



FOCUS

No. 144
Spring 2026

... on the activities of the OHIO EMBALMER ASSOCIATION

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

OFFICERS

President
JAY MOFFETT
Columbus

1st Vice-President
ROD GUTHRIE
Dayton

2nd Vice-President
GEORGE PUGH
Steubenville

3rd Vice-President
ADAM GLENN
Akron

Sergeant-at-Arms
ROBERT MAYER
Pittsburgh

Secretary
DAVID HICKS
Cincinnati

Treasurer
WILLIAM PEOPLES
Marietta

ADVISORY BOARD

DARRELL WAITE
Medina

BRUCE BOROWSKI
Newton Falls

BRIAN EGER
Mogadore

LYNN ZECHMAN
Springfield

GEORGE EASTMAN
New London

TRUSTEES

DON KINCAID
Albany

DAN BECKER
Struthers

WOODY WILSON
Marysville

TRUSTEE EMERITUS

LESTER WAKEHAM*
ROBERT INMAN*

*deceased



Spring Seminar Wednesday, May 6, 2026

Brennan's Party Center Cleveland, OH 44111

Brennan's Phone: 216-251-2131

DAY AT A GLANCE

8 - 8:45	Coffee, Registration
9 - 11	Don Ferfolia - Law update
11 - 12	Don Ferfolia - Funeral Service Ethics
12 - 1	Lunch
1 - 2	Kyle Brubaker - Pre need Ethics
2 - 3	David Hicks - Cosmetic Treatments
3 - 4	David Hicks - Alternative Treatments

**6 Hours have been applied for in Ohio
Cost \$110 Members and \$220 non members.
Walk-ins/On site \$125**

ACCOMMODATIONS

Rooms are being held at the Hilton Garden Inn,
Cleveland Airport – 4900 Emerald Court SW Cleveland OH, 44135.

(Exit #9 off I-480).

Call 216.898.1898 or use link found on our website – www.ohemb.com.

OEA Spring Seminar - May 6, 2026
Brennan's Party Center • 13000 Triskett Rd., Cleveland, OH 44111
\$110 member - \$220 Non-member (includes new member registration fees and dues)

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

Name _____ Member ID _____ located next to your address

Embalmers' license # _____ FD License # _____

Address _____

City / State / Zip _____

Phone _____ E-mail _____

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

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

PRESIDENTS MESSAGE

Greetings my friends,
Ohio so far this year has been a meteorologist's fever dream. Snow, arctic temperatures, tornadoes, extreme winds, hot sun, torrential rain, and even a meteor! Hopefully, we won't have another meteor event at our next meeting in Cleveland with the Embalmers Association of Cleveland. I always look forward to this joint meeting, a long held tradition between OEA and EAC for over 85 years. As many of you may recall, this is a compliance year for our license requirements. This meeting will be offering all the required in person hours in one day, plus good food and friendship at Brennan's Party House. I hope you will come up to Cleveland and spend the day with us.

All the best,
Jay C Moffett
OEA President 26-28

Ramblings of the Secretary

Happy Birthday or Anniversary to OEA!! We are 95 years old this year. Since 1931 OEA has been providing the best technical seminars anywhere in Ohio. Be sure to update your email when sending in registrations/ dues. If you are reading this that means your dues have been paid for 2026. The website – www.ohemb.com is usually up to date and even has a link to the hotel for upcoming seminar. This seminar will be large as usual. Please send in your registration early. OEA is making use of Constant Contact to also send FOCUS and any other news quickly. Don't worry, we will continue to mail hard copies as well.

Best wishes,
David G. Hicks

SPEAKERS

Kyle Brubaker graduated from Heidelberg University in 2011 with a double major in Business Administration and Accounting. Shortly after graduation, he pursued a career in the funeral profession. Kyle served as a funeral director, certified pre-planning consultant, licensed insurance agent, and certified crematory operator for Groff Funeral Homes in Sandusky and, later, Eastman Funeral Homes in Huron County. Currently, Kyle is employed by Funeral Directors Life Insurance Company serving as the Market Center Manager for Northeast Ohio and surrounding areas.

Donald B. Ferfolia, Jr., J.D., CFSP – Don 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.

David G. Hicks

David has been in funeral service for over 30 years. Licensed in Ohio and Kentucky, he worked 10 years as a funeral director embalmer at two Cincinnati funeral homes. In 2002 David moved into the classroom where he spent 9 years teaching mortuary science. Hicks started with Pierce Chemical in 2011 as a sales representative. At Pierce Chemical, Hicks is able to draw on his experience in the field and classroom to educate, train and solve problems today's embalmer and funeral director face. Hicks has earned the respect and friendship of clients all over the US and abroad. His skills in embalming and restorative art make him highly sought after for consultation and continuing education and training



OEA
P.O. BOX 621320
CINCINNATI, OHIO 45262-1320

PRESORTED
FIRST CLASS
US POSTAGE PAID
CINCINNATI, OH
PERMIT NO. 9356

TOPICS

Keeping the Prep Room out of the Court Room,

Don Ferfolia 2 hr *Req

Don will provide a general update about legal issues in funeral service for both Ohio and federal. Ferfolia will share insight into ways to keep your firm out of court. Use of forms, case reports, scenarios, and real case studies make this an outstanding lecture to attend. 2hrs

Ethics in Funeral Service 1 hr *Req

Ferfolia will give a talk on ethics in funeral service. What is the difference between law and ethics. Some actions or practices while not illegal could be unethical. Is charging two families each for a removal while making one trip to a facility ethical? Is re using a shipping tray for a obese cremation ethical? Items like this and other case studies will be presented and sure to get the audience thinking about their practices present and future.

Preneed Ethics: Ethical and Value-Driven Funeral Service Marketing

1 hr *Req

This presentation delivers a comprehensive and practical ethics course specifically designed for preneed funeral and insurance professionals. It establishes a strong foundation in ethics and core values, then applies those principles directly to preneed marketing, consumer communication, and regulatory compliance.

The course begins by clearly distinguishing ethics (what we do) from values (what we believe), helping participants understand how everyday actions, decisions, and marketing practices reflect professional integrity. Through guided discussion, real-world examples, and reflective exercises, participants examine how personal values influence ethical behavior in funeral service and insurance sales.

Cosmetic Treatments 1 hr

In this presentation Hicks demonstrates some different cosmetic treatments. Cosmetics/restorative treatments for trauma cases, covering simple ecchymoses and finally basic cosmetics. Necromectics Cosmetics and Oil Based Cosmetics are used in the treatment of cases shown. At the conclusion of the talk the attendee should have a better understanding of the cosmetics demonstrated and other processes that may have been forgotten or never tried. 1hr

Alternative Treatments (When Standard Embalming is not chosen) 1 hr

In this presentation embalming and different alternatives to traditional embalming are discussed to allow for final viewings or services. Bathing the deceased, topical disinfection and posing of features and minimal preparation techniques are discussed. These include refrigeration, aspiration and cavity treatment, minimal arterial injection, and use of plastic undergarments. 1hr.

