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FOCUS

No. 144
Summer 2026

... on the activities of the OHIO EMBALMER ASSOCIATION

P.O. Box 621320 • Cincinnati, OH 45262-1320

Fall Seminar September 16, 2026

Frankfort (Millville) KY
Castle & Key Distillery

4445 McCracken Pike Frankfort KY, 40601

DAY AT A GLANCE

- .75 Hour – 8-8:45 am Registration and Coffee (with shots... kidding)
- 2.0 Hour – 9-11, John T. Hill, Explaining Embalming to Everyone
- 1.0 Hour – 11-12, John T. Hill, Embalming Best Practices
- 1.0 Hour – 12-1 pm – Lunch
- 1.0 Hour – 1-2, Ed Sandmeier – Embalming the Tissue Donor Case
- 2.0 Hour – 2-4, Don Ferfolia, Esq. – FTC & Federal Law Update

6 Hours of Continuing Ed have been applied for in OH & KY
Cost \$150 Members and \$225 non members.

HOTEL ACCOMMODATIONS

Home2 Suites by Hilton Frankfort. 105 Allen Way - Frankfort KY, 40601.
\$144 per night. 502.234.2450. See link on our website.
Reservation cut off is August 28th.

OEA Winter Seminar - September 16, 2026

Castle & Key Distillery
\$150 member - \$225 Non-member (includes new member registration fees and dues)

If non-member, please use space below for your current mailing address:

Name _____	Member ID _____
Embalmers' license # _____	FD License # _____
Address _____	located next to your address
City / State / Zip _____	
Phone _____	E-mail _____

Please complete form (or photocopy) and send with the appropriate check and postage to:
O.E.A., PO Box #621320, Cincinnati, Ohio 45262-1320. 513.384.7846 www.ohemb.com.
Visit www.ohemb.com or Contact David Hicks 513.384.7846

Contact the
Secretary if any ques-
tions. 513.384.7846 or
hchohicks@me.com

PRESIDENTS MESSAGE

Greetings, my friends,
It feels like the calendar this year has been on fast forward, we are into the middle already. Here at OEA we have been working on our programs for the fall and hope to give you a few opportunities for more CEUs before the end of this compliance period.
First up will be our September meeting at Castle and Key Distillery in Frankfort, Kentucky. This will give us all an opportunity for a little travel and to meet with some of our fellow professionals in the great state of Kentucky. Plus, if you've attended one of these events before you'll know we will have time to sample some of the fine spirits the folks at Castle and Key craft. As William Faulkner once said, "There is no such thing as a bad whisky. Some whiskies just happen to be better than others." I could say the same for our featured speakers at this event as well. They are some of the best practitioners/speakers around. I hope you will join us for a great day at the Castle.
Keep an eye out for more news to come on other programs in the works for the fall. We want to give everyone opportunities for your CEUs and great information to assist in the work we do everyday. Hope to see you all this fall at one of these events.

All the best,
Jay Moffett,
President OEA

OTHER NEWS

Back by popular demand, OEA Will hold another Procrastinator Special at Waters Edge in Hilliard Nov 11, 2026. Final details are being made. Check the website for dates and locations. www.ohemb.com. Email OEA at OhioEmbalmersAssociation@gmail.com or snail mail PO Box 621320, Cincinnati OH 45262-1320. OFDA & OEA are partnering for a 4 hour seminar Oct 14 at OFDA Offices. Amanda King will be presenting. Seating is limited for this event. Visit OEA Website for more information.

MEET THE SPEAKERS

John T. Hill is a licensed undertaker in seven states and serves as the Clinical Coordinator for Pierce Mortuary Colleges, including Gupton-Jones, Dallas Institute, and Mid-America. Based in North Carolina, he also works with James Funeral Home and Northlake Memorial Gardens. As owner of Hill Mortuary Service & Seminars, John provides trade embalming and continuing education nationwide.

In 2024, he founded the RESTORE Program to instruct and inspire high standards of quality care in embalming, restorative art, and open casket viewing. John's passion and dedication extends beyond serving grieving families; he desires to further this sacred profession by educating and showing the value, purpose, and benefit of funeral service. He strives to keep embalming and the preparation of the dead a relevant and continual practice. He aims to mentor and motivate current and aspiring funeral professionals, empowering them to excel, serve with excellence, and make a difference.

Donald B. Ferfolia, Jr., J.D., CFSP is a fourth-generation funeral director involved with his family's funeral firm in the Southeast Cleveland area. In addition to being a funeral director he is an attorney who is a principal with the law firm of Donald B. Ferfolia, Jr., LTD, located in Brecksville, Ohio. The combination of law, funeral service, and family business experiences have provided Don with a unique skill set that enables him to assist clients in solving many different types of problems. He enjoys helping firms deal with the daily challenges of running a closely held business including regulatory compliance, proactively managing accounts receivable issues and succession planning. Don can be reached at 440-249-4655 or don@ferfolialaw.net.



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CINCINNATI, OHIO 45262-1320

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Ed Sandmeier, CFSP, is a 1999 graduate of the San Francisco College of Mortuary Science and was licensed as an embalmer in California in 2001. Following the 9/11 terrorist attacks, he joined the Army as a Mortuary Affairs Specialist and served in both Iraq and Afghanistan. In his second enlistment, Ed took his only hiatus from mortuary service in a nearly 30-year career, when he retrained for the Parachute Infantry. He served with the prestigious 82nd Airborne Division and earned the coveted Ranger tab and the Combat Infantry Badge. Ed's unit deployed to New Orleans to secure that city in the aftermath of Hurricane Katrina, and twice more to Iraq in support of the Joint Special Operations Command and again in support of the 2007 "surge". After the Army, Ed returned to work in San Francisco, working at funeral homes large and small before moving to Traverse City, Michigan. Today, he owns Northern Michigan Mortuary Logistics, a mortuary trade services company. Ed also delivers presentations to fellow funeral directors at Gift of Life Michigan, demonstrating techniques for embalming tissue donation cases.

Don Ferfolia **Federal Law Update 2 hr**

Don will give an update on FTC Compliance. Don will explain how much authority we have to embalm a body when brought into our care. using real case studies he will illustrate funeral home liability and changes that can be made in procedures to avoid legal issues and challenges. Finally, he will discuss how AI has found its way into the funeral and legal world and some pitfalls to avoid.

Ed Sandmeier **Embalming the Tissue Donor Case 1 hr**

Through photos and videos obtained with the permission of a family of a tissue donor, we demonstrate tips, tricks and techniques for embalming donor bodies. Basic concepts of embalming, such as a proper case analysis, chemical delivery systems and the effect of different chemicals and compounds on bodily tissue will be discussed. This presentation focuses on fundamental principles of embalming as they apply to more advanced scenarios. We will also talk about sealing areas of recovered skin and bone to prep for dressing in ways that minimize fluid leaks and cross contamination.

TOPICS

John Hill **Embalming Best Practices 3 hr**

John will discuss embalming best practices. Included will be treatments for decomposed cases, delayed embalming cases and long term hold cases, and other challenges the embalmer faces. Emphasis is placed on the proper procedures of case analysis, selection of fluids, and injection techniques to have desired results. Upon completion, funeral professional practitioners should be able to better identify difficult cases and how to better prepare them to provide closure to the families served. Slides and case studies support the presenter in his discussion

DIRECTIONS

Take Exit #58 off I-64. Head South on US60 and soon after turn Right onto KY SR1681 at the Shell Station. Proceed on 1681 until it ends and turn right on KY SR1659. Castle & Key is on the left a ½ mile down the road. 4445 McCracken Pike Frankfort KY, 40601.

