STAFF REPORT

Case No. 1017-03
INFOR No. 17ZN1038

Planning Commission Hearing Date: October 18, 2017

Applicant & Legal Description

Owner/Applicant: Trevino Mortuary Services, Inc.
Location Address: 3006 Niagara Street
Legal Description: Broadmoor Park, Block 5, Lots 19 thru 24 less portion to right-of-way, located on the east side of Niagara Street, north of Tarlton Street, and east of South Port Avenue.

Zoning Request

From: "CN-1" Neighborhood Commercial District
To: "IL" Light Industrial District
Area: 0.99 acres
Purpose of Request: To allow for the installation and operation of a crematorium in addition to the existing funeral home.

Existing Zoning and Land Uses

	Existing Zoning District	Existing Land Use	Future Land Use
Site	"CN-1" Neighborhood Commercial	Commercial	Commercial
North	"RS-6" Single-Family 6 District	Medium and Low Density Residential	Medium and High Density Residential
South	"CG-2" General Commercial	Commercial	Commercial
East	"RS-6" Single-Family 6 District	Medium and Low Density Residential	Medium and High Density Residential
West	"CG-2" General Commercial	Commercial	Commercial

ADP, Map & Violations

Area Development Plan: The subject property is located within the boundaries of the Westside Area Development Plan (ADP) and is planned for commercial uses. The proposed rezoning to the "IL" Light Industrial District is <u>inconsistent</u> with the adopted Future Land Use Map. However, the primary use is consistent with the Westside Area Development Plan (ADP) and PlanCC.
Map No.: 047042
Zoning Violations: None

Transportation

Transportation and Circulation: The subject property has approximately 285 feet of frontage along Niagara Street which is designated as a Local/Residential Street and approximately 144 feet of frontage along Shely Street which is designated as a Local/Residential.

Street R.O.W.	Street	Urban Transportation Plan Type	Proposed Section	Existing Section	Traffic Volume
	Niagara Street	Local/Residential	50' ROW 28' paved	60' ROW 30' paved	N/A
	Shely Street	Local/Residential	50' ROW 28' paved	55' ROW 28' paved	N/A

Staff Summary:

Requested Zoning: The applicant is requesting a rezoning from the "CN-1" Neighborhood Commercial District to the "IL" Light Industrial District to allow for the installation and operation of a crematorium in addition to the existing funeral home.

Development Plan: The subject property is 0.99 acres in size. The owner is proposing a 900 square foot crematorium building. The building will be constructed with a CMU block exterior, standing seam metal roof, and a crematory ventilation system. According to the technical data provided by the applicant, under normal operating conditions there will not be any smoke or odor. The equipment protects against this by a large internal secondary chamber whereby the products of combustion are re-burned or cleansed prior to their discharge into the environment. It is equipped with a proactive opacity (visual) monitor. The opacity monitor is continuously scanning the existing gases and takes automatic action by turning off the cremation burner if the opacity reaches a level of 10% which would be similar to smoke wafting from the tip of a cigarette. Matthews Environmental Solutions currently have over 4,500 installations globally and approximately 100 units operating within Texas alone. Each, has been approved by Texas Department of Environmental Conservation. The emission levels are well below permissible levels. The crematorium will not be operating 24/7. It is estimated to be idle or non-operational 98% of the time. The noise emitted is similar, to an air conditioner running.

Existing Land Uses & Zoning: The subject property is currently zoned "CN-1" Neighborhood Commercial and consists of an existing 6,600 square foot funeral home. The subject property was rezoned from "RS-6" Single-Family 6 District to "CN-1" Neighborhood Commercial in 1998 for the purposes of a funeral home. The building was formerly a Lutheran church. To the north and east is zoned "RS-6" Single-Family 6 District and consists of single-family residences. To the west, the property is zoned "CG-2" General Commercial District and is an ice distribution machine with an accessory parking lot parking lot. To the south, the property was rezoned t "CG-2" General Commercial in 1971 and is a two tenant shopping center consisting of the Las Milpas Restaurant and a law office.

AICUZ: The subject property is **not** located in one of the Navy's Air Installation Compatibility Use Zones (AICUZ).

Plat Status: The property is platted.

PlanCC & Area Development Plan Consistency: The subject property is located within the boundaries of the Westside Area Development Plan (ADP). The proposed rezoning to the "IL" Light Industrial District is inconsistent with the Future Land Use Map. However, the primary use is consistent with the Westside Area Development Plan (ADP) and PlanCC and consistent with the following policies of the Westside ADP and PlanCC:

- Promote a balanced mix of land uses to accommodate continuous growth and promote the proper location of land uses based on compatibility, locational needs, and characteristics of each use. (Future Land Use, Zoning, and Urban Design Policy Statement 1)
- Screening fences, open space or landscaping can provide an essential buffer between shopping and residential areas. (Future Land Use, Zoning, and Urban Design Policy Statement 3)
- Given this overall purpose, the plan provides for a compatible configuration of activities with emphasis on protecting residential uses from incompatible industrial and commercial activities; the placement of commercial activities at locations with good access and high visibility; and the identification of environmental sensitive areas that should be preserved. Table 1 shows the proposed land use distribution for the Westside Area. (Policy Statement C.1)

Department Comments:

- The proposed rezoning is inconsistent with the Future Land Use Map. However, the proposed use is consistent with the Westside Area Development Plan (ADP) and PlanCC. The proposed rezoning is also incompatible with neighboring properties and with the general character of the surrounding area. However, the primary use does not have a negative impact upon the surrounding neighborhood.
- The potential rezoning would have a negative impact upon the surrounding neighborhood as it would allow all uses allowed by right in the "IL" Light Industrial District. The rezoning to the "IL" District for the purposes of an accessory crematorium that would be better suited to be granted by Special Permit (SP).
- The property is currently a funeral home that has operated at this location since 1998.
- Currently there are only three licensed and operating crematoriums (Maxwell P. Dunne, Guardian, and Seaside) in Corpus Christi.

Staff Recommendation:

Denial of the change of zoning from the "CN-1" Neighborhood Commercial District to the "IL" Light Industrial District, in lieu thereof approval of the "CN-1" Neighborhood Commercial District with a Special Permit (SP) with the following conditions.

1. **Uses:** The only uses authorized by this Special Permit other than uses permitted by right in the base zoning district is "Crematorium" as defined by the Unified Development Code (UDC).

2. **Hours of Operation:** The hours of operation of the crematorium shall be daily from 7:00 AM to 10:00 PM.

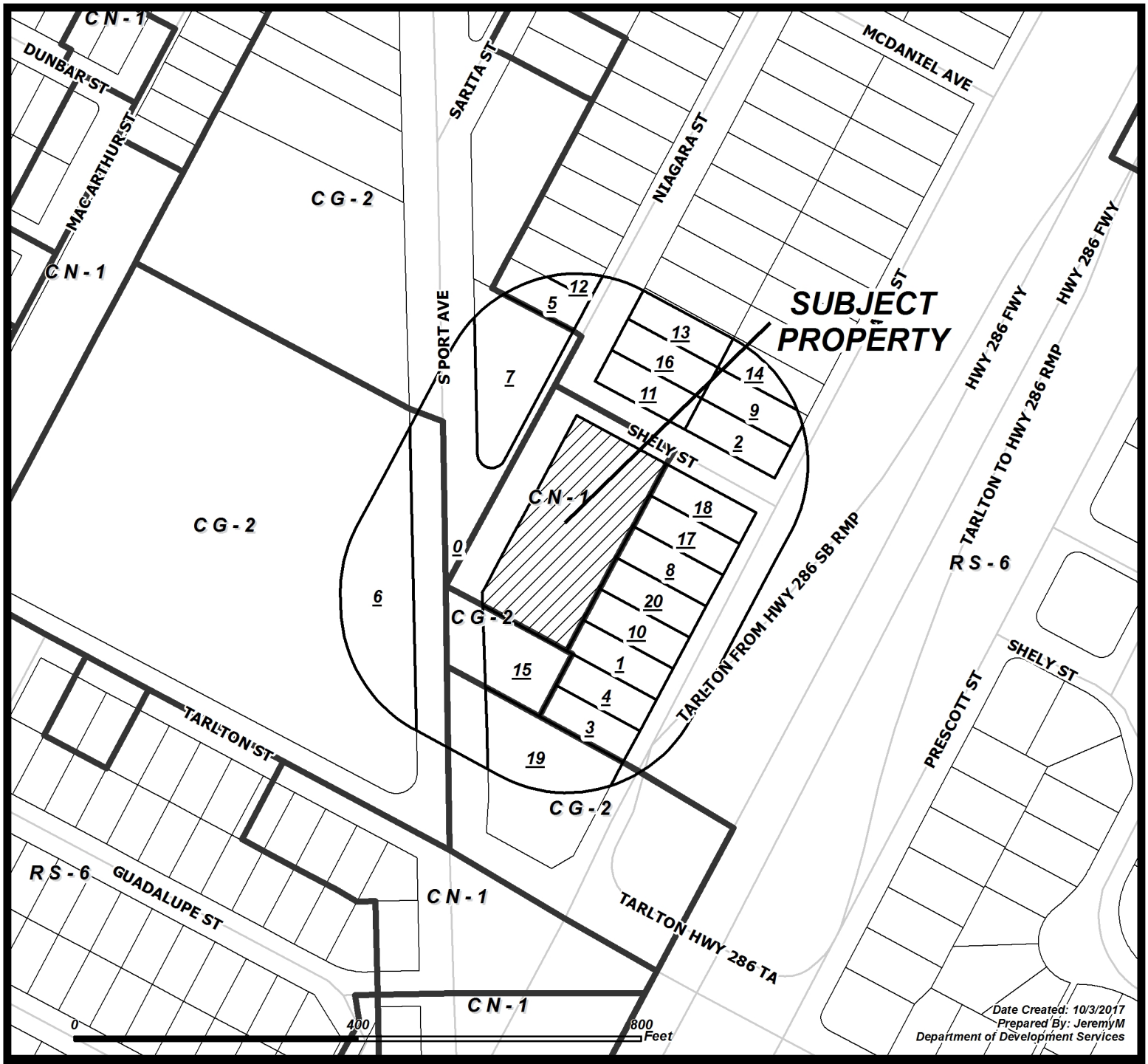
3. **<u>Other Requirements:</u>** The Special Permit conditions listed herein do not preclude compliance with other applicable UDC, Building, and Fire Code Requirements.

4. **<u>Time Limit:</u>** In accordance with the UDC, this Special Permit shall be deemed to have expired within twelve (12) months of this ordinance, unless a complete building permit application has been submitted, and the Special Permit shall expire if the allowed use is discontinued for more than six consecutive months.

Public Notification	Number of Notices Mailed – 20 within 200-foot notification area 5 outside notification area ***<u>As of October 13, 2017</u>:*** In Favor – 0 inside notification area – 0 outside notification area In Opposition – 0 inside notification area – 0 outside notification area Totaling 0.00% of the land within the 200-foot notification area in opposition.

Attachments:

A. Location Map (Existing Zoning & Notice Area)
B. Site Plan
C. Supplemental Technical Information
D. Public Comments Received (if any)



CASE: 1017-03

ZONING & NOTICE AREA

RM-1	Multifamily 1	IL	Light Industrial
RM-2	Multifamily 2	IH	Heavy Industrial
RM-3	Multifamily 3	PUD	Planned Unit Dev. Overlay
ON	Professional Office	RS-10	Single-Family 10
RM-AT	Multifamily AT	RS-6	Single-Family 6
CN-1	Neighborhood Commercial	RS-4.5	Single-Family 4.5
CN-2	Neighborhood Commercial	RS-TF	Two-Family
CR-1	Resort Commercial	RS-15	Single-Family 15
CR-2	Resort Commercial	RE	Residential Estate
CG-1	General Commercial	RS-TH	Townhouse
CG-2	General Commercial	SP	Special Permit
CI	Intensive Commercial	RV	Recreational Vehicle Park
CBD	Downtown Commercial	RMH	Manufactured Home
CR-3	Resort Commercial		
FR	Farm Rural		
H	Historic Overlay		
BP	Business Park		

Subject Property with 200' buffer

Owners in favor

4 Owners within 200' listed on attached ownership table

X Owners in opposition

Location of
Crematorium
15' U.E.
3014
2948
SHELY
NIAGARA
3006
5' U.E.
5' U.E.
3009
3013
3017
3021
3036

Site Plan

TABLE OF CONTENTS

I. LETTER FROM TREVIÑOS
BIOGRAPHY AND EXPLANATION

II. LETTER FROM MATTHEWS CREMATION
REVIEW OF FACTS REGARDING OF CREMATION EQUIPMENT WITHIN A FUNERAL FACILITY

III. LETTER FROM CREMATORY MANUFACTURING & SERVICE, INC.
INTRODUCTION, ENGINEERING, PARTNERSHIPS, AND EDUCATION

IV. ARTICLE FROM AMERICAN FUNERAL DIRECTOR
2016 CREMATION SURVEY

V. BROCHURE FROM US CREMATION EQUIPMENT
WHERE IS YOUR BUSINESS HEADING?

VI. BROCHURE FROM B&L CREMATION SYSTEMS
THE TOUCH OF TECHNOLOGY

VII. BROCHURE FROM MATTHEWS CREMATION
POWERPAK I SPECIFICATIONS

VIII. BROCHURE FROM B&L CREMATION SYSTEMS
PHOENIX II-2 AND PHOENIX II-3 FEATURES AND SPECIFICATIONS

IX. REZONING APPLICATION

X. SUMMIT CONSTRUCTION
CREMATORY BUILDING SPECIFICATIONS

My name is Genaro "Bobby" Treviño III, and I have been a resident of Corpus Christi for 25 years. I am married to my wife, Laura, and we have four children. We are the proud owners of two homes and two businesses here in Corpus Christi; and a third business in Alice. We are one of the few family owned and operated funeral homes here, minority owned, with no affiliation to any of the funeral conglomerates.

We have been local business owners for 22 years. In June of 1995, we opened Coastal Bend Mortuary Services which is a commercial embalming and transport service. In December of 1998, we opened Treviño Funeral Home here in Corpus Christi; and in July of 2014, we opened a second Treviño Funeral Home in Alice. We are now ready to complete our last business goal which is to add a crematory to our Corpus Christi location.

Currently, the funeral home here in Corpus Christi is at a 51% cremation rate and that rate is on the rise. All our cremations are contracted out to a company in Rockport. As you will read in the documents provided, the cremation rate in the country is at 45% and 38% in Texas, as of 2016. Adding a crematory to our location has become a necessity for us to stay competitive and to continue doing business in this market. We have the space and the plans; we just need the special permit required for the current zoning to move forward with this final project.

State of the art crematories are now streamlined and take up less space than they did in the past. They are easier to operate, more cost efficient, and are safer. We would be able to add one to two more full time employees who would be required to obtain a license through the state of Texas to operate a crematory. The building would be constructed out of concrete cinder blocks. All local permits and state environmental requirements will be obtained and followed. Presently in the state, many crematories are in residential and business areas; near homes, schools, hospitals, and businesses.

If we are not granted this special permit, our only other option would be to purchase an additional location and build and/or remodel which could prove detrimental to our business. This option would double our expenses and may not prove feasible for us to follow through with.

Our mission has always been, and continues to be, to serve the community by providing affordable funeral services and cremations to our clients. We are asking for your help and approval so we can continue serving this community to the best of our abilities.

Enclosed you will find letters, articles, statistics, building plans, specifications, and literature on cremations and the environment.

Thank you for your attention to this matter. We will await your response.

Sincerely,

Bobby

Bobby Treviño

PROJECT: TREVINO CREMATORY

PROJECT ADDRESS: 3006 Niagara St, Corpus Christi, TX 78405

PROPOSAL DATE: JULY 10, 2017

(Valid of 30 days)

Summit Construction, LLC. | 4833 Saratoga Blvd. #213 | Corpus Christi, TX 78413

(361) 444-9090 | Email: info@summit361.com | Website: www.summit361.com

GENERAL STATEMENT

Summit Construction, LLC proposes to build a new commercial crematory building located at 3006 Niagara St, Corpus Christi, TX 78405

Summit Construction, LLC to provide materials and labor necessary for all phases in line with scope of work listed in this document. Changes to the scope of work due to unforeseen findings or city and or state requirements may incur additional costs. All changes will be discussed between Summit Construction, LLC and client and paid in full by client prior to work being performed. Any changes to the scope of work for upgrades requested by client will be paid in full by client prior to work being performed. If any additional work is required by the City of Corpus Christi for regulation purposes, Summit Construction, LLC and client will discuss a plan of action before any such requirements are addressed. In the event that any City requirement involves additional costs, client will be responsible for payment.

SCOPE OF WORK

AS PER PLANS

1. New Construction – 900 sq ft Crematory Building built as per sketch provided by Summit Construction to owner. Special items to be included in the build:
    a. CMU Block exterior walls
    b. Standing seam metal roof
    c. Crematory Ventilation system
2. If proposal approved, a scaled and detailed set of construction plans will be provided by Summit Construction.

PAYMENTS AND DRAW SCHEDULE

Summit Construction, LLC requires a non-refundable 12% security initial down payment at the time of signing our construction contract. This 12% will be credited to the overall cost of the project. A draw schedule for the project will be provided to owner based on the remaining 88% balance due. Draws will be based on progress and completions of tasks and will be due no later than (5) five business days from draw request. If draw payments are not received within (5) five business days, Summit Construction will stop all construction until payments are received.

REPORT ON NOISE EMISSIONS

FOR

MATTHEWS CREMATION GROUP.

Prepared for:
Jarrod Gogel
Matthews Cremation Group
2045 Sprint Blvd
Apopka, FL 32703
jgogel@matthewsintl.com
800-327-2831

Prepared by:
Trevor Reschny, MS, CSP
Florida Safety Links Inc.
P.O. Box 933
Gotha, Florida 34734

Date:
June 21, 2010

Matthews
ENVIRONMENTAL SOLUTIONS

September 21, 2017

Mr. Bobby Trevino
Trevino Funeral Home
3006 Niagra
Corpus Christie, TX. 78404

Dear Bobby,

In response to our recent conversation, the following are FAQ's that could arise as it relates to the installation of a cremation system:

Will there be smoke and odor?
Under normal operating conditions there will not be any smoke or odor. Our equipment protects against this by a large internal secondary chamber whereby the products of combustion are re-burned or cleansed prior to their discharge into the environment. It is equipped with a proactive opacity (visual) monitor. The opacity monitor is continuously scanning the existing gases and takes automatic action by turning off the cremation burner if the opacity reaches a level of 10% which would be similar to smoke wafting from the tip of a cigarette.

Is the equipment environmentally safe?
Yes. Matthews Environmental Solutions currently have over 4,500 installations globally and approximately 100 units operating within Texas alone. Each, has been approved by Texas Department of Environmental Conservation. The emission levels are well below permissible levels. (See attached independent emissions source test summary).

Will the facility be operating 24/7?
It will not. It's estimated to be idle or non-operational 98% of the time.

Will it be loud?
It will not. The noise emitted is similar, to an air conditioner running. Attached is a Report on Noise Emissions performed by an independent testing laboratory. Also attached is a listing of decibels emitted and their source. As you will see, other sources we are surrounded by in our daily lives emit more noise emissions than the cremation equipment.

Will it decrease property values?

This argument has never been authenticated. Funeral Homes are typically located is residential or light commercially zoned areas as that is where they are to serve their community. Funeral Homes are typically the best maintained property. Attached are some property value assessments from several years ago when

Matthews Environmental Solutions
2045 Sprint Boulevard | Apopka, Florida 32703
O: 407-886-5533 | F: 407-886-5990 | www.matthewsenvironmentalsolutions.com

property values were higher than today. The properties are located near downtown Orlando, next to a funeral home with a crematory. In thirty (30) years of operation there was never a complaint. As one will see, the values increased.

What about Mercury?

The subject of Mercury arises on occasion. The USEPA defines Mercury as a natural occurring element.
The reality is, Mercury from the cremation process is an insignificant source of Mercury emissions.
Attached is information from the USEPA and other sources. The amount of mercury emissions, are much greater from other sources than from cremation.
Unfortunately, there is so much inaccurate information on the Internet some people will believe it to be true.

Sincerely,

Steve Talley
Sales Representative

Enclosures

Matthews Environmental Solutions
2045 Sprint Boulevard | Apopka, Florida 32703
O: 407-886-5533 | F: 407-886-5990 | www.matthewsenvironmentalsolutions.com

TABLE OF CONTENTS

1.0 BACKGROUND INFORMATION *3*

2.0 SAMPLING METHOD AND QUALITY CONTROL *3*

Instrumentation used: 3

3.0 NOISE REDUCTION BY DISTANCE FORMULA *4*

4.0 SAMPLING RESULTS *4*

5.0 HEALTH EFFECTS AND OSHA EXPOSURE LIMITS *5*

Background information about occupational noise exposure: 5

Introduction to the OSHA regulations: 5

1.0 BACKGROUND INFORMATION

At the request of Jarrod Gogel with Matthews Cremation Group, Safety Links Inc conducted a noise survey of a Cremation unit located at the Woodlawn Cemetery in Gotha Florida.

The results outlined in this report will help you:

1. Identify the baseline noise levels of the equipment
2. Document potential noise exposure for employees working in the vicinity
3. Document the noise emission levels to ensure compliance with the Riverside County California Noise Ordinances.

2.0 SAMPLING METHOD AND QUALITY CONTROL

- Noise Mapping was conducted to determine the potential noise emission levels at various distances both inside and outside of the cremation building.
- To obtain a baseline Safety Links first took noise measurements with all equipment off. Then a single unit was turned on and measurements were taken. Afterwards both units were turned on and the noise measurements were recorded.
- According to the staff and management onsite the noise levels emitted from these units remain consistent throughout start up and operation.
- All outside measurements were taken in the dBL (linear scale) for comparison purposes to the Riverside County California Noise Ordinances. All inside measurements were taken in dBA scale for OSHA permissible exposure level (PEL) comparison.

Instrumentation used:

- Extech 407732 SLM -Type II, Sr.# 080301516 (Factory calibrated 11/17/09)
- Calibrator: Extech 407744 Sr# R.144827 (Factory calibrated 11/17/09).
- The sound level meter used in the survey met the ANSI Type 2 specifications as established in ANSI Policy S 1.4-1991 (R 1997) entitled "Specifications for Sound Level Meters." The sound level meter was calibrated before and after the monitoring periods.
- The equipment was calibrated within +2% 94.0 dB at 1000 Hz using an acoustical calibrator meeting the ANSI Policy 1.25 – 1991 (R 1997).

3.0 NOISE REDUCTION BY DISTANCE FORMULA

$$dB_1 = dB_0 + 20 \log_{10}\left(\frac{d_0}{d_1}\right)$$

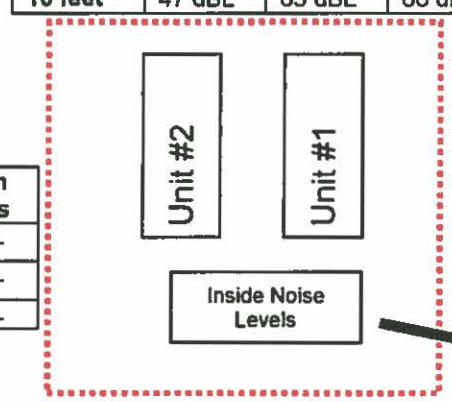
Where: db1 = noise at first distance and db0= noise at second distance

Or just remember the Rule of 6's:

- 6 dB loss w/ doubling of distance
- 6 dB gain w/ halving of distance

4.0 SAMPLING RESULTS

- All measurements were taken on June 21, 2010
- The first sample corresponds to the Base Line noise levels (i.e. no equipment running) and was conducted at 722AM
- The second sample corresponds to the noise levels of a single unit running at full capacity and was conducted at 730AM
- The third sample corresponds to the noise levels of both units running at full capacity and was conducted at 740AM
- Both units were the Matthews Cremation Group "Super Power Pak III" model.



N

Distance	Base Line	Single Unit	Both Units
100 feet	47 dBL	47 dBL	47 dBL
50 feet	47 dBL	51 dBL	52 dBL
10 feet	47 dBL	65 dBL	66 dBL

Distance	Base Line	Single Unit	Both Units
100 feet	45 dBL	45 dBL	45 dBL
50 feet	45 dBL	45 dBL	45 dBL
10 feet	45 dBL	46 dBL	47 dBL

Distance	Base Line	Single Unit	Both Units
100 feet	49 dBL	45 dBL	45 dBL
50 feet	49 dBL	46 dBL	46 dBL
10 feet	49 dBL	50 dBL	50 dBL

Distance	Base Line	Single Unit	Both Units
100 feet	47 dBL	47 dBL	47 dBL
50 feet	47 dBL	47 dBL	47 dBL
10 feet	47 dBL	48 dBL	49 dBL

	Base Line	Single Unit	Both Units
Inside Noise Levels	54 dBA	68 dBA	71 dBA

Please note: All distances are approximate. Drawing not to scale!

5.0 HEALTH EFFECTS AND OSHA EXPOSURE LIMITS

Background information about occupational noise exposure:
Noise is one of the most widespread occupational health problems in industry. Exposure to noise can cause hearing loss in addition to other harmful health effects. Other effects can include the interference with understanding speech; stress reaction; lower employee morale; reduced efficiency; annoyance; interference with concentration; and overall employee fatigue. The effects of noise depend primarily on the intensity and frequency of the noise in addition to the duration of the exposure.

Noise-induced hearing loss can be temporary or permanent. Temporary hearing loss results from short-term exposures to noise, with normal hearing returning after period of rest. On the other hand, prolonged exposure to noise over a period of time gradually causes permanent damage. This type of noise-induced hearing loss is a permanent sensorineural condition that cannot be treated medically and is initially characterized by a declining sensitivity to high-frequency sounds, usually at frequencies above 2,000 Hz.

Introduction to the OSHA regulations:
The Occupational Safety and Health Administration's hearing conservation regulations have been designed to protect workers from hearing impairment throughout their entire working lifetimes. To do this, OSHA has implemented a Permissible Noise Exposure Level of 90 dBA averaged over an eight hour period. OSHA has further established the "Action Level" at 85 dBA meaning that employers are responsible for implementing a Hearing Conservation Program when workers are exposed to levels at or above 85 dBA. The OSHA standard uses a 5 dBA doubling scale meaning that for every 5 dBA increase in exposure, the allowable time is reduced to half. For example, workers can be exposed without the use of hearing protectors for 8 hours at 90 dBA, 4 hours allowed at 95 dBA, 2 hours allowed at 100 dBA, etc.

The applicable federal regulations includes: *Code of Federal Regulations, Title 29, Chapter XVII, Part 1910, Subpart G, 1910.95: sections (a), (b), (c), (d), (e), (f), Appendix A, and Appendix G.*

Matthews Cremation

2045 Sprint Boulevard
Apopka, FL 32703
407-886-5533 tel
407-886-5990 fax
800-327-2831

Matthews
MEMORIALIZATION

July 6, 2016

Mr. Bobby Trevino
Trevino Funeral Home
3006 Niagra
Corpus Christi, TX. 78405

Dear Bobby,

As a follow-up to our telephone conversation, this letter will review some facts regarding the common placement of cremation equipment within a funeral related facility.

Matthews Cremation Division has been designing, manufacturing and installing combustion systems for a broad range of industries for over 69 years. We are recognized as the leader in cremation equipment, with over 4,500 installations throughout the United States and 50 countries. Our designs have been granted U.S. patents, and have been adopted as industry standards for quality and performance. In addition, we are the largest service and repair organization, servicing all brands of cremation equipment.

Our company has been involved with the various fields of combustion for many years, and directly related to the cremation industry for over 52 years. We are a member in good standing with the Cremation Association of North America, and became its first supplier member approximately 40 years ago.

As the largest manufacturer of cremation equipment, our company annually markets over 70% of our production to the funeral industry. Most funeral establishments are located in residential communities and/or light commercial areas, since they are there to serve the local population. The cremation equipment is installed within the funeral home and is generally considered by most zoning regulations to be an extension of existing business and/or services.

The equipment operates without smoke or odor, and each and every installation must be permitted by the environmental authorities for the city, state or province in which it is installed. The equipment we manufacture is Underwriters Laboratories (UL) listed, confirming maximum safety of both equipment and personnel.

In addition, in Canada our equipment is built to the standards of the Canadian Gas Association (CGA), and is inspected and approved by them for safety of both the electrical and gas control systems.

Each model manufactured by our company is tested by an independent testing laboratory against standards set forth by the federal government. Our equipment's emission levels are substantially lower than the allowable standards to ensure environmental quality. *Residents of the area will not be aware the equipment is operating. *

All machinery that performs combustion, whether automobiles or furnaces of any type (fireplaces or crematories), gives off byproducts referred to as *particulate matter*. Because of our equipment's high quality standards, these byproducts are not visible, nor is there an odor of the material being combusted. At the present time there are over ninety (90) of our cremators operating within the State of Texas. Each has been approved and permitted by the Texas Commission on Environmental Quality.

The equipment operates automatically and has built-in pollution detection equipment that constantly supervises the operation, safeguarding against pollution and environmental impact. Cycle time is approximately two hours. When this cycle time is multiplied by the annual frequency of use, the actual hours of operation become insignificant.

The present rate of cremation in this country is approximately 45% and 38% in Texas. It is of vital importance that these services be locally available to residents of the community, to help minimize cost to them and fulfilling their demands.

I appreciate your interest and concern regarding the basic information surrounding the installation of cremation equipment. Please feel free to distribute this letter of information to any individuals and/or group that might have interest.

Should you or others require additional information or have questions about anything in this letter, please call me using our toll-free number: 800-327-2831.

Yours very truly,

Stephen A. Talley
Senior Sales Representative

Crematory
Manufacturing
& Service, Inc.

July 28, 2016

DearMr. Trevino:

Welcome to CMSI We truly appreciate your interest in our company and our cremation equipment. We look forward to working with you. Whether you are adding to your existing cremation business or starting a new one, we have the products, services and training to meet your specific needs. Enclosed you will find detailed information and pricing for your review and consideration.

Balanced Engineering

At CMS we strive to advance the efficiency, safety and cost-effectiveness of our products and services while always maintaining a balance of technology and utility. In other words, we do not "over-engineer."We believe that technology should support design, not the other way around. If the overall safety and performance of our equipment is not improved, then adding new technology serves no purpose. By taking a balanced approach, we have been able to develop equipment that advances our standards of performance, efficiency and safety, all while maintaining ease-of-use and affordability for you.

Service Partnerships

Success in cremation is impossible without properly operated and maintained cremation equipment, and we understand that funeral professionals are not service technicians. That is why, in addition to our 24-hour service hotline (800.726.6120) and our new online Help Center (help.crematorymanufacturing.com), we have introduced bundled maintenance packageswith all of our cremators. From low-volume to high-volume and from tech-savvy to tech-challenged, we provide complete support custom-tailored to your needs.

Universal Education

We want to change the way people think about cremation. Too often it is portrayed as dirty, cheap and easy, and misinformation about cremation in the media abounds. CMS is committed to erasing this perception by bringing cremation into the positive light it deserves.We offer comprehensive training, provide scholarships for continued education in cremation, host an online community forum, and have partnered with professional associations to develop a progressive curriculum for the training of modern cremationists. By fostering a community of individuals with the same mission, CMS will prepare them to become the new voice for cremation. Join the movement at facebook.com/ChangingCremation.

I will follow up soon, once you have had a chance to review the enclosed information. In the mean time, if you have any questions or need any additional resources, please do not hesitate to ask. I am always happy to help.

Best regards,

Larry Stuart, Jr
President
Crematory Manufacturing & service, Inc.

PO Box 371 Tulsa, OK 74101 | crematorymanufacturing.com | P: 800.726.6120 F: 866.458.3483

to call him on his cell, as he'd be a great resource and tool for your toolbox.

If there's anything else I can do don't hesitate to ask. See you soon!

PS – please be safe with this hurricane coming!!!!

Jennifer DiCamillo
South Texas Regional Marketing Manager
Wilbert Funeral Services, Signet Supply, & Pierce Chemicals
5111 SE 410 Loop
San Antonio, TX 78222
C. 210-612-9369
P. 210-922-2122
F. 210-922-9783

Wilbert | PIERCE
Commemorating Life with Respect

From: Kevin Finnery [mailto:kevinf@armilcfs.com]
Sent: Thursday, August 24, 2017 10:30 AM
To: Jennifer DiCamillo <JDicamillo@wilbert.com>; Jeff Parduhn <jeffp@armilcfs.com>
Cc: Tom Krowl <tomk@cremsys.com>
Subject: RE: Information for a client - Corpus Christi, TX

Good morning Jennifer,
Kevin Finnery from Cremation Systems here.

In short all manufactures are required to perform a 3rd party EPA stack emissions test (attached) every 5 years to assure conformance with the EPA regulations. Attached is a copy of the stack emission test for our CFS 2300 that describes the test and documents the emissions.

Typically in local zoning approvals they are most interested in emission monitoring on the equipment. Our CFS 2300 utilizes an opacity monitor in the stack. Basically it shoots a beam of light through the stack…if smoke is

detected the combustion controls modulate the fuel and air mixture to mitigate the smoke.

Also note that we can meet on site with the customer and village to support their application at no charge if they feel that would be helpful.

If you can supply the contact information we would welcome the opportunity to submit a formal proposal for our equipment.

If I can be of further assistance to either you or your client please do not hesitate to contact me. My cell phone is 708-577-8791

Best Regards,
Kevin

Kevin W. Finnery

Kevin W. Finnery

Armil CFS, Inc.

www.armilcfs.com
www.cremsys.com

Office: 708.339.6810
Fax:708.339.0517

This is to Certify that:

Justin Merryman

Is a Qualified Individual as defined in Section 8.3 of ASTM D7036-04 for the following test methods:

EPA Methods 1, 1A, 2, 2A, 2C, 2D, 2F, 2G, 2H, 3, 3B, 4, 5, 5A, 5B, 5E, 5F, 5i, 17, 19, 201A, and 202.

The individual has met the minimum experience requirements defined in Section 8.3.4.2 of ASTM D7036-04 and has successfully passed an internal comprehensive examination for the test methods designated above.

This certification is effective until: **01-14-2018**

Date of Issue: 02-13-2013

Certificate Number: 00509

Edward J MacKinnon

Air Measurements Practice Quality Director

TRC

TRC

Company: Armil CFS
Plant: Crown Point, IN
Unit: CFS 2300
Location: Stack

Job #: 201833
Methods: M5
Run #: 3
Traverse Sheet: 1 of 1

Test Date: 8/28/2013
X-Factor: 131.547
Minutes/pt: 2

Port & Point ID	Clock Time	Meter Volume ft³	DP in. H_2O	Stack °F	Dry Gas Meter Inlet °F	Dry Gas Meter Outlet °F	Orifice DH in. H_2O	Probe Liner °F	Filter Outlet °F	Impinger Train Outlet °F	Impinger Train CPM Filter °F	Pump Vacuum in. Hg
								This data not entered in Excel				
A-1	1515	424.757	.04	760	80	80	2.3	256	251	60	N/A	2
2	1517	426.38	.04	759	80	80	2.3	258	252	60		2
3	1519	428.35	.04	730	80	80	2.4	258	253	60		2
4	1521	430.02	.06	718	81	81	3.6	257	253	60		3
5	1523	431.81	.06	705	81	80	3.7	257	252	60		3
6	1525	433.95	.07	705	81	80	4.3	257	255	61		4
7	1527	436.33	.06	705	83	80	3.7	255	253	61		4
8	1529	438.57	.06	706	84	80	3.7	255	254	61		4
9	1531	440.53	.04	704	84	80	2.5	254	255	62		3
10	1533	442.34	.04	694	84	80	2.5	254	254	62		3
11	1535	444.17	.04	691	84	80	2.5	253	255	61		3
12	1537	445.97	.04	688	85	80	2.5	253	254	61		3
	1539	447.754										
B-1	1541	447.754	.05	685	83	80	3.1	253	253	61		4
2	1543	449.67	.05	692	84	80	3.1	254	253	60		4
3	1545	451.68	.05	693	85	80	3.1	253	253	60		4
4	1547	453.58	.06	694	86	81	3.7	256	254	60		5
5	1549	455.74	.06	695	86	81	3.7	256	255	61		5
6	1551	457.87	.06	695	87	81	3.7	256	254	61		5
7	1553	460.14	.06	694	87	81	3.7	257	255	62		5
8	1555	462.14	.05	694	87	81	3.1	254	252	62		4
9	1557	464.24	.04	694	87	81	2.5	254	255	62		4
10	1559	466.01	.04	689	86	81	2.5	254	254	62		4
11	1601	467.77	.05	686	86	81	3.1	256	252	62		4
12	1603	469.74	.04	683	86	81	2.5	256	253	62		4
	1605	471.623										

Comments/notes:

© 2013 TRC Environmental Corp.

AM-EMT-15 Rev. 31
Revised 06/11/13

This is to Certify that:

Justin Merryman

Is a Qualified Individual as defined in Section 8.3 of ASTM D7036-04 for the following test methods:

EPA Methods 3A, 6C, 7E, 10, 10B, 19, 20, 25A.

CEM Performance Specifications PS2, PS3, PS4, PS4A, PS5, PS6, PS7, PS8, and PS15

The individual has met the minimum experience requirements defined in Section 8.3.4.2 of ASTM D7036-04 and has successfully passed an internal comprehensive examination for the test methods designated above.

This certification is effective until: **01-14-2018**

Edward J MacKinnon

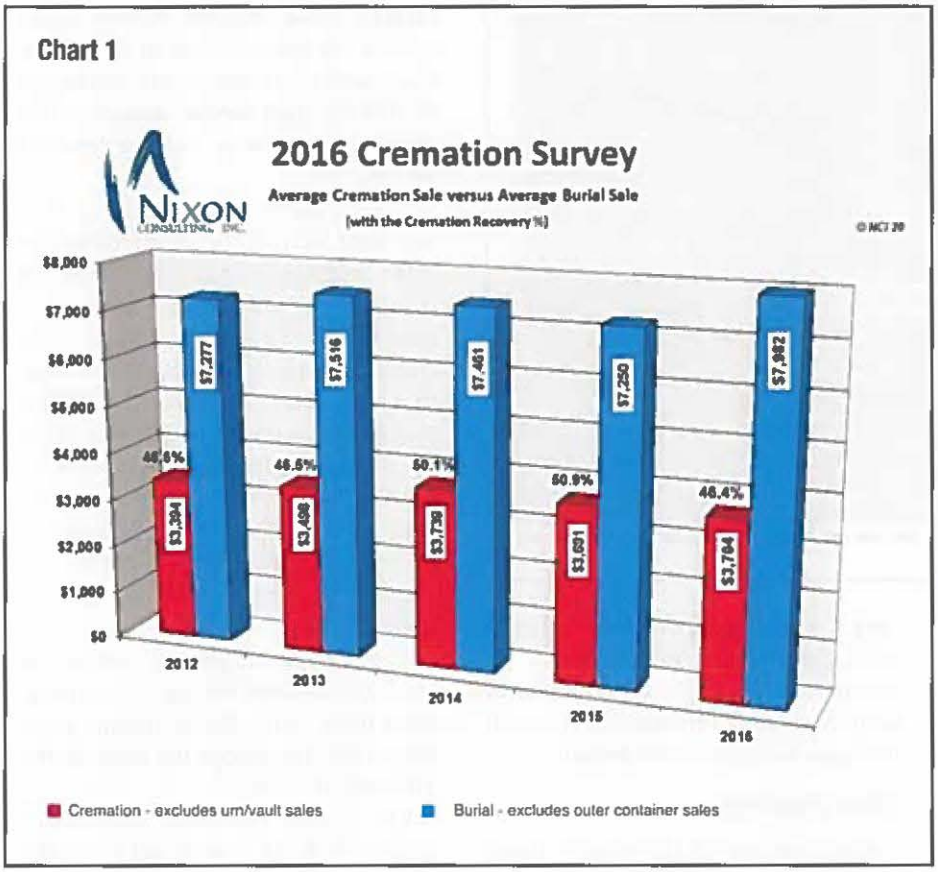
Air Measurements Practice Quality Director

Date of Issue: 02-13-2013

Certificate Number: 00511

TRC

Chart 1



The NCi Cremation Survey Group remains focused on 10 firms with group members from New England to Texas and from the Atlantic coast to west of the Mississippi. The survey group includes a wide range in volume (83 to 433 total calls).

Last year these firms produced total revenues of nearly $12 million based on 1,956 total calls. The revenue per call (including burial service, cremation service, casket and cremation container) for the firms in this study group averaged $6,030, up 5.5 percent over the 2015 average revenue per call of $5,713.

The Averages

In Chart 1 (above) you can see the most recent five years' findings comparing the cremation average sale (container and service – no urn) to the burial average sale (casket and service – no vault).

The Cremation Gap

Table 1 (at right) shows that the gap between cremation and burial, $4,278 in 2016, rose $719 last year – a 20.2 percent jump from the 2015 gap of $3,559.

We also calculate the "adjusted net gap" between burial and cremation. We determine the net revenues after a funeral firm pays for a burial casket or a cremation container.

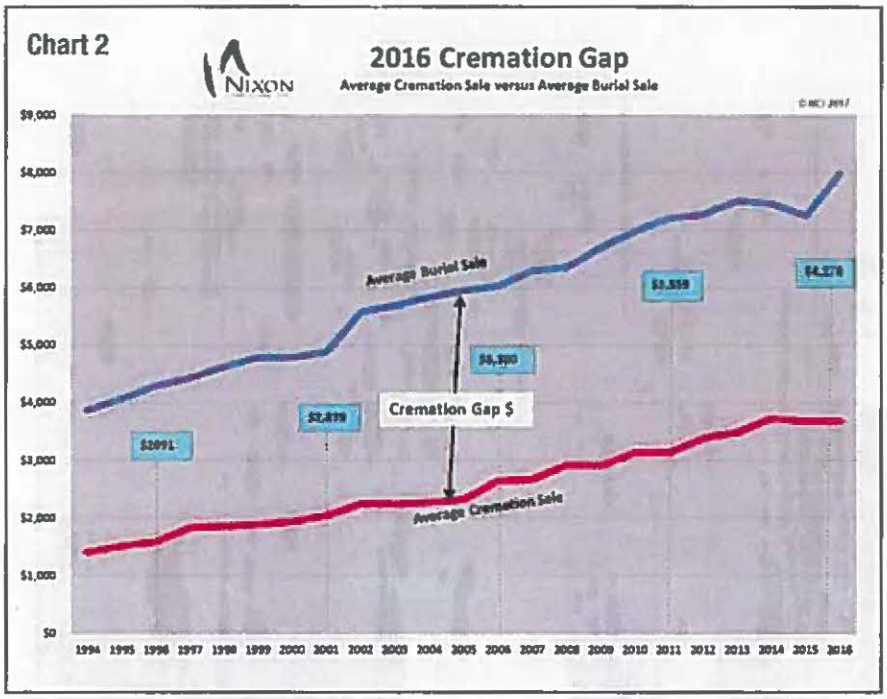
After subtracting the average wholesale cost of a casket, $1,300, we find that the funeral home retains a gross contribution of $6,682 from its average casket and service sale of $7,982.

On the cremation side, we subtract the average cremation container cost of $300 from the average cremation service and container of $3,704, resulting in a gross contribution of $3,404.

The difference between the burial contribution of $6,682 and the cremation contribution of $3,404

Table 1: NCI Cremation Gap

1994	$2,470
1995	$2,545
1996	$2,691
1997	$2,588
1998	$2,762
1999	$2,898
2000	$2,839
2001	$2,839
2002	$3,326
2003	$3,439
2004	$3,559
2005	$3,625
2006	$3,380
2007	$3,618
2008	$3,434
2009	$3,791
2010	$3,837
2011	$4,064
2012	$3,883
2013	$4,018
2014	$3,723
2015	$3,559
2016	$4,278



produces a theoretical adjusted net gap of $3,278 as compared to the 2015 adjusted net gap of $2,559 (the 2014 adjusted net gap was $2,772).

Cremation Recovery Percentage

The Cremation Recovery Percentage or CRP is calculated by dividing the average cremation sale by the average burial sale. As previously stated, the 2016 CRP was 46.4 percent – a dramatic decline from the 2015 gap of 50.9 percent. Based on the 2016 figures, the typical funeral home served 2.2 cremations to reach the same revenue as one burial.

Other Findings

Sixty percent of the study's firms saw their cremation sales average improve in 2016 when compared to 2015. The average service charge for the group was $5,032, a 0.8 percent increase over the 2015 service charge average of $4,992. Service charges ranged from $4,580 to the same $6,095 top charge found in 2015. The five larger-volume firms averaged $5,069 for their service charges, while those with fewer calls averaged $4,994.

Direct cremation for the group averaged $2,439, as compared to the 2015 average of $2,330. When we compare the firms' direct cremation average of $2,439 to the service charge average of $5,032, we can see that the direct cremation to service charge percentage (DC/SC) equaled 48.5 percent, almost 2 percent higher than in 2015. This DC/SC calculation tells us that while cremation pricing for the group improved, the actual cremation sales results declined percentage-wise.

The average number of cremations for 2015 reached 88, up four cremations from 2015. Burial volume averaged 108 calls, about the same as the 107 calls from 2015.

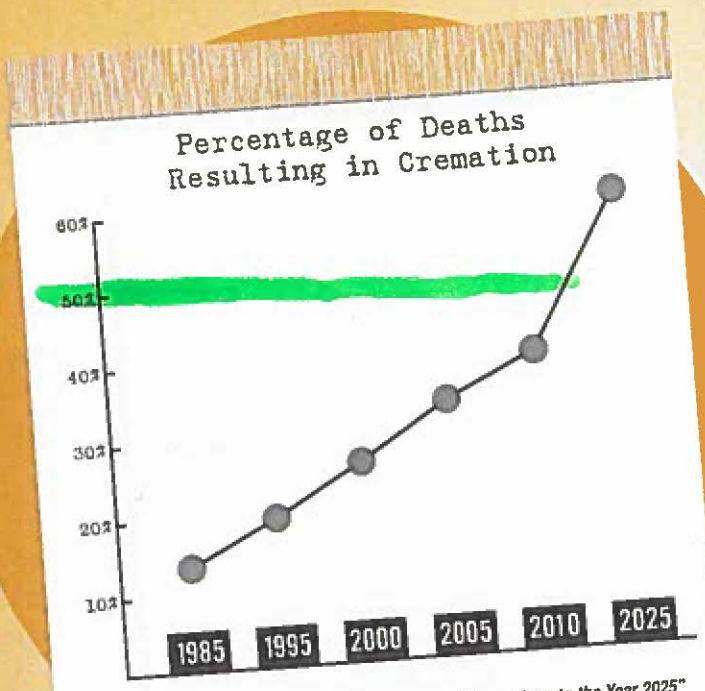
The group's average crematory charge of $302 was down from the 2015 average of $321. Fees charged by the crematory rose just $7 from the prior year to reach $236 in 2016.

Table 2: Cremation Survey Results

NCi Cremation Survey Group™	2012	2013	2014	2015	2016
Average Cremation Sale *(Container & Service)*	$3,395	$3,498	$3,739	$3,691	$3,704
Average Burial Sale *(Casket & Service)*	$7,277	$7,516	$7,461	$7,250	$7,982
Cremation Recovery Percentage *(CRP)*	46.6%	46.5%	50.1%	50.9%	46.4%
Cremation Gap *(Cremation Avg. less Burial Avg.)*	-$3,883	-$4,018	-$3,723	-$3,559	-$4,278
# Cremations needed to equal one Burial Call Revenue	2.1	2.1	2.0	2.0	2.2

Where is *your* business heading?

With cremation requests continuing to increase nationwideit makes good financial sense to consider the purchase of a crematory.



As reported in the CANA "Final 2006 Statistics and Projections to the Year 2025" presented at the 90th Annual Convention, Montreal, Canada, August 6-9, 2008
© CANA Cremation Association of North America

Reliable, even conservative statistics tell us that cremation is on the rise; rapidly in states that have resisted this change and in a measurable progression in those currently showing more moderate growth.

For firms relying on third party providers, the difference in the cost for this service and that of financing or leasing equipment may amount to a few hundred dollars a month. Why not take advantage of the opportunities cremation offers?

- Build equity in your business
- Improve Cash flow
- Secure "custody of care" for your families
- Limit liability exposure
- Become a full service facility

The projections shown in the chart above make a strong case for action now. Learn more about the advantages of ownership by calling Cal Wilkerson at 321.282.7357 or visit us at **www.uscremationequipment.com.**

There is no obligation and it would be our pleasure to answer any questions you may have about our equipment, services and the feasibility of adding this dynamic opportunity to your bottom line.

Visit us at NFDA, Booth # 1152

Model US 100 "Glassic" Cremator
The performance and value leader in cremation systems.

US Cremation Equipment
A Division of

370 S. North Lake Blvd., Ste. 1004
Altamonte Springs, FL 32701
Ph: 321.282.7357 • Fax: 321.282.7358
www.uscremationequipment.com
E-mail: info@uscremationequipment.com

Cremation Systems, Inc.

WORLDWIDE SALES AND SERVICE

Family Owned and Operated Since 1985

Built Better to Last Longer

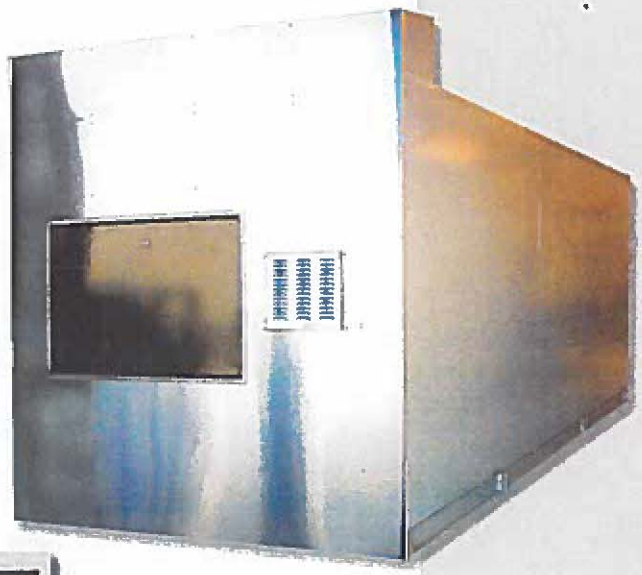
The Touch of Technology!

PHOENIX II-2

Features:

- *Capacity Up To 850 Lbs.*
- *Available with Front or Rear Remains Retrieval*
- *PLC Control*
- *Color Touch Screen*
- *Fully Automatic*

PHOENIX II-3



Features:

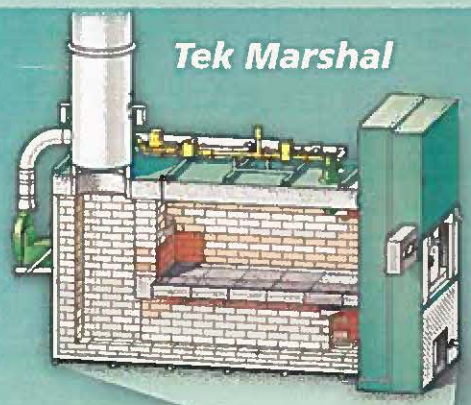
- *Capacity Up To 850 Lbs.*
- *Fully Automatic*
- *Color Touch Screen*
- *PLC Control*
- *Reduced Cremation Times*

Call Us Today,
or
Visit Our Website!

7205 114th Avenue North, Largo, Florida 33773 USA
Toll Free 1-800-622-5411 or (727) 541-4666
Fax (727) 547-0669
sales@blcremationsystems.com
www.blcremationsystems.com

MADE in U.S.A.

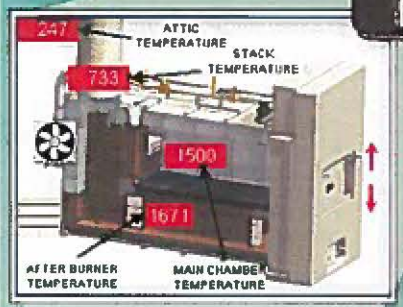
Tek Marshal



- Monitor your retort anytime via the Internet
- Remote diagnostics eliminate costly service calls
- EPA data recorded automatically
- Case information recorded automatically

TEK MARSHAL™

Fire Marshal



FIRE MARSHAL™

- Fully automatic operation
- Remote access via the internet
- Remote monitoring via smartphone or computer
- Remote diagnostics

CFS 2300 Cremation Chamber

Made in Illinois!

Built by **Cremation Systems**
Installed by **Cremation Systems**

Cremation Systems is a division of Armil CFS, Inc., manufacturer of high temperature process equipment since 1968. Armil CFS utilizes the finest combustion and control components, refractory and insulating materials to provide premium, high efficiency, low maintenance cremation equipment.

ICFHA
Illinois Cemetary & Funeral Home Association

CANA
Cremation Association of North America

Illinois Funeral Directors Member 2016

NFDA
National Funeral Directors Association

Cremation Systems™
Division of Armil CFS, Inc.

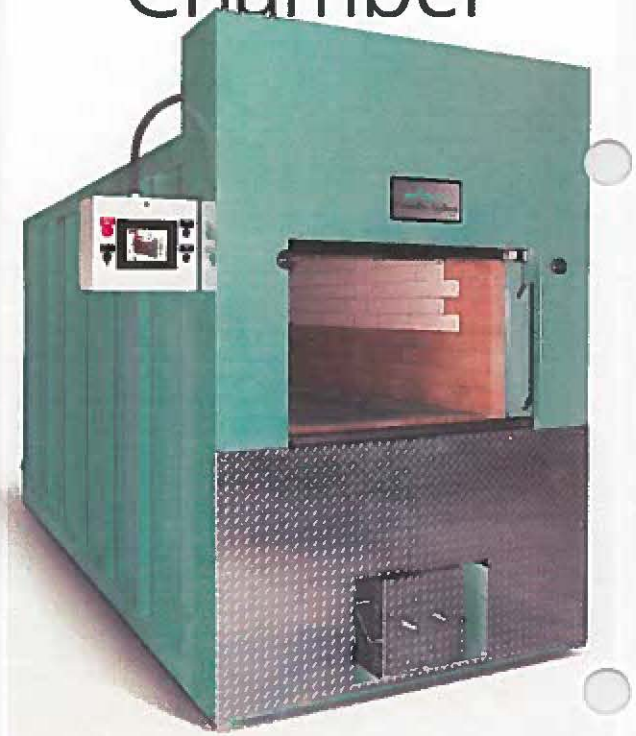
15660 South LaSalle Street
South Holland, IL 60473

708-339-6810
Fax: 708-339-0517

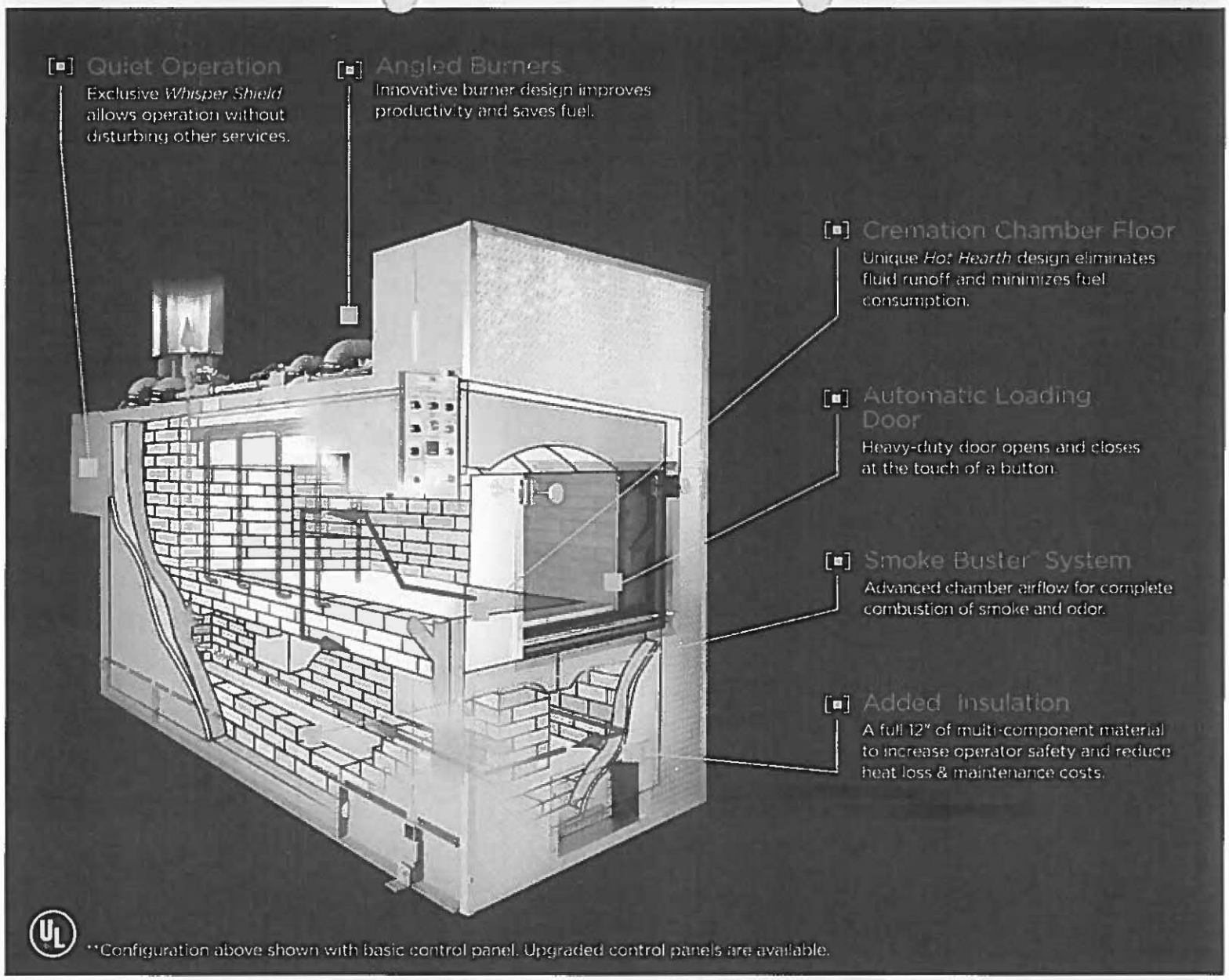
www.cremsys.com

© 2009-16, Cremation Systems

CFS-2300 Cremation Chamber



Cremation Systems™
Division of Armil CFS, Inc.



**Configuration above shown with basic control panel. Upgraded control panels are available.

The Power of Partnership

- Financial ROI Analysis
- Zoning and Permitting Support
- Operator Training and Certification
- 24/7 Customer Service and Support
- Custom Engineering and Design
- Facility Layout and Design
- Crematory Accessories and Supplies
- Leasing and Financing Options
- Turn-Key Installation

PowerPak I Specifications

Overall Height:	8' 4" (2.54 m)
Overall Width:	6' 9" (1.96 m)
Overall Length:	15' 8" (4.77 m)
Weight:	23,400 lb. (10,614.1 kg)
Fuel:	Natural or L.P. Gas (Oil available)
Electrical:	230 volts, 1-phase/3-phase

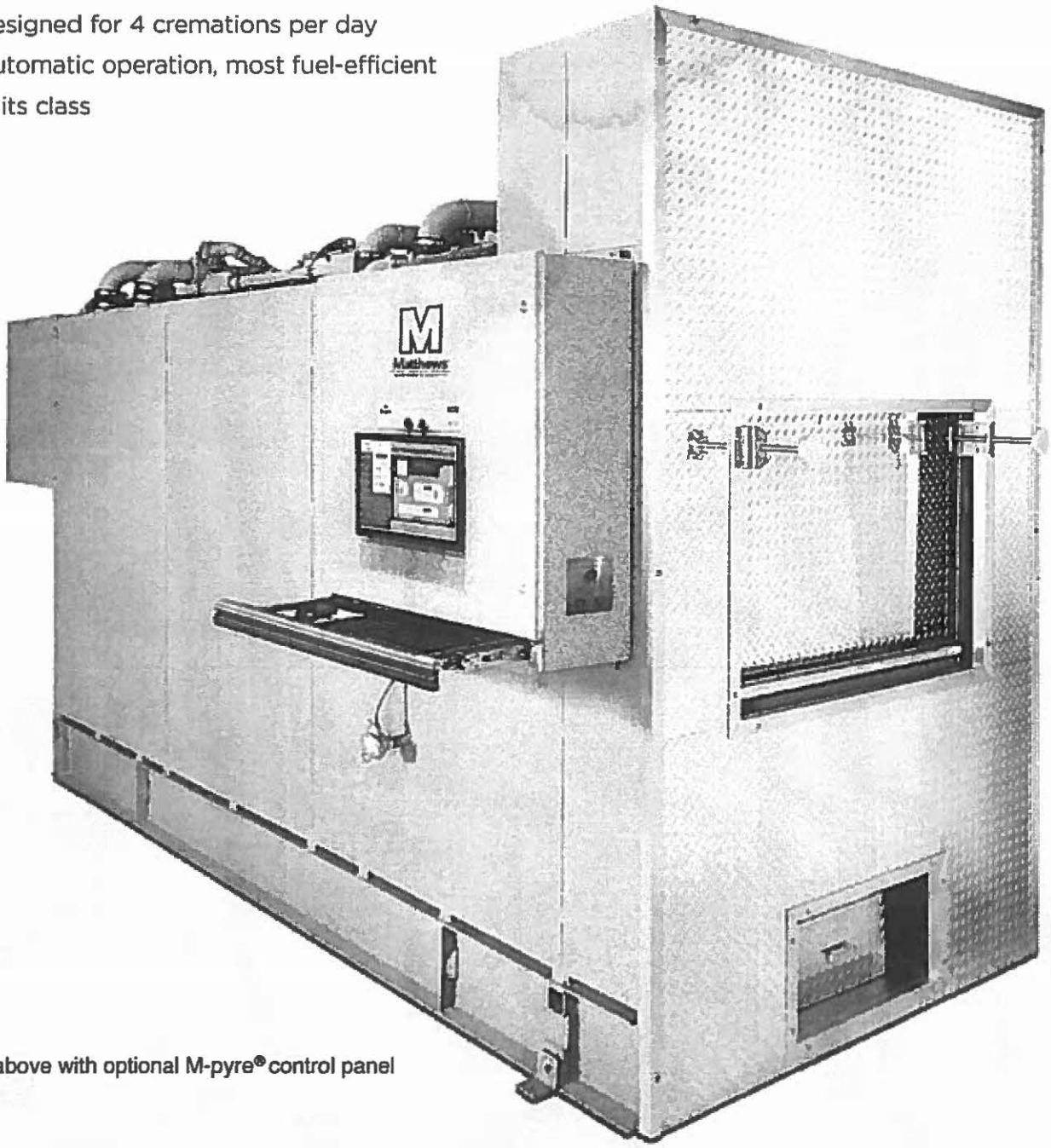
Control panel can be located right, left or remote

PowerPak I

The Basic Essential

SMOKE-BUSTER™ 138

- [■] Ideal for New or Low-Volume Crematories
- [■] Designed for 4 cremations per day
- [■] Automatic operation, most fuel-efficient in its class



**Shown above with optional M-pyre® control panel

The Future Of Cremation

Matthews
ENVIRONMENTAL SOLUTIONS

PHOENIX FEATURES & SPECIFICATIONS

PHOENIX II-2

DIMENSIONS:

HEIGHT - 8'
9' Front Door Frame/Cap
WIDTH - 8'5"
LENGTH - 10'8"
WEIGHT - 36,000 lbs.

POWER REQUIREMENTS:
220 Volts, 1 Phase, 45 AMPS
110 Volts, 1 Phase, 10 AMPS

AVAILABLE:
In 3 Phase
& 50 Cycle Options

GAS PRESSURE:

Natural Gas	7"-10" W.C.
Propane Gas	11" W.C.

CREMATION RATE:
150 lbs. Per Hour

BURNER OUTPUT:

Maximum Input Rating	2,500,000	BTU's Per Hour
After Burner Maximum	1,500,000	BTU's Per Hour
Modulation Minimum	100,000	BTU's Per Hour
Ignition Burner	300,000	BTU's Per Hour
Cremation Burner	500,000	BTU's Per Hour
Emission Burner	200,000	BTU's Per Hour

AIR REQUIREMENTS:
Outside air inlet lowers in the room located at or below burner height capable of passing 2,500 cfm of free air.

DOOR OPENING:
45" Width x 32" Height

DUAL DOOR OPTION:
Load Front and/or Rear.

FULLY AUTOMATIC CONTROL SEQUENCE Operation is made simple by the fully automatic control sequence. A PLC controls all the automatic functions while providing operator interface through a color touch screen, ensuring optimum control while providing the lowest fuel consumption. Visual verification of each stage is provided on the color touch screen. Operator override is achieved at a turn of a switch for semi-manual control.

HOT HEARTH DESIGN First introduced by B&L, this design allows for wasted afterburning heat to be recycled through the hearth, eliminating fluid problems, lowering fuel consumption and extending the hearth life.

MULTI-CHAMBER AIR CONTROLLED DESIGN The entire combustion process is completed within the air controlled chambers eliminating burning in the stack, allowing for 24 hour operation and providing for greater fuel efficiency.

POLLUTION MONITORING & CONTROL SYSTEM This system constantly monitors the stack gases to prevent visible emissions. Integrated with the automatic system, this feature enables the unit to make all necessary adjustments automatically.

REFRACTORY LINED STACK A three inch insulating liner is provided as a safety feature. While gases seldom exceed 800°F, the liner reduces heat penetration under every condition, preventing the possibility of fire. A ten year warranty is offered on the stack liner.

LOW NOISE The secondary combustion blowers have been manufactured and installed to allow for low noise operation. The Phoenix retorts are the quietest units available.

HYDRAULIC LOADING AND CLEAN-OUT DOORS Push button operated, this feature enables the operator to open the door to the desired height from the control panel, an important safety feature for busy operations providing better fuel efficiency and longer refractory life.

PHOENIX II-3

DIMENSIONS:

HEIGHT - 8'
9'6" Front Door Frame/Cap
WIDTH - 8'
LENGTH - 12'6"
WEIGHT - 40,000 lbs.

POWER REQUIREMENTS:
220 Volts, 1 Phase, 45 AMPS
110 Volts, 1 Phase, 10 AMPS

AVAILABLE
In 3 Phase
& 50 Cycle Options

GAS PRESSURE:

Natural Gas	7"-10" W.C.
Propane Gas	11" W.C.

CREMATION RATE:
150 lbs. Per Hour

BURNER OUTPUT:

Maximum Input Rating	2,500,000	BTU's Per Hour
After Burner Maximum	1,500,000	BTU's Per Hour
Modulation Minimum	100,000	BTU's Per Hour
Ignition Burner	300,000	BTU's Per Hour
Cremation Burner	500,000	BTU's Per Hour
Emission Burner	200,000	BTU's Per Hour

AIR REQUIREMENTS:
Outside air inlet lowers in the room located at or below burner height capable of passing 2,500 cfm of free air.

DOOR OPENING:
45" Width x 32" Height

CLEAN-OUT DOOR:
45" Width x 12" Height

STAINLESS STEEL FRONT More than just aesthetics, stainless steel is easy to clean, while providing a professional finish to your equipment. This is an important feature when considering viewing.

REMAINS REMOVAL SYSTEM A separate remains removal door, located at the rear of the unit, is included to enable the operator to push the remains to the rear of the chamber. This reduces heat loss and thermal shock as the main door needs only to be opened 6" to 8" for removal. A stainless steel cooling pan is located on the outside of the unit to prevent fluid contamination. A dust control system is provided for operator safety. An automatic fan system is provided to cool the remains.

REFRACTORY Our exclusive features are 6 inch high duty refractory walls in all chambers and 7 inch 3000°F abrasive resistant material in the main chamber ceiling and hearth to provide longevity and better fuel efficiency. Ask about our refractory guarantee.

INSTALLATION Installation is made easy as our units are fully piped, wired and tested prior to shipment from the factory. Once the machine has been off loaded and the stack and utilities hooked-up, our factory personnel will provide a free start-up and training service.

B&L WORLDWIDE SALES AND SERVICE

Cremation Systems, Inc.
7205 114th Avenue North
Largo, Florida 33773
1-800-622-5411 or (727) 541-4666
Facsimile (727) 547-0669
sales@blcremationsystems.com
www.blcremationsystems.com