenced by The Dead Beat's publisher Lowell Pugh as mentioned in the book's preface. Noppadol "Nop" Paot-hong acknowledges Lowell's influence:



Lowell Pugh (The Dead Beat Publisher) & Noppadol Paothong

"During my second year of photographing prairie-chickens, Lowell Pugh, who first introduced me to them, asked if I'd be interested in publishing a book. His suggestion led to this book. By then, I was hooked on these colorful, endangered birds.

Every spring I had to see their dance and hear their booming calls. Every spring I had a ritual of getting up at three in the morning and walking in the prairie darkness. Away from the city

lights, I was greeted by complete silence and constellations of

stars. I felt completely alone but also overwhelmed with a feeling that somehow I was connected to everything around me—I was part of this. It may be an experience that only those who have observed these birds—people like Lowell Pugh—can fully appreciate.

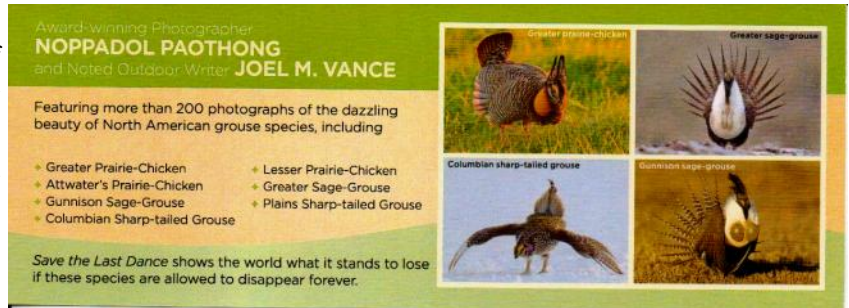
Lowell Pugh, a native of Golden City, Missouri, has observed prairie-chickens for more than 50 years. He said that he often crawled on wet, muddy grass to get a close look at his beloved grouse. But Pugh is deeply concerned about the rapid decline of these birds. At Golden Prairie, the land his family owned before it was purchased by the Missouri Prairie Foundation, there was once a healthy population of prairie-

chickens. Sadly, there were only three males and one female left by 2001. Today they are all gone. Now Golden Prairie has fallen silent. Not a single prairie-chicken makes its deep, mournful, booming call."

Nop has been doing presentations about his book and the situations that happened while he accumulated his wonderful collection of photographs. Lowell attended one of these at the Wildcat Glades Conservation & Audubon Center in Joplin, Missouri and Nop was glad to see him.

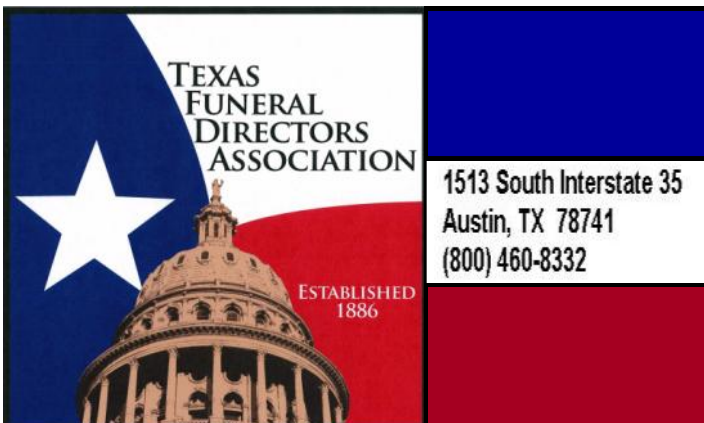


Nop's Presentation at Wildcat Glades Conservation & Audubon Center



If you are interested in this book or would like to contact Nop check out the website: www.savethelastdancebook.com. It is a beautiful book and Nop is a fantastic and award-winning nature photographer.

The publisher and editor of The Dead Beat highly recommend this book!!!!





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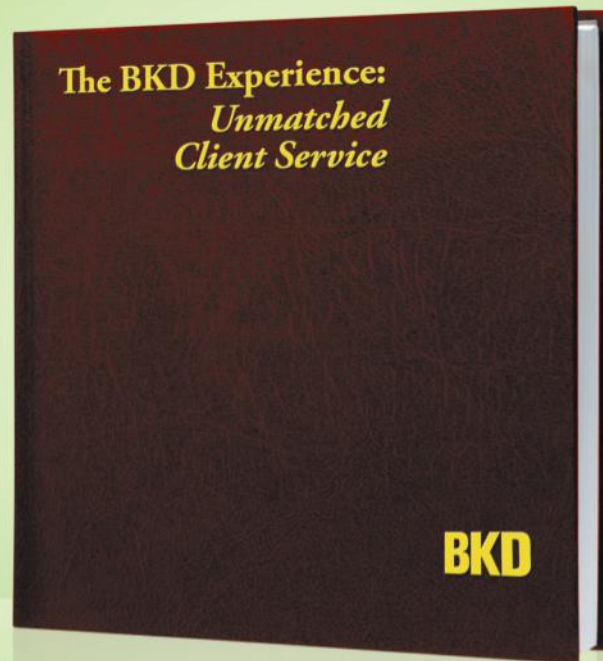
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