



November 19, 2025 - Auburndale Memorial Park - Auburndale, FL

SCHEDULE OF EVENTS

Wednesday, November 19, 2025

8:00 a.m. – 8:30 a.m.	Breakfast and Registration
8:30 a.m.	Welcome
8:30 a.m. – 9:15 a.m.	Strengthening the Relationship Between the Cemetery and Funeral Home Presentations and Panel Discussion Christine Elrod, Southern Monuments Keith Fields, Oak Ridge Funeral Care Amanda Roberts-Burns, Roberts Vaults Co. Mike Ondina, Evergreen Cemetery
9:15 a.m. – 9:35 a.m.	Break
9:35 a.m. – 10:20 a.m.	Gas or Electric? The Pro's and Con's
10:20 a.m. – 10:45 a.m.	Break
10:45 a.m. – 11:45 a.m.	Disinterment's Done Right John Abbott, General Manager, Sylvan Abbey Cemetery Gregg Roberts, Roberts Vaults
11:45 a.m. – 12:30 p.m.	Lunch
12:30 p.m. – 1:30 p.m.	Lowering Device Maintenance and Repair Nelson Sanchez, Frigid Fluid Company
1:30 p.m. – 1:50 p.m.	Break
1:50 p.m. – 2:50 p.m.	Safe Operation of Heavy Equipment
2:50 p.m. – 3:00 p.m.	Break
3:00 p.m. – 4:00 p.m.	From Feature to Asset: Embracing Nature to Grow Your Business Don Winsett, Winsett Consulting
4:00 p.m. – 4:30 p.m.	Roundtable Discussion and Wrap Up



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EDUCATIONAL SESSIONS

Lowering Device Maintenance and Repair

Optimize the lifespan and use of your casket lowering devices by becoming self-sufficient at maintaining and repairing your equipment.

Key Takeaways: In this session participants will learn:

- How to conduct a thorough inspection of and conduct troubleshooting on your devices
- How to repair devices and maintain them properly
- How to properly set up and operate lowering equipment to ensure safety and reduce wear and tear

Presenter: Nelson Sanchez, Frigid Fluid Company

From Feature to Asset: Embracing Nature to Grow Your Business

From trees and songbirds to turf grass and flowering plants, cemetery grounds evoke feelings of peace and hope and provide a sense of place and purpose. In this presentation, the value of well-maintained trees and turf will be discussed along with ideas for promoting the potential of these precious green assets.

Key Takeaways: In this session participants will learn:

- How well-maintained landscapes affect perceptions of cemeteries.
- To identify which natural features matter most to visitors and patrons.
- Ways to promote landscape assets for greater exposure in the community.
- Tips for proactive tree care and maintenance.

Presenter: Don Winsett, Winsett Consulting

Safe Operation of Heavy Equipment

The typical cemetery landscape is dotted with large heavy monuments; mausoleums, and other fixtures that can be damaged or worse yet, toppled and cause injuries to cemetery employees and visitors. This session will help ensure that lives and property are protected and the job gets done correctly and efficiently.

Key Takeaways: In this session participants will learn:

- The importance of pre-work site preparation, equipment checks and situational awareness.
- The proper training and operation of heavy equipment
- Proper rigging and loading techniques

Presenter: TBD.

Strengthening the Relationship Between Cemeteries and their Business Partners-- Better Serving your Customers and Community

On any given day, a steady stream of funeral directors, vault companies, monument installers and the like are coming in and out of your cemetery. How do you create an environment where everything runs like clockwork (or at least appears to) to the families and community you serve? This session will feature brief presentations and a panel discussion among seasoned funeral and cemetery professionals to ensure your cemetery is putting its best foot forward.

Key Takeaways: In this session participants will learn:

- How to improve communication among all stakeholders
- How to ensure consistency administering cemetery rules
- How to avoid scheduling conflicts
- The importance of having processes to deal with emergencies and unplanned situations
- How to build strong vendor and partner relationships
- Keeping your company and its reputation safe

Presenters:

Christine Elrod, Southern Monuments
Keith Fields, Oak Ridge Funeral Care
Amanda Roberts-Burns, Roberts Vaults Co.
Mike Ondina, Evergreen Cemetery

Disinterments Done Right

Disinterments are not the same as interments. There are many steps that need to be taken to ensure a proper, dignified way of performing a disinterment. This session will cover everything you need to know to make sure a disinterment is done in a dignified, legal, and safe way.

Key Takeaways: In this session participants will learn:

- Florida laws and regulations regarding disinterment.
- Processes that should be used to ensure all administrative components are properly executed, such as authorizations and releases.
- Things that you should address and control before a disinterment occurs (Will photos/videos be allowed? Will a new casket or vault be required? etc.)
- Steps to take to ensure the disinterment goes safely and smoothly by utilizing the right equipment and staff.

Presenters:

John Abbott, Sylvan Abbey Memorial Park
Gregg Roberts, Roberts Vault Co

Gas or Electric - The Pros and Cons

Recent advancements in electric powered equipment have resulted in increased battery life and power, reduced noise and lower environmental emissions. All of these factors make electric powered equipment enticing for use in a cemetery setting. What makes sense for your cemetery?

Key Takeaways: In this session participants will learn about the pros and cons of gas versus electric powered equipment such as:

- Life cycle value: initial equipment costs, maintenance expenses, operational costs such as battery replacement, gas, oil, etc.,

- Environmental benefits such noise reduction, lower carbon output or electric tools
- Operational advantages such as the ease of use for electric equipment

Presenter: TBD