

THE
TENNESSEE FUNERAL DIRECTORS
ASSOCIATION

&
THE
TENNESSEE FUNERAL SUPPLY
SALES CLUB


WELCOME YOU TO THE
2009 106TH ANNUAL CONVENTION

*"Changes in Latitudes,
Changes in Attitudes"*



JUNE 7-9, 2009 FRANKLIN MARRIOTT COOL SPRINGS CONVENTION CENTER FRANKLIN, TENNESSEE

Schedule of Events



SUNDAY, JUNE 7, 2009

12:00 Noon – Silent Auction

12:00 Noon – 7:30 PM Registration Desk Open

1:30 PM – 4:30 PM Seminar - Caskets & Vaults: Industry Leader Discussion
(State Approved for 3 CEU's)
Room: Mustang/Quarterhorse/Palomino
○ Jerry Reichert, Chief Operating Officer, Aurora Casket Co, Inc.
○ Steve Duffy, Vice President and General Manager of Sales and Distribution, Matthews Casket Division
○ Joe A. Raver, Batesville Casket Co., President and Chief Operating Officer
○ William Anthony "Tony" Colson, President and CEO, Wilbert Funeral Services, Inc.

4:30 PM – 5:30 PM TFDA/TFSSC Memorial Service - Sponsored by SOUTHLAND NATIONAL INSURANCE CORPORATION
Room: Saddle/Highland/Morgan

6:00 PM – 7:30 PM Exhibit Grand Opening Reception
(State Approved for 1 CEU)
Room: Champion Ballroom

MONDAY, JUNE 8, 2009

7:00 AM – 8:30 AM TFDA/TFSSC Sponsored Breakfast – Free with Registration
Room: Mustang/Quarterhorse/Palomino

8:30 AM – 2:30 PM Registration Desk Open

9:00 AM – 10:00 AM TFSSC Business Meeting
Room: Franklin

9:00 AM – 10:20 AM TFDA Business Meeting - Plaques Sponsored by GET-ETCHED
(State Approved for 2 CEU's)
Room: Saddle/Highland/Morgan

10:30 AM – 11:00 AM TFDA/TFSSC Legends Presentations
Room: Saddle/Highland/Morgan

11:00 AM – 2:00 PM Lunch with the Exhibitors - Sponsored by SOUTHLAND

NATIONAL INSURANCE CORPORATION
(State Approved for 1 CEU)
Room: Champion Ballroom

2:00 PM – 4:00 PM Seminar -PRENEED: Industry Leader Discussion
(State Approved for 2 CEU's)

Room: Saddle/Highland/Morgan
○ Ginger Hardy, Vice President of Client Relations, Southland National Insurance Corporation
○ Graham Cook, Chairman and President of Homesteaders Life Company
○ Jim Heitker, Executive Director, Agency Sales, Forethought Life Insurance Companies

5:00 PM – 6:00 PM TFDA/TFSSC Past Presidents Tribute Reception
All are invited to honor and salute our Past Presidents.

Room: Outside Terrace

6:00 PM – 9:00 PM Monday Night Patio Party Dinner & Dance
Co-Sponsored by BATESVILLE CASKET COMPANY, Dress Casual, CASH GIVE-AWAY - must be present to win.
Room: Outside Terrace

TUESDAY, JUNE 9, 2009

106th Annual TFDA & TFSSC Convention Golf Outing - Kings Creek Golf Course, 9:00 AM Shotgun Tournament

EXHIBITOR CONTEST - This year the theme of the convention is "Changes in Latitudes, Changes in Attitudes", Key West. There will be a contest for the best decorated booth space! The attendees will be voting! The winning booth space will be announced at the Monday Night Event, you must be present to win a free booth space for the 107th 2010 TFDA/TFSSC Convention.

PLEASE BRING YOUR VOTE TO THE REGISTRATION DESK!

TFDA members appreciate our exhibitors. Please remember to show the exhibitors support while at the convention. We want them to come back!



Detailed Schedule

SUNDAY, JUNE 7, 2009

12:00 Noon – Silent Auction

Be sure to visit the TFDA PAC Silent Auction in the conference center lobby. Donations will need to be made personally. Receipts will be available for personal reimbursements.

12:00 Noon – 7:30 PM Registration Desk Open

If you need information, a ticket for the Monday Patio Party or an additional name tag, we can help you at the registration desk.

1:30 PM – 4:30 PM Seminar – Caskets & Vaults: Industry Leader Discussion

(State Approved for 3 CEU's)

Room: Mustang/Quarterhorse/Palomino

This will be a three hour panel discussion with selected leaders in the casket and vault industry as panel members. The first part of the discussion will have participants giving their opinions regarding a number of questions given to each prior to the session. The next part of the discussion will entertain questions from the audience and each panel member will be given an equal chance to comment. John Yopp, Publisher/Editor of The Southern Funeral Director Magazine will be the moderator of this panel discussion.



**John Yopp, Publisher/Editor of
The Southern Funeral Director Magazine**

The Southern Funeral Director Magazine is a third generation family-owned publication with editorial that appeals to the funeral, cemetery and cremation industries. The publication was launched by John W. Yopp, Sr. in 1919 and continued with his son, John Yopp, Jr., from 1955-1991. Mary Cronley, John Jr's. daughter, purchased and ran the business from 1991 to 2006, and today, John Yopp III is the current Publisher/Editor.

Although the Southern Funeral Director magazine's circulation is distributed in all 50 states, the publication is most known for its extensive coverage to the 16 states in the southern region. The southern region continues to be the highest market for traditional burials in the country, and enhances a vast number of products and services used by funeral, cemetery and cremation facility owners.

John was a journalism major at the University of Georgia, and began his career in the late 1970's with the Southern Funeral Director and Southern Cemetery Magazine. In the 1990's, John was involved in the corporate development department of several funeral home holding companies, and later had his own consulting business, assisting owners in the evaluation of their businesses, representing a number of buyers and sellers in the transfer of ownership.

In addition to being Publisher/Editor of SFD Magazine, John is also owner and president of Extreme Designs, LLC., which is a capital procurement and marketing company which assists small businesses in obtaining the financial growth needed in today's difficult economic times.

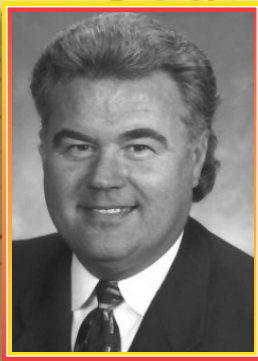


**Jerry Reichert, Chief Operating Officer,
Aurora Casket Company Inc.**

In July, 2004, Jerry became the Chief Operating Officer of Aurora Casket Company, Inc. (Aurora) following 27 years working with the Aurora leadership team in a business advisory capacity. Aurora is a 118 year old family-owned business which manufactures and distributes caskets throughout the United States and Canada.

Prior to joining Aurora, Jerry was a partner in the public accounting firm of Deloitte and Touche (2002 - 2004) and Arthur Andersen & Company (1977 - 2002). Jerry's public accounting career focused on providing business advisory services to family-owned businesses. Areas of expertise included strategic planning, mergers and acquisitions, financing, profit improvement and family wealth planning.

Jerry is a 1977 accounting and finance graduate of Baldwin-Wallace College.



**Steve Duffy, Vice President and General Manager of Sales
and Distribution, Matthews Casket Division**

Steve Duffy has enjoyed more than 40 years in the casket industry. His career began in 1966 with National Casket Company in Boston, Massachusetts, where he held several positions in Sales and Marketing and was Vice President of Sales at the time National was acquired by Gulf & Western Industries.

Steve's career continued with York/Elgin's Division of Gulf & Western until he purchased his own company, United Casket Company, in 1982. United was acquired by The York Group in 1996, and Steve was named as York's Vice President of Sales and Marketing.

In 1999, Steve joined Brooklyn, New York based Milso Industries as Vice President of Sales. In 2005, Milso was acquired by Matthews International and became part of its Casket Division. Steve's position with Milso expanded into his present-day role as Vice President and General Manager for Matthews Casket Division.



**Joe. A. Raver, President and Chief Operating Officer,
Batesville Casket Co.**

Joe is president and chief operating office (COO) of Batesville Casket Company, where he is responsible for leading all aspects of the company's day-to-day business.

Prior to taking on this role, Joe spent 14 years in various key positions with Batesville and Hillenbrand Industries. Most recently, Joe served as vice president and general manager of the respiratory care division at Hill-Rom, a leading global provider of medical technologies. From 1994 until 2004, Joe held leadership roles with Batesville in the areas of merchandising, strategy and logistics.

Joe holds a Master of Business Administration degree in Marketing and Strategy from the Kellogg School of Management at Northwestern University, as well as a Bachelor of Arts degree in Economics from Dartmouth.



**William Anthony "Tony" Colson, President and CEO,
Wilbert Funeral Services, Inc.**

Tony Colson is currently President and CEO of Wilbert Funeral Services Inc. in Broadview, IL and serves as a member of the board of directors as well. Wilbert is the leading manufacturer and distributor of burial vaults and cremation products in the funeral service industry. His career experience also includes assignments with Pella Window and Door Corporation, Batesville Casket Company, Golden Rule Insurance and Eli Lilly and Company.

He has consulted with many funeral firms to help them create an effective strategic and operating plan and determine practical solutions to complex problems. His background includes: Profit and Loss responsibility, General Management, Sales and Marketing experience in both Business to Business and Business to Consumer sales, national accounts sales and training and development.

Tony has presented on a variety of topics to many funeral industry groups and professional associations at the local, state and national level.

He has presented at the National Funeral Directors Association (NFDA), International Cemetery & Funeral Association (ICFA) and ICFA University.

He has an undergraduate degree from Indiana University in Communication and Organizational Development. He is a member of the American Society of Training and Development, American Management Association and the National Association of Corporate Directors.

He is a certified trainer by Blanchard Training and Development, Learning International, Development Dimensions International (DDI), The Covey Institute and Carew International. His experience as a trainer and consultant include programs on Leadership, Selling Skills, Behavioral Interviewing, Negotiation and Strategic Selling. Tony's experience also includes training development for the Department of Homeland Security in conjunction with Florida State University.

He is married to Margie and has three grown daughters, Lora, Sarah and Erin. Tony and Margie currently live in Oak Brook, IL. They enjoy travel, being outdoors, good food and friends, spending time with their grandchildren and indulging a lifelong love affair Tony has with cars.

**4:30 PM – 5:30 PM TFDA/TFSSC Memorial Service
– Sponsored by SOUTHLAND NATIONAL
INSURANCE CORPORATION
Room: Saddle/Highland/Morgan**

The Memorial Service is the most important function at the convention. What a great honor for our association to participate in celebrating the lives of our deceased members who have left us this past year.

**6:00 PM – 7:30 PM Exhibit Grand Opening Reception
(State Approved for 1 CEU)
Room: Champion Ballroom**





MONDAY, JUNE 8, 2009

7:00 AM – 8:30 AM TFDA/TFSSC Sponsored Breakfast – Free with Registration
Room: Mustang/Quarterhorse/Palomino

8:30 AM – 2:30 PM Registration Desk Open

9:00 AM – 10:00 AM TFSSC Business Meeting
Room: Franklin

9:00 AM – 10:20 AM TFDA Business Meeting - Plaques sponsored by:
GET ETCHED, Murfreesboro, TN

(State Approved for 2 CEU's)

Room: Saddle/Highland/Morgan

TFDA ANNUAL CONVENTION BUSINESS MEETING AGENDA

Pledge of AllegianceSergeant-At-Arms
InvocationJim Taylor, Convention Chaplain
Welcome to FranklinPam Stephens, TFDA Convention Chairperson
Roll Call.....Reminder to sign in
Call to OrderBob Arrington, TFDA President
Address.....Patrick E. Lynch, NFDA 2008-2009 Treasurer
Reading and Approval of Minutes, Reports of Officers, Directors and Committees
TFDA President.....Bob Arrington
Vice President.....Daniel Ownby
Secretary/Treasurer.....Garry Hood
Mass Fatalities ResponseBob Batson, TFDA Executive Director
New Business
Election & Report of Nominating Committees, Officers and Directors
Installation of Officers and Directors .Patrick E. Lynch, NFDA 2008-2009 Treasurer
Presentation of Service Awards.....Ed Larson, Immediate Past President
Additional Business
Adjournment

10:30 AM – 11:00 AM TFDA/TFSSC Legends Presentations

(State Approved for 2 CEU's)

Room: Saddle/Highland/Morgan

This will be the time of Presentations to our legends. Past Presidents of TFDA and TFSSC will be recognized and honored.

11:00 AM – 2:00 PM Lunch with the Exhibitors

Sponsored by: SOUTHLAND NATIONAL INSURANCE CORPORATION

(State Approved for 1 CEU)

Room: Champion Ballroom

This is a first for us. You will be able to have lunch and spend time with the exhibitors! We value our exhibitors and want you spending as much time as possible with them.

2:00 PM – 4:00 PM Seminar – PRENEED: Industry Leader Discussion

(State Approved for 2 CEU's)

Room: Saddle/Highland/Morgan



This will be a two hour panel discussion with selected leaders in the preneed industry as panel members. The first part of the discussion will have participants giving their opinions regarding a number of questions given to each prior to the session. The next part of the discussion will entertain questions from the audience and each panel member will be given a chance to comment.

John Yopp, Publisher/Editor of The Southern Funeral Director Magazine will be the moderator of this panel discussion.



Ginger Hardy, Vice President of Client Relations, Southland National Insurance Corporation

Ginger H. Hardy serves as Vice President of Client Relations, as well as oversees the Licensing and Commission division of Southland National Insurance Corporation.

Ginger began working with Southland National 22 years ago and has worked in and with various facets of the business ranging from licensing, appointing and contracting insurance producers, processing commissions, customer service, public relations, creating effective marketing strategies for funeral homes, product development and implementation, and liaisons between funeral home clients and the home office of Southland National. In addition to her home office responsibilities, she frequently travels and visits new and current clients to keep Southland National's ears open to their needs and wants and to support the superior level of customer service that Southland National has always offered.

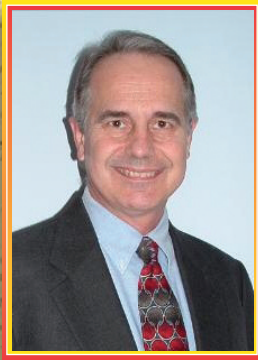


Graham Cook, Chairman and President, Homesteaders Life Company

Graham Cook is the Chairman and President of Homesteaders Life Company. He joined Homesteaders in 1966 working part-time while attending Drake University. After graduation, he became a full-time employee in the Marketing Department. During his 42 years with Homesteaders, he has held a variety of positions in Marketing, Sales and Administration. He was elected President in 1995 and Chairman of the Board in 1999.

Graham is a fellow (FLMI) in the Life Management Institute and has served as President of the National Alliance of Life Companies (NALC) and Chairman of the Funeral Service Foundation. Currently, he is President of the Federation of Iowa Insurers and serves on the Board of Directors for the ACLI Forum 500 and Hospice of Central Iowa Foundation.

Homesteaders is a mutual company headquartered in Des Moines, Iowa with assets of nearly \$1.6 billion. The company specializes in funding pre-arranged funerals nationwide.



Jim Heitker, Executive Director, Agency Sales, Forethought Life Insurance Companies

Jim has held positions in sales at Forethought Life Insurance and Liberty Insurance working with individual funeral homes, national account chains, and outside marketing organizations since 1987. Jim obtained an MBA in Marketing, an Associate in Customer Service, and an insurance license from the state of Ohio. Currently, as the Executive Director of Agency Sales for Forethought, Jim manages the relationships and services between Forethought and numerous agencies across the United States.

5:00 PM – 6:00 PM TFDA/TFSSC Past Presidents Tribute Reception

All are invited to honor and salute our Past Presidents. **Room: Outside Terrace**

6:00 PM – 9:00 PM Monday Night Patio Party Dinner & Dance

- Co-Sponsored by BATESVILLE CASKET COMPANY

CASH GIVE-AWAY - must be present to win.

The best decorated exhibit space will be announced. The exhibitor with the most number of votes by the attendees will win a free booth space for the 2010 TFDA/TFSSC 107th Annual Convention! You must be present to win! Dress Casual.

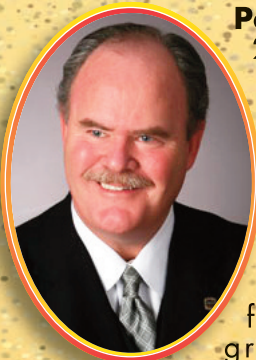
Room: Outside Terrace

TUESDAY, JUNE 9, 2009

106th Annual TFDA & TFSSC Convention Golf Outing Kings Creek Golf Course, 9:00 AM Shotgun Tournament

SPECIAL GUESTS

Patrick E. Lynch, 2008-2009 NFDA Treasurer



Patrick E. Lynch owns and operates Lynch & Sons Funeral Directors in Clawson, Michigan, one of six Lynch family owned firms in the suburban Detroit area. He is a second generation funeral director and a 1972 graduate of Wayne State University Department of Mortuary Science where he served as class president.

An active member of his state and national associations, his presidency of the Michigan Funeral Directors Association was marked by the passage of landmark consumer protection legislation and a series of regional interdisciplinary conferences called "The Good Death, Good Grief and Good Funerals." These day-long symposia brought more than 1,600 clergy, hospice workers, funeral directors together in meetings around the state to discuss the continuum of care to the dying, the dead and the bereaved. Media interest in both the legislative and educational initiatives of MFDA cast a positive light on funerals and funeral directors in media markets around the state.

Before his election to the NFDA Executive Board, Pat has served on the Pursuit of Excellence Committee, the Communications Committee, the

Public Relations Committee, the Continuing Education Committee, the Young Funeral Directors Committee, and the *For A Life Worth Celebrating* work group.

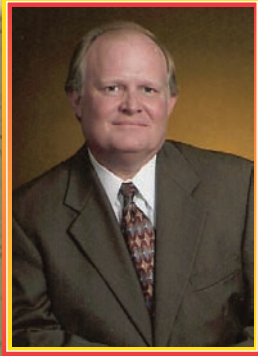
Jim Taylor, Convention Chaplain, Funeral Director and Pre-Planning Counselor



Williamson Memorial Funeral Home & Gardens Franklin, TN

Jim is a native of middle Tennessee and was raised in Franklin, TN. After graduating from Franklin High School he attended David Lipscomb University in Nashville, receiving a BA degree in 1976 majoring in Bible and Speech. Jim worked full time in the ministry from 1976 – 1990 serving church in Gordonsville, Nashville and Franklin, TN. In April of 1990, Jim began working full time with Clyde Stephens at Williamson Memorial Funeral Home where he serves as staff chaplain, funeral director licensed in June of 1994. During his many years at Williamson Memorial, Jim has preached several hundreds of funerals and participated in a small amount of grief counseling. In 2003, he sold a million dollars in preneed funerals. In 1975, Jim married Dawn Davis from Smyrna, TN.

Tennessee Funeral Directors Association Board of Directors



**Bob Arrington, TFDA President,
Arrington Funeral Directors, Jackson, TN**

Bob began his funeral service career at the age of 7 years old at Bodkin Funeral Home in Milan, TN. He became intrigued and interested in funeral service when his grandfather died in 1963.

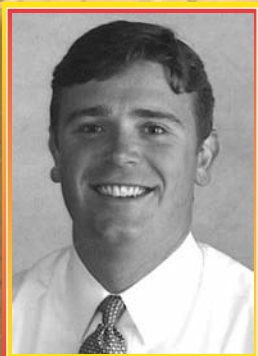
Bob's family moved to Jackson, TN in 1970. He immediately went to work for George A. Smith & Sons Funeral Home in Jackson. He graduated from Jackson Central Merry High School in Jackson and then went on to attend John A. Gupton Mortuary School finishing in 1979.

He founded Arrington Funeral Directors in 1995 in Jackson. A crematory was added in 1997 and two cemeteries were purchased in 2003. Covington Funeral Home and Magnolia Gardens Cemetery were added in May of 2006.

He was elected to the Board of Directors of TFDA in 2000; he was appointed to the State Board of Funeral Directors and Embalmers in 2002 and served as President in 2005. He was elected Vice President of TFDA in June 2007. He is currently serving as the Tennessee State Honor Fund Leader for the Funeral Service Foundation. He is currently a member of the NFDA Operations Committee Governance Work Group and Tennessee's representative to the NFDA Policy Board.

He is a past member of the Board of Directors of the Jackson Area Chamber of Commerce. He has served on the Board of Directors of the Jackson Country Club for 15 years, he served as President and he is currently in his 12th year as Secretary.

Bob is married to Judy Leathers of Jackson. Judy is a Registered Nurse and is a Community Educator with the Women and Children's Center of West Tennessee Healthcare. They attend Englewood Baptist Church in Jackson, TN.



**Daniel Ownby, TFDA Vice President,
Weaver Funeral Home, Bristol, TN**

Daniel W. Ownby has been an employee of Weaver Funeral Home for almost twelve years. He is a native of Sevierville, TN, a son of Harold and Sue Ownby. Daniel graduated from Sevier County High School and later from King College where he played basketball. While at King he met his future wife, Pam Bowers Ownby, the oldest daughter of Randy and Brenda Bowers. Daniel and Pam now have three children - Cade (9 years old), Carson (8 years old), and Camden (3 years old). Along with serving on the TFDA Board, Daniel also currently serves on the TFSI Board.



**Garry W. Hood, TFDA Secretary/Treasurer,
Hood Funeral Home, Crossville, TN**

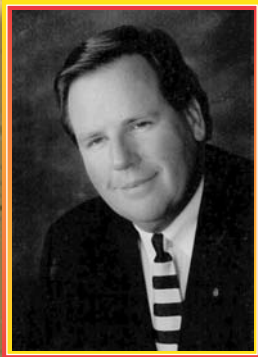
Garry W. Hood was born April 15, 1955 in Putnam County, TN. He is the son of Robert and Marie Hood. He graduated from Cumberland County High School in 1973, starting his first job in funeral service that same year at Bilbrey Funeral Home in Crossville. From 1974 until 1975 he continued his education at Tomlinson College in Cleveland, TN, until he was old enough to begin his studies at Kentucky School of Mortuary Science in 1975.

Garry married Deborah Taylor in May of 1976 after graduating from mortuary school. Upon completion of his education, he began his career at Pikeville Funeral Home in Pikeville, TN as manager. In 1978 he returned to Bilbrey Funeral Home, where he worked until 2001, when he purchased the former Burriss Funeral Home in Crossville, TN.

Garry is presently owner/manager of Hood Funeral Home and Crematory. He has been very active throughout his career in the community. After 25 years, he is still serving on the Cumberland County Fair Board, where he spent 5 years as president. In 1998, he was president of Tennessee Association of Fairs and managed to visit all 55 county and regional fairs. He has also served as president of the PTO at North Cumberland School, board of directors with Cumberland County Farmers Co-op and has organized several community events in the county. He has been a huge supporter of Hospice, Uplands Retirement and the Senior Citizens of the area.

Garry and his wife have one daughter, Samantha, who is married to Michael Williams. They have blessed Garry and Deborah with two precious grandchildren, Madison and Jackson.

When time allows, Garry enjoys fishing and camping. He also likes to find time for a good game of golf.



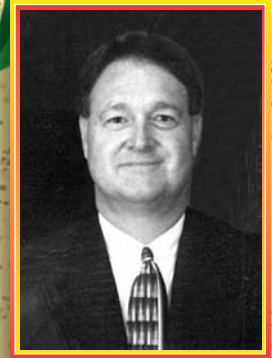
**Ed Larson, TFDA Immediate Past President,
McReynolds-Nave & Larson Funeral Home, Clarksville, TN**

Ed Larson is a licensed funeral director and embalmer with 30 years at McReynolds-Nave & Larson Funeral Home in Clarksville, TN and Nave Funeral Home in Erin, TN. He has a Bachelor of Business Administration degree from Belmont University and is a graduate of John A. Gupton College.

Mr. Larson's experience at the state level includes being past president of the State Board of Funeral Directors and Embalmers. He has held the positions of Middle Tennessee Director for TFDA, TFDA Secretary/Treasurer 2005 - 2006, TFDA Vice President and TFDA President 2007 - 2008. Other experience includes being past president of Clarksville Rotary Club, past president of Clarksville Shrine Club, past Chairman of the Board of Clarksville Academy. Ed is a member and deacon at First Baptist Church. He is married to Rissa Nave Larson and they have 3 children, Chase, Clay and Carrie.



**Chris Christian,
TFDA Director East,
Christian-Sells Funeral Home,
Rogersville, TN**



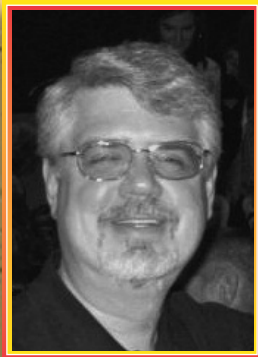
**Harold Limburg,
TFDA Director East,
Rose Hill Funeral Home,
Greeneville, TN**



**Pam Stephens,
TFDA Director Middle,
Williamson Memorial
Funeral Home,
Franklin, TN**



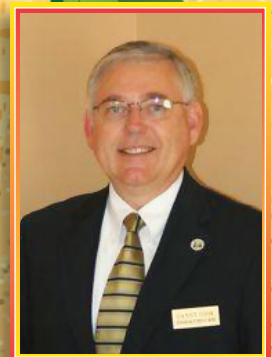
**William W. Gregory,
TFDA Director Middle,
Harpeth Family Funeral Services,
Nashville, TN**



**Jeffrey H. Shackelford,
TFDA Director West,
Shackelford Funeral Directors,
Bolivar, TN**



**Danny Cook,
TFDA Director West,
Dyersburg Funeral Home,
Dyersburg, TN**



Tennessee Funeral Directors Association Past Presidents

1885 - 86 *M.S. Combs, Sr. Nashville, TN
 1886 - 87 *A. Barr Columbia, TN
 1887 - 88 *E.B. Mann Knoxville, TN
 1904 - 05 *T.E. McReynolds Clarksville, TN
 1905 - 06 *J.W. Norris. Memphis, TN
 1906 - 07 *J.R. Spicer Paris, TN
 1907 - 08 *Arthur G. Mann Knoxville, TN
 1908 - 09 *A.B. Rollow Clarksville, TN
 1909 - 10 *William M. Martin Nashville, TN
 1910 - 11 *E.C. Nowell Tracy City, TN
 1911 - 12 *J.W. Doyle. Bolivar, TN
 1912 - 13 *J.W. Carroll Chattanooga, TN
 1913 - 14 *B.F. Cornelius Nashville, TN
 1914 - 15 *Frank Thompson Memphis, TN
 1915 - 16 *J.C. D'Armond Harriman, TN
 1916 - 17 *Finley M. Dorris Nashville, TN
 1917 - 18 *J.T. Woodfin Murfreesboro, TN
 1918 - 19 *W.G. Jones Nashville, TN
 1919 - 20 *J.O. Alexander Martin, TN
 1920 - 21 *R.D. Martin Brownsville, TN
 1921 - 22 *G.C. Collins Dickson, TN
 1922 - 23 *L.H. Bodkin. Humboldt, TN
 1923 - 24 *R.J. Coulter, Sr. Chattanooga, TN
 1924 - 25 *Joe Curry, Sr. Dyersburg, TN
 1925 - 26 *C.L. Moffatt Tullahoma, TN
 1926 - 27 *O.L. McLain. Cleveland, TN
 1927 - 29 *Caleb M. Thompson. Shelbyville, TN
 1929 - 30 *W.A. McDowell Memphis, TN
 1930 - 31 *H.C. Moore Murfreesboro, TN
 1931 - 32 *J.B. Rogers South Pittsburg, TN
 1932 - 33 *Frank Sturla Memphis, TN
 1933 - 34 *M.R. Bracey, Sr. Nashville, TN
 1934 - 35 *Bryan Wilson Memphis, TN
 1935 - 36 *Harem Higgins Fayetteville, TN
 1936 - 37 *J.L. Thomas Lenior City, TN
 1937 - 38 *Vernon Peters Ripley, TN
 1938 - 39 *John W. High McMinnville, TN
 1939 - 40 *Joe Curry, Jr. Dyersburg, TN
 1940 - 41 *Gilbert Marshall Nashville, TN
 1941 - 42 *J. Avery Bryan Chattanooga, TN
 1942 - 43 *Gus White, Jr. Union City, TN
 1943 - 44 *J.S. Bowen Waverly, TN
 1944 - 45 *A.X. Hunt. Humboldt, TN
 1946 - 47 *Frank Rose Knoxville, TN
 1947 - 48 *W.H. Wiseman Erin, TN
 1948 - 49 *Douglas Murphy Martin, TN
 1949 - 50 *Paul Cook Bristol, TN
 1950 - 51 *Elmer Buckner Dickson, TN
 1951 - 52 *William J. Lanier Jackson, TN
 1952 - 53 *Fred O. Berry Knoxville, TN
 1953 - 54 *Tom E. Austin Springfield, TN
 1954 - 55 *Edward Johnson Newbern, TN
 1955 - 56 *William Miller Maryville, TN

1956 - 57 M.R. Bracey, Jr. Nashville, TN
 1957 - 58 *Robert Dilday. Huntingdon, TN
 1958 - 59 *Ray P. Weaver. Knoxville, TN
 1959 - 60 *Charles Gallant Fayetteville, TN
 1960 - 61 *Tom Curry Dyersburg, TN
 1961 - 62 Harold Atchley Sevierville, TN
 1962 - 63 *Johnny Garrett Goodlettsville, TN
 1963 - 64 Charles King Obion, TN
 1964 - 65 Frank Weaver. Knoxville, TN
 1965 - 66 *Gene Rogers Cookeville, TN
 1966 - 67 *Barry White Union City, TN
 1967 - 68 *Edward G. Mann Knoxville, TN
 1968 - 69 *Frank Sowell Columbia, TN
 1969 - 70 *William C. Looney Paris, TN
 1970 - 71 *Fred O. Berry, Jr. Knoxville, TN
 1971 - 72 Bob Shackelford Savannah, TN
 1972 - 73 *H.B. "Jack" Brummitt. McKenzie, TN
 1973 - 74 Harold W. Childress Kingsport, TN
 1974 - 75 John B. Woodfin. Murfreesboro, TN
 1975 - 76 Ralph Jones Milan, TN
 1976 - 77 Wayne L. Coffey. Tazewell, TN
 1977 - 78 Milton C. Austin. Nashville, TN
 1978 - 79 Oliver Gilliam Union City, TN
 1979 - 80 Arthur Pickle. Knoxville, TN
 1980 - 81 *Edwin Ayers Murfreesboro, TN
 1981 - 82 Leon Johnson Henderson, TN
 1982 - 83 *Wayne Alexander Jonesboro, TN
 1983 - 84 Jacky E. Carver. Carthage, TN
 1984 - 85 W.T. Patterson. Camden, TN
 1985 - 86 Charles Manes. Newport, TN
 1986 - 87 Jess Bowen, III Waverly, TN
 1987 - 88 Murry Moore. Dyersburg, TN
 1988 - 89 W.R. "Randy" Bowers Bristol, TN
 1989 - 90 *J. Marvin Rogers South Pittsburg, TN
 1990 - 91 Karen A. House Gleason, TN
 1991 - 92 *Charles Hux Mountain City, TN
 1992 - 93 Robert B. Gribble. Gainesboro, TN
 1993 - 94 Dennis Hamilton Memphis, TN
 1994 - 95 Jim Rush Cleveland, TN
 1995 - 96 William R. Appleton Nashville, TN
 1996 - 97 Robert P. Shackelford, III. Selmer, TN
 1997 - 98 Richard Jeffers. Greeneville, TN
 1998 - 99 J. David Parsons Livingston, TN
 1999 - 00 Robert P. Helms Lexington, TN
 2000 - 01 Robert O. Starkey. Knoxville, TN
 2001 - 02 Tom Bowers Hendersonville, TN
 2002 - 03 Roy Bozeman Huntingdon, TN
 2003 - 04 Greg Rush Cleveland, TN
 2004 - 05 Clyde Stephens. Franklin, TN
 2005 - 06 Tony W. Hysmith. Henderson, TN
 2006 - 07 W. Jack Farrar Dandridge, TN
 2007 - 08 Ed Larson Clarksville, TN

Tennessee Funeral Security, Inc. Board of Directors

**Robert P. Shackelford, III, CFSP, TFSI President,
Shackelford Funeral Directors, Selmer, TN**

**Tommy Howell, TFSI Board Member,
Lawrence Funeral Home, Chapel Hill, TN**

**Greg Rush, TFSI Board Member,
Jim Rush Funeral Homes, Cleveland, TN**



**Bradley W. Ridgeway, TFSI Board Member,
Ridgeway Funeral Home, Paris, TN**

**Daniel Ownby, TFSI Liason,
Weaver Funeral Home, Bristol, TN**

Tennessee Funeral Supply Sales Club Officers And Directors

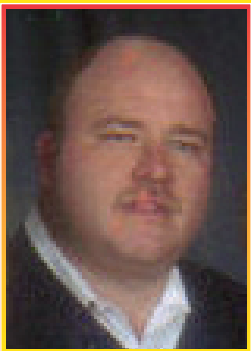
**Kevin Seratt, TFSSC President
Wilbert Vaults of Tennessee, Martin, TN**



Kevin Seratt began in the funeral service in his hometown, at J.W. Curry Funeral Home in Dyersburg, TN, before graduating high school in 1978. He also served his apprenticeship at Curry and graduated from Mid-America College of Funeral Service in Jeffersonville, Indiana in 1986.

Kevin is currently a sales representative for Jackson Wilbert Company, Tupelo Wilbert and Fort Branch Wilbert Vault in Fort Branch, IN. He resides in Martin, Tennessee along with his wife, Raeann.

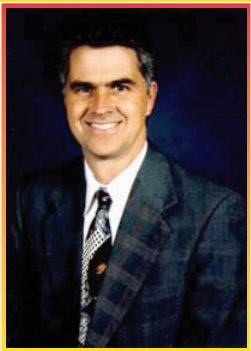
**Mike Harding, TFSSC First Vice President
Clark Grave Vault Company, Maryville, TN**



Mike is East Tennessee/Kentucky Sales Representative for Clark Grave Vault Company. He has worked over fifteen years in funeral services industry. Mike has had the honor of working as a Funeral Director/Embalmer for the Deadman Family in Manchester, Tennessee and the Shackelford Family in Savannah, Tennessee.

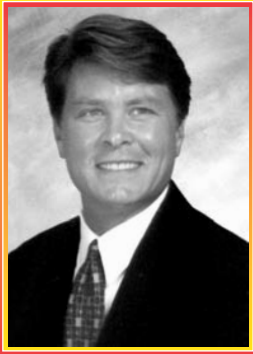
Mike was born in Byrdstown, Tennessee and lives in Maryville, Tennessee with his wife Patricia and two children Samantha (15) and William (7). Mike really enjoys watching his kids play sports. His family are members of East Maryville Baptist Church.

**B. Steve Spann, TFSSC Second Vice President
John A. Gupton College, Nashville, TN**



Bobby Steven Spann, born in 1958 in Dickson County graduated from Dickson County Senior High School in 1976. He began working in the funeral services profession in 1979 at the Dickson Funeral Home and graduated from John A. Gupton College in 1982. He lived and worked at the Roesch Patton Funeral Home for 3-½ years while completing his apprenticeship and attending David Lipscomb University. Steve graduated Lipscomb University in 1984 and then he returned to Dickson Funeral Home where he worked until 1994. He became President of John A. Gupton College in July of 1994 where he still serves in that capacity. He received his Masters Degree

from Trevecca University in 1999. Steve and two men from Waverly, Tennessee founded the Humphreys County Funeral Home in 1989. He married Meryl Stinson in 1991 and they have a six year old daughter, Madison Stinson Spann. Meryl and Steve started Spann Funeral Home and Cremation Services in Dickson, Tennessee in 2001. Steve serves on several committees with the American Board of Funeral Service Education and is active in the Tennessee Funeral Directors Association and the Charlotte Lions Club.



**Danny Hurt, TFSSC Secretary/Treasurer
Wilbert Vaults of Tennessee, Martin TN**

Danny is the Director of Sales with Wilbert Vault Company and has worked with Wilbert since 1985. In 1995, he was named as an Honorary Member of the John A. Gupton College Alumni Association. He served as TFSSC President 2001 – 2002 and as Secretary/Treasurer since 2002.

Danny resides in Pegram, TN. He and wife, Christi have four children. He is a Boy Scout leader, VP of Pegram Youth Basketball and head coaches a South Cheatham little league baseball team, "The Blue Flames". He and his family are members of Harpeth Heights Baptist Church in Bellevue, Tennessee.



**Tim Bond,
First Year Director,
Pierce Chemicals,
Nashville TN**



**Charlotte Williams,
Three-Year Director,
Batesville Casket Company,
Tullahoma TN**



Tennessee Funeral Supply Sales Club Past Presidents



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|-------------------------------------|-----------|----------------------------------|-----------|
| Scott Moore | 1953 - 54 | Hal Q. Laymon | 1981 - 82 |
| George Lyons | 1954 - 55 | James V. "Jim" Andrews | 1982 - 83 |
| Jim Tarpley | 1955 - 56 | David Bentley | 1983 - 84 |
| Vernon Sisk | 1956 - 57 | Marty Mattis | 1984 - 85 |
| Robert "Bob" Rooks | 1957 - 58 | Bill Dodson | 1985 - 86 |
| Fred S. Post, Jr. | 1958 - 59 | Dick Morrison | 1986 - 87 |
| Perry Lanius | 1959 - 60 | Bob Herring | 1987 - 88 |
| Roy Key, Jr. | 1960 - 61 | Jim Borm | 1988 - 89 |
| Kermit Aumus | 1961 - 62 | Tom Parsons | 1989 - 90 |
| Robert "Bobby" Rucker | 1962 - 63 | Jim Byrd | 1990 - 91 |
| Ray McClanahan | 1963 - 64 | Dick Stanton | 1991 - 92 |
| Hoyle "Ike" Wilkerson | 1964 - 65 | Benton Oliver | 1992 - 93 |
| James V. "Jim" Andrews | 1965 - 66 | Ken Abercrombie | 1993 - 94 |
| William G. "Bid" Burkhart | 1966 - 67 | Sue Rose Gibson | 1994 - 95 |
| Kyle Butler | 1967 - 68 | Bob Dyer | 1995 - 96 |
| Ellis C. Galyon | 1968 - 69 | Kim Peckenpaugh | 1996 - 97 |
| Robert "Bob" Walker | 1969 - 70 | Vic Davis | 1997 - 98 |
| N.C. Bolton | 1970 - 71 | Jerry Denton | 1998 - 99 |
| Jim Mansfield | 1971 - 72 | Tommy Hurt | 1999 - 00 |
| Tom Parsons | 1972 - 73 | Charles Robbins | 2000 - 01 |
| Don Fezell | 1973 - 74 | Danny Hurt | 2001 - 02 |
| Jim Fowlkes | 1974 - 75 | Fred Bell | 2002 - 03 |
| Curtis Alford | 1975 - 76 | Tim Kalthoff | 2003 - 04 |
| Robert "Bob" Starkey | 1976 - 77 | Ken Collins | 2004 - 05 |
| Bob Arnold | 1977 - 78 | Billy Yarbrough | 2005 - 06 |
| Tommy Hurt | 1978 - 79 | David Allen | 2006 - 07 |
| Alwyn Staley | 1979 - 80 | Mike Blair | 2007 - 08 |
| Lowell "Tiger" Lucken | 1980 - 81 | | |

2009 TENNESSEE FUNERAL DIRECTORS ASSOCIATION

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GET ETCHED - Sponsored: 50 Years of Service Plaques

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Aurora Casket Company,
Aurora, IN

Bass-Mollett Publishers,
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BATESVILLE CASKET COMPANY,
Batesville, IN

Bell's Specialty Advertising Co., Inc.,
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Deaton-Kennedy Company,
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Federated Insurance,
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Piper J. Stephen Sanders,
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Salt Lake City, UT

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