

# Where To Start

### Time Frame

If you haven't already selected and purchased a cemetery memorial (most people call them headstones), the process can be rather daunting. The first thing you need to remember is that there is no rush in making the decision and agreeing to purchase. It is far better to take your time to consider what you want than to decide quickly and perhaps end up regretting the decision.

You will find that there are monument companies that would like you to believe that considering and purchasing a memorial in a single session is the way to go. Whether you purchase your memorial from our company or another, please **don't rush**; give your decision thoughtful consideration and remember that once the memorial is completed, it is literally *cast in stone*.

In years past it was customary to 'let the grave settle' for a year before installing a memorial. This rule-of-thumb no longer applies because memorials are not placed directly on the grave and are always placed on a concrete foundation.

The only time frame that matters is yours - not the company supplying the memorial, not well-meaning family or friends who think it should be done already, not an old rule-of-thumb. Please remember two things in terms of time frame - take whatever time you need and don't allow yourself to be pressured into a decision.

## Designs

With the advent of computer designing and modern engraving techniques came limitless possibilities in terms of designing your memorial.

Those considering a memorial often ask to see our catalogue of designs. Frankly, we don't have one and for good reason. Some companies do have a catalogue from which the customer chooses a predesigned layout and into that design are added the names and dates. That being the case, one must wonder how many other people have the exact same memorial, and of those people, how many of them were the exact same people who lived the exact same lives?

The company we represent at Matthews Funeral Home works on the basis that every person - every life lived - is unique, and so should be their memorial. Therefore, there are no catalogues. Every memorial is custom designed according to information supplied about those for whom the memorial is being purchased.

We can show you brochures and photos of memorials that have been designed for others to give you some ideas, but the one designed for you will be unique.

We also don't maintain a 'showroom' of memorials because the size and colour of a memorial can be very deceiving indoors. Once completed, the memorials will be seen outdoors, in natural light and in the open space of the cemetery. We believe that the best 'showroom' is the cemetery itself so we often suggest that the customer wander around the cemetery on a sunny day with tape measure and notepad in hand (you will find a design worksheet on pages 26 and 27 of this booklet). Have a look at the various styles, colours, sizes and designs that are out there, and note what you like in each category. But don't go looking for a design to have duplicated - remember, the life was unique and so should be the memorial.

# The Process

## First Consultation

When you have a basic sense of what you would like in a memorial, give us a call to make an appointment for a consultation. It is at this point that we will discuss with you your options in terms of style, colour and design and how those options relate to the final price of the memorial. It is not unusual for one to leave this consultation with a completely different idea of what he or she wants once the various options are laid out. This is where taking your time to decide becomes very important! If you make your final decision at this point, it is possible that you may end up with something less than you originally envisioned, or you may find yourself spending more than you intended. Now is the time to think it through until the second consultation.

At the time of the first meeting with you, we will take notes on what you would like to see in a memorial - the style, size, colour, design, wording and any adornments such as vases or photographs. Most importantly, we *will not* ask you to commit to the purchase at that time. However, if you are absolutely certain of what you want and wish to commit, that is your decision, but we will not hold you to it until the final design has been approved.

Following our first meeting with you, we will submit to the designer at the memorial company the notes we took on your ideas. The designer will then produce a layout unique to your situation and return it to our funeral home. This will take anywhere from a couple of days to a couple of weeks, depending on the season and workload. When it arrives at the funeral home, we will call you for a second consultation.

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### Second Consultation

Upon receiving the drawing, we will call and make an appointment for you to come in to see the design (if you live elsewhere, this process can take place via mail, fax or e-mail for your convenience).

We will at this time show you the proposed layout, in the form of a scale drawing, for your consideration. Please remember that this will simply be a proposal, and we are open to your suggestions for revisions. If a revision is requested, you will be presented with another drawing. There are no extra costs involved in making revisions, and we will do as many as it takes to get an end product that matches your vision.

At the time of this consultation, we will also discuss with you your payment options and, if you are ready to commit to the order, ask you to sign the purchase contract. The memorial company requires that a 50% down payment be placed with the order. However, if you are prepared to pay 100% at the time of order, we will discount the price of the memorial by 5%.

It should be pointed out that at no time during the process of selecting a memorial will the monument company simply go ahead and produce it without your full approval. Even if you make payment and a drawing was produced but you wish to delay approval of the design, the company will not engrave the memorial until you have approved and signed the layout drawing.

Once the contract and drawings are both signed and payment is made, the order is then sent to the memorial company for processing. We are often asked how long it will take to be completed and installed, and that is always a difficult question to answer. Although the company strives to finish it as quickly as possible, no promises can be made because there are many uncontrollable variables (such as the quarry shipping schedule, occasional shipping delays, weather and seasonal workload).

The company does promise, however, that the memorial you ordered will be completed as quickly as circumstances allow, it will be made exactly according to the specifications on the order, it will be installed properly, the workmanship will be of the highest standard and the memorial and installation will be guaranteed forever against cracking, fading or other defects in material or workmanship.

You can rest assured that the memorial you order will stand the test of time and will be there for many generations to come.

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# Your Options

## Materials

There are basically three options of materials from which your memorial can be produced. The most common of these is granite. Granite is a very durable material and will withstand weather and time the best of all.

Marble is also an option, although it is not quite as durable as granite, and the highest quality marble is difficult to find.

Another option is a bronze plaque which is fastened to either a concrete or granite base. Although durable, bronze, being metal, will in a few short years lose its original look and will begin the process of forming a patina, which is the natural reaction of metal in contact with oxygen.

If you are looking for a memorial that will look as good fifty years from now as the day it was installed, then granite is the material of choice.

Granite is used in many applications, including building construction, and there are several grades of granite, but the best grade is reserved for cemetery memorials. The company we represent will only use the best quality granite from suppliers it trusts to stand behind the product.

In the next several pages we will discuss your options with respect to granite memorials. If you are interested in a bronze marker, you will find information respecting them on pages 19 and 20 of this booklet.

### Colours

There are several choices of colours available for memorial granite. Below you will see a representation of some of those colours. Keep in mind that colour varies from piece to piece and that printed colours cannot duplicate natural colours so there may be some variation to what you see below. All memorial styles and sizes are available in each colour so the first thing to do is decide which colour you prefer. We can then move on to the rest of the selection process.



Midnight Black



India Red



Laurentian Pink



Galaxy



Black Tweed



Harvest Brown



Medium Gray

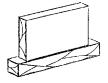


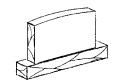
Cloud Gray (standard base)

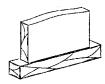
## Styles

There are several styles of memorials from which to choose. Below are sketches of some of the most common styles and their shapes, but we are always open to designing a memorial with a custom shape. A more detailed explanation of each style will be found on the following pages.

### ① Upright Memorials

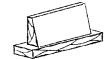






### 2 Slant Memorials







### 3 Pillow Memorials







### 4 Flat Memorials



### ① Upright Memorials

The granite upright memorials are traditionally the most popular of the styles. They come standard as follows and the list price is based accordingly.

- polished front and back with edges left rough
- choice of top edge shape (flat, oval, serpentine)
- light gray granite base with rough edges
- six-inch thickness
- standard engraving of the front of the memorial
- delivery and installation

Available options at additional cost include:

- family name on the back
- smooth or polished edges
- matching granite base
- photographs or scene etchings
- vase(s) in coordinating colour
- eight-inch thickness for some sizes
- concrete foundation if not supplied by the cemetery

Below is a chart to give you an indication of the various sizes available and the associated current costs, with standard options. Please note that prices are subject to change.

Size	Туре	Red	Black	Black Tweed	Pink	Brown	Grey	Galaxy
24"W x 18"H	Single	\$2049	\$1956	\$1852	\$1766	\$1744	\$1610	\$1647
30"W x 20"H	Double	\$2637	\$2461	\$2338	\$2247	\$2168	\$2087	\$2031
36"W x 20"H	Double	\$3031	\$2805	\$2663	\$2566	\$2449	\$2358	\$2287
48"W x 18" H	Double	\$3521	\$3260	\$3113	\$2995	\$2860	\$2747	\$2667















### ② Slant Memorials

Slant memorials are a variation of the uprights, with the main difference being that they are thicker on the bottom than on the top, creating a front face that slants upward. They come standard as follows and the list price is based accordingly.

- polished front and back with edges left rough
- choice of top edge shape (oval, flat, serpentine)
- light gray granite base with rough edges
- six- or eight-inch thickness slanting to three inches, depending on the width of the memorial
- standard engraving of the front of the memorial
- delivery and installation

Available options at additional cost include:

- family name on the back
- smooth or polished edges
- matching granite base
- photographs or scene etchings
- vase(s) in coordinating colour
- concrete foundation if not supplied by the cemetery

Below is a chart to give you an indication of the various sizes available and the associated current costs, with standard options. Please note that prices are subject to change.

Size	Туре	Red	Black	Black Tweed	Pink	Brown	Grey	Galaxy
24"W x 16"H	Single	\$1831	\$1752	\$1705	\$1590	\$1727	\$1539	\$1656
30"W x 18"H	Double	\$2503	\$2368	\$2230	\$2154	\$2208	\$2001	\$2085
36"W x 20"H	Double	\$3063	\$2881	\$2700	\$2409	\$3111	\$2389	\$2885

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This photo illustrates the shape of slant memorials.

They are available in the same colours, and will accommodate the same design elements, as upright memorials.

### 3 Pillow Memorials

The pillow memorial has been gaining much more popularity in recent years. There are three choices of pillow marker. The first is a pillow that is 6" thick in the back and slopes to 3" in the front (shows as 6"/3" in the chart). The second is 8" thick in the back and 5" thick in the front (shows as 8"/5" in the chart). The third is cut in the shape of an open book, measuring 8" in the back and 5" in the front (shows as BK in the chart). They come standard as follows and the list price is based accordingly.

- 6/3 style is polished on top with edges left rough
- 8/5 style is polished top, front and back with ends left rough
- 8/5 style has family name on front and back
- light gray granite base with rough edges
- standard engraving of the front of the memorial
- delivery and installation

Available options at additional cost include:

- smooth or polished edges
- matching granite base
- photographs or scene etchings
- vase(s) in coordinating colour
- concrete foundation if not supplied by the cemetery

Below is a chart to give you an indication of the various sizes available and the associated current costs, with standard options. Please note that prices are subject to change.

Size	Туре	Red	Black	Black Tweed	Pink	Brown	Grey	Galaxy
24" x 12" x 6"/3"	Single	\$1487	\$1442	\$1357	\$1313	\$1342	\$1252	\$1272
24" x 12" x 8"/5"	Single	\$1933	\$1883	\$1764	\$1712	\$1841	\$1648	\$1761
30" x 12" x 6"/3"	Double	\$1822	\$1751	\$1659	\$1597	\$1627	\$1514	\$1544
30" x 12" x 8"/5"	Double	\$2376	\$2306	\$2166	\$2099	\$2253	\$2014	\$2152
36" x 12" x 6"/3"	Double	\$2049	\$1956	\$1851	\$1782	\$1806	\$1679	\$1707
36" x 12" x 8"/5"	Double	\$2719	\$2625	\$2462	\$2383	\$2555	\$2278	\$2319
24"x12"x8/5 Book	Single	\$2554	\$2372	\$2204	\$2151	\$2463	\$2115	\$2388
30"x12"x8/5 Book	Double	\$3070	\$2835	\$2676	\$2609	\$2954	\$2532	\$2858

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### **4** Flat Memorials

All flat memorials are 3" thick and lay flat on the concrete pad, without a granite base. In some cemeteries, subject to their regulations, flat markers may be installed at lawn-level. They come standard as follows and the list price is based accordingly.

- polished top edges left rough
- three-inch thickness
- standard engraving
- delivery and installation

Available options at additional cost include:

- smooth or polished edges
- light gray or matching granite base
- photographs or scene etchings
- vase(s) in coordinating colour (with optional base purchased)
- concrete foundation if not supplied by the cemetery

Below is a chart to give you an indication of the various sizes available and the associated current costs, with standard options. Please note that prices are subject to change.

Size	Туре	Red	Black	Tweed	Pink	Brown	Grey	Galaxy
16"W x 8"D	Single	\$492	\$470	\$447	\$451	\$454	\$451	\$436
20"W x 10"D	Single	\$676	\$648	\$597	\$613	\$597	\$613	\$572
24"W x 12"D	Single	\$808	\$773	\$679	\$716	\$688	\$716	\$648
30"W x 12"D	Double	\$1012	\$969	\$845	\$901	\$857	\$901	\$813
36"W x 12"D	Double	\$1121	\$1070	\$917	\$990	\$931	\$990	\$879

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# Bronze Plaques

Bronze is a material that has been around for hundreds of years and has stood the test of time for its durability. However, we must be very clear in explaining to those who want to use bronze to mark a grave that it WILL change over time - and there is no getting around that. Bronze goes through a natural process in which the metal reacts with the oxygen in the air. That reaction causes a patina to form on the surface. This happens to all bronze and must be expected.

When a bronze plaque is first installed, it will have a 'fresh' brown colour with a shiny protective coating. This coat is applied to delay the appearance of patina but is able to do that for only a short time. Over the course of a few years, that coat will wear off, and the colour of the plaque will begin to change, and the finish will become dull. As more time goes by, the patina will become more evident, and the plaque will take on the appearance of most bronze statues that you have seen - a whitish/greenish colour.

We are most willing to help you select a bronze plaque as long as you are aware of its characteristics and understand that it will look different five years from now, perhaps sooner.

Bronze plaques are priced by the square inch and require either a concrete or granite pad on which to be attached. Because there are several suppliers of bronze, we will quote a price after we determine which supplier can best accommodate your design ideas. Therefore, we do not include a price chart here. You can expect, though, that the cost of the plaque and mounting can be double (or more) the cost of a granite plaque of equal size.

If you wish to discuss bronze plaques in more detail, please give us a call, and we will be happy to assist.

On the facing page we have included a good example of how bronze changes. The plaque in the photo was eight years old when a new date plate was added.













# Other Considerations

There are many other things to think about when choosing a memorial besides its style, colour and shape, and now is the time to consider them all because changes can be difficult to accommodate after the memorial is completed. A good example of this is customers often feel, at the time of selecting a memorial, that there is no need to include a flower vase, but every year we get several requests to add vases to existing memorials. Below are a few of the things that can be included in the design and should be considered in advance.

- flower vase or vases
- photograph
- scene etching (farm yard, nature, etc.)
- family name on the back of an upright memorial
- full dates of birth and death instead of just the years
- maiden name
- bronze cross (attached to surface)
- lettering (some or all) or design gilded in gold leaf
- epitaph (some suggestions on following pages)

The photos we have shown in this booklet and the sizes and colours outlined are what we refer to as 'standard'. If you have something else in mind, don't let yourself be limited to anything you have seen here. You may be surprised at how easily we can accommodate you in terms of shape, design work and other ideas. Costs associated with designing a memorial that isn't considered 'standard' are not prohibitive, and we certainly encourage having a person's individuality and personality come through in his or her memorial.

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# Epitaphs

A traditional part of the memorial is the epitaph - a line of text that speaks to the person's personality. On the following pages are some suggestions, but anything you wish to say may be used. The only caution in this regard is that we must work within the space limitations of the memorial size.

#### General

At Rest Rest in Peace Sweet Be Thy Rest (Sleep) Peace, Perfect Peace My Trust Is In God To Memory Ever Dear Ever Kind and True Life's Work Well Done Gone But Not Forgotten In Silence We Remember Until We Meet Again Nearer My God to Thee Into Thy Hands, O Lord Forever With The Lord He Giveth His Beloved Sleep Kind, Loving and Faithful God Giveth, God Taketh Away Resting Where No Shadows Fall With Christ, Which is Far Better A Beautiful Memory Lingers The Lord is My Shepherd, I Shall Not Want None Knew Thee, But To Love Thee God Be With You, Till We Meet Again Abide With Me Thy Will Be Done The Lord is My Keeper Safe in the Arms of Jesus In God I Have Put My Trust Fondly Loved and Deeply Mourned Into Thy Hands I Commend My Spirit

Til The Day Break

A Life of Deeds, Not of Years Life's Victory Won, Now Cometh Sleep In Nearer Presence of God Only Hours Part Us Laughed Often and Loved Much No One Says Farewell God Gave Us Love Forever Our Loved One Sleeps Here Asleep in Jesus Gone Fishing In Loving Memory The End of The Trail A Majestic Memory Ever Remembered With Love God Gives Us Love, Something To Love He Lends Us In God's Care Rest in The Lord In His Will is Our Peace He Giveth His Beloved Sleep Earth Has No Sorrow That Heaven Cannot Heal In The Cross Of Christ I Glory God is Our Refuge And Strength Our Loved One God Bless Thee Wheresoe'er Thou Art In His Great Universe Today Always Loving, Always Loved Forever In Our Hearts Home With God, Which Is Far Better Ours For A Little While, With Jesus Forever **Everlasting Life Through Christ** The Song Is Ended, But The Melody

Lingers On
Loving Memories Last Forever
Step Softly, A Dream Lies Buried
Here
Your Love Will Light My Way, Your
Memory Will Ever Be With Me
What We Keep In Memory Is Ours
Unchanged Forever
Death Is Only A Shadow Across The
Path To Heaven

### Male

He Served God Well
May He Rest in Peace
He Is At Rest In Heaven
He Has Kept The Faith
His Life a Beautiful Memory
Loved by All Who Knew Him
His Duty Done, He Rests In Peace
Beloved Husband, Inspiration and
Companion
Loved By All Who Knew Him
He Loved and Was Loved
May His Soul Rest In Peace

#### **Female**

She Served God Well May She Rest in Peace She Is At Rest In Heaven She Has Kept The Faith Her Life a Beautiful Memory She Was the Sunshine of Our Home A Tender Mother, A Faithful Friend Her Duty Done, She Rests In Peace Beloved Wife, Inspiration and Companion Loved By All Who Knew Her She Loved and Was Loved May Her Soul Rest In Peace May God Grant You Eternal Rest, Dear Mother She Concealed Her Tears But Shared Her Smiles God Took Her Home, It Was His Will, But In Our Hearts She Liveth Still

She Is Resting Peacefully With Jesus
Her Memory Is Enshrined In Our
Hearts
Her Friendship Was An Inspiration, Her
Love A Blessing
Resting With Those She Loved
She Served And Kept The Faith
She Walked In Beauty
God Called Her From Among Us To A
Home Of Eternal Rest
To Know Her Was To Love Her
Her Children Arise Up And Call Her
Blessed

### **Couple**

They Served God Well May They Rest in Peace They Are At Rest In Heaven They Have Kept The Faith Their Lives a Beautiful Memory Our Lives Are Better Today Because We Knew Them Yesterday We Were Grateful for Their Presence We Shared Their Wisdom and Abilities The Lord Has Touched Them Each Duty Done, They Rest In Peace Loved By All Who Knew Them They Loved and Were Loved May Their Souls Rest In Peace To Live In Hearts We Leave Behind Is To Not Die

#### Child

Our Baby is in Heaven
Our Beloved Son (Daughter)
Rest For the Little Sleeper
Hush My Dear, Be Still And Slumber
No Jewel Is As Perfect As The
Innocence Of Childhood
Sleep, My Little One, Sleep
Children Are A Heritage Of The Lord
(Psalms 127:3)
God's Garden Has Need Of Little
Flowers
Remembering A Tiny Angel

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So Small, So Sweet, So Soon
Lord, We Give You Our Littlest Angel
Budded (or Blossomed) On Earth To
Bloom In Heaven
Our Littlest Angel Who Went Back
To Heaven
Called By One Who Loves Him(Her)
Dearly
Let Thy Child Rest In Hope And Rise

### **Biblical**

In Glory

Our Baby Sunshine

Though I walk through the valley of the shadow of death, I will fear no evil. 23rd Psalm

Believe in Him to life everlasting. 1 Timothy 1:16

He shall receive in the world to come eternal life. Mark 10:30

The righteous shall go into life eternal.

Matthew 25:46

Whosoever believeth in Him should not perish, but have eternal life.

John 3:15

Blessed are the pure in heart, for they shall see God. Matthew 5:8

He that endureth to the end shall be saved. Matthew 10:22

The Lord hath given him rest from all his enemies. 11 Samuel 7:1

Thy remembrance shall endure into all generations. 102nd Psalm

I thank my God upon every remembrance of you. Ph 1:3

He that believeth in the Son hath everlasting life. John 3:16

I rejoice in thy salvation. 1 Samuel 2:1

The Lord is my shepherd, I shall not want. 23rd Psalm

This is my beloved Son, in whom I am well pleased. Matthew 3:17

Blessed is the man who maketh the Lord his trust. Psalms 40:4

Come unto me, all ye that labour and are

heavy laden. Matthew 11:28 Sleep on now, and take your rest. Matthew 26:45

Blessed are they that mourn: for they shall be comforted. Matthew 5:4

Well done, thou good and faithful servant. Matthew 25:21

Let not your hearts be troubled: ye believe in God, believe also in me. John 14:1

All things work together for good to them that love God. Romans 8:28

Be thou faith unto death, and I will give thee a crown of life. Revelation 2:10

Not my will, but thine be done. Luke 22:42

The Lord watch between me and thee, while we are absent, one from the other. Genesis 31:49

For with thee is the foundation of life: in

the light shall we see light. Ps. 36:9 God is love; and he that dwelleth in love

dwelleth in God, and God in him. 1 John 4:16

Greater love than this no one has, that one lay down his life for his friends. John 15:13

This is the promise... the life everlasting.

John 2:25

For of such is the kingdom of heaven. Matthew 19:14

# Other Services

Besides designing new memorials, the monument company we represent provides other related services as outlined below. If you require any of these, or have questions regarding them, please give us a call.

### Final lettering

If you require final dates to be added to an existing memorial, we can do that regardless of where the memorial was purchased (it is not uncommon for family members to have no idea where a parent purchased a memorial). Our memorial company can match any lettering style that may be on the memorial. To ensure proper matching and alignment, the work is not done on-site. The memorial will be removed and taken to the engraving shop and then replaced. Expect the memorial to be gone two or three weeks.

### Refacing

If an existing memorial has become damaged, the lettering has become difficult to read, or you wish to revise the memorial to include other family members, the monument company can have the surface of the memorial shaved and re-polished to create a fresh surface on which to apply the new design. This process can cost considerably less than purchasing a new memorial.

### Resetting

It is not uncommon to see cases where the settling of a grave over time has caused a memorial to lean. Our memorial company can lift the memorial off its foundation, re-set the foundation on firm ground and replace the memorial in a proper upright or level fashion. The cost of this service is very reasonable.

### Pressure Cleaning

There are cases when a memorial can become very dirty (especially if it is under trees - sap gathers and dirt sticks) and is difficult to clean by hand. If you would like to have our memorial company pressure clean it, please let us know. If this work is done while on a scheduled trip to install other memorials, the cost is minimal.

# Important Notes

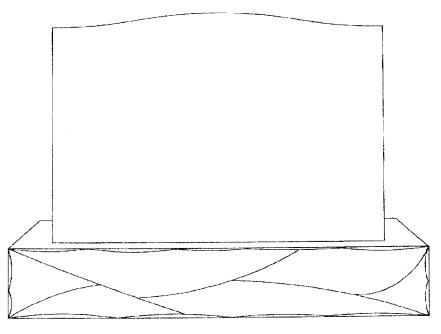
In conclusion, we would like to point out a few important things you should keep in mind, some of which have already been stated:

- PST and GST are not included in the prices quoted
- standard designs, engraving and installation are included
- standard (light gray) granite bases are included where indicated
- a concrete foundation is required for all memorials and, if not supplied by the cemetery, is an extra cost (charged according to size required, usually in the \$60.00 \$100.00 range)
- the prices stated are those of our supplier, and we have no control over them; although prices have been very stable, they do change occasionally so the prices stated here are SUBJECT TO CHANGE at any time
- we have discussed in this booklet only a selection of the standard sizes and options available. Custom sizes, shapes and designs are easily accommodated
- a discount of 5% on the cost of the memorial is available if you are willing to pay the full cost upon order
- each year our memorial company offers to pay both taxes on all memorials ordered in January, February and March. If you are in no rush to order the memorial, this is a good way in which to reduce the cost.

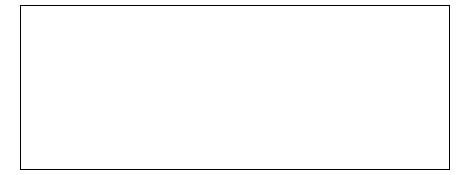
What you have seen in these pages with respect to the styles, shapes, colours, sizes and design is only a small sampling of what is available. There are endless possibilities; we would be most willing to explore your vision and provide you with the design and pricing information to suit your needs. Please feel free to contact us with any questions you may have about designing a fitting tribute to your family member.

## Design Worksheet

Preferred Colour:  □Midnight Black  □Harvest Brown	□Black Tweed □Laurentian Pink	
Notes:		
Preferred Style:  □Upright □Flat Notes:	□Slant □Bronze	□Pillow □Custom
Preferred Size:		
Design Ideas:		
Epitaph Ideas:		



Upright or Slant Memorial



Pillow, Flat or Bronze Memorial