



COURSE: Outer Burial Container Basics

Length: 60 minutes (50 minute presentation/10 minute Q&A)

Summary:

Families need to make informed purchasing decisions about outer burial containers and funeral professionals need to be knowledgeable in order to properly educate. This course presents the basics of outer burial containers, including function, design and differences among types. Also covered in this course are typical concerns of families pertaining to OBCs and burial vaults and how to best address those concerns and help the family understand their options.

Outline:

- I. Introduction: Who is Wilbert & Licensee network
- II. Consumer awareness research by PAR
 - a. Awareness of need for outer burial container
 - b. Knowledge of OBCs & burial vaults
 - c. Concerns
- III. Definition of OBCs
 - a. National Concrete Burial Vault Association definition of concrete burial vault
- IV. Materials used in burial vaults
 - a. Why concrete is used
 - i. Specifications
 - ii. Testing
 - b. Plastic liners
 - c. Metal reinforcement
 - d. Adhesives
- V. Loads & Stresses
 - a. Static
 - b. Dynamic
 - c. Impact
 - d. Hands-on demonstration of loads/stresses using breaker boards
- VI. The role of the burial vault carapace
- VII. The importance of the graveside service
- VIII. Communicating with families
 - a. Common concerns & how to address them
- IX. Differences between burial vault units
 - a. Single reinforcement
 - b. Double reinforcement
 - c. Triple reinforcement
- X. The importance of working together in the service to families: video from past NFDA president and recognized funeral professional, Patrick Lynch
- XI. Q & A session