



CARRIER MAUSOLEUMS
CONSTRUCTION INC.



Maximize your revenues through the
transformation of unused space

March 2008



“Transforming an existing cemetery structure into a columbarium to meet today’s increasing demand for cremation niches is definitely worthwhile. C.M.C. has responded to this need by offering a wide variety of columbarium products for the progressive cemetery to consider.”

Luc Vallée
Chief Estimator

By transformation, we mean the conversion of an existing structure into a columbarium. Such a project implies that the heritage and original character of the cemetery structure will be maintained and complemented, in order to enhance the sales appeal of the new columbarium.

According to Luc Vallée, Chief Estimator of C.M.C. for over 10 years, the important aspects to consider are, among others, the following:

- A Needs Analysis, according to your customer’s desires: glass front or marble front niches of various sizes to accommodate a wide variety of urn sizes. Consideration of accessory areas such as a chapel or sales office, etc...;
- Visits to similar projects;
- Evaluation of local and regional cremation statistics to establish a potential demand for the project;
- Selection of a specialized contractor for the construction of your project and review of local regulations;
- Evaluation of the condition of both the interior and exterior of the existing structure;
- Estimated budget for renovation and construction;

- Development of plans for the entire development including phasing tailored to respond to changing customer preferences;
- Preparation of the documents for the renovation and/or restoration of the building;
- Detailed recommended niche inventory;
- Preparation of retail price lists and other relevant promotional documents to maximize the profitability;
- Training of your personnel.

In order to define your needs and stand out from your competitors, you should consider visiting similar projects in your area. These visits will help you decide on the desired specifications for your project; such as heating, air-conditioning, wheelchair accessibility, parking, audio-visual system or any other features. It will then be possible to start planning an overall construction project, or a multi-phase concept that will generate more revenues.

In this issue of “The Bulletin”, you will come across various transformation projects recently completed by C.M.C. We are proud of these unique projects and we hope that they will help you discover a new facet of our products and services.



For more information about C.M.C., visit our website

www.mausoleum-cmc.com

After



Before



Holy Cross Cemetery, AB

The Catholic Archdiocese of Edmonton contacted C.M.C. with a need to increase the number of niches inside their existing mausoleum. Jointly with the client, we identified several potential locations for the new columbarium. While analyzing the existing structure and planning the installation of the columbarium, Holy Cross Cemetery along with C.M.C. determined that it would be possible to reorganize their administrative office into a distinctive columbarium.

Ultimately, the administrative office, located on the second floor, was selected from the list: the room dimensions allowed enough space for a wide range of niche sizes. Furthermore, the space was enhanced by the addition of new stained glass windows.

In approximately five weeks, the administrative office of 25 ft. x 30 ft. was converted into a columbarium of 470 niches of various sizes; thus, allowing the Archdiocese to meet the needs of its families.

“Each **transformation** project implies that the **heritage** and original character of the cemetery structure **will be maintained and complemented**”

After



Before



St-Andrew's & St-James Cemetery, ON

Responding to the increasing trend towards cremation, the cemetery Manager Ms Nicole McNaughton in coordination with the cemetery board, saw the need to expand their cremation memorialization options. St-Andrew's & St-James Cemetery, located in Northern Ontario, has for many years been storing caskets in their chapel for burial in the spring when the ground thaws. As burial equipment and procedures change most cemeteries are now able to bury all year long. With their Chapel having no current use, C.M.C. and St-Andrew's & St-James Cemetery investigated the possibility of converting this quaint little chapel into an updated interior columbarium. C.M.C., along with a local contractor, refurbished the Chapel and installed 238 glass front niches of varying sizes. To enhance the original uniqueness and natural wood details within the existing structure, a wood baseboard and decorative cornice were added. Ms McNaughton took personal pride in choosing complimentary carpet, chandeliers, greenery and wing back chairs to create the first interior columbarium room of its kind in the area. With added amenities such as heating and a security system, the families they serve will now have a warm, comfortable place to remember a life once lived.



St-Matthieu Cemetery, QC

In the early 1980s, the Beaudry family then living in California, decided to offer their private mausoleum to the cemetery in return for its maintenance, while keeping the remains of Mr. Beaudry in his crypt. Mr. Beaudry had been a gold prospector who passed away in 1911.

The parish cemetery selected C.M.C. and a local contractor to restore the family mausoleum. A columbarium featuring 358 niches of various sizes and a new "Botticino Classico" marble crypt were created. Stained glass windows as well as bronze accessories offered by C.M.C. were also installed.

The columbarium building provides new and very attractive alternatives for the cemetery, while allowing the community to benefit from an exquisitely restored monument for decades to come. It allows the parishioners to offer tribute to their loved ones in a tranquil, serene and beautiful environment.



Parish Council of Ste-Marie-Madeleine, QC

In March 2006, the Parish Council of Ste-Marie-Madeleine decided to restore their receiving vault, erected in the 1930s, into an interior columbarium. With a cremation rate of 75%, this Catholic cemetery had to react to their market. The receiving vault, essential in the past decades, was no longer used. The project began with the evaluation of the 10,000 inhabitant's community requirements, followed by visits to similar projects. Finally, Ste-Marie-Madeleine Parish Cemetery was able to define the needs of their population in order to provide them with a well-planned project. The dynamism and devotion of Ms Lise Laroche, Cemetery Director, along with committee members, were instrumental in the success of the design and construction of the columbarium.

A local contractor performed the restoration of the structure including a sales office integrated inside the building and C.M.C. was employed to design and construct 500 niches of varying sizes. C.M.C. also assisted in the creation of the sales maps and price list while also providing bronze features from its exclusive bronze collection.

The Parish Council of Ste-Marie-Madeleine has received the respectable "Héritage 2007" recognition for the restoration of their vault.

If you're looking for **additional sources of revenues**, ask about our **signature series** of **bronze accessories** for a distinctive touch.



Ornament:
Seagulls and Sun

Free Standing
Niche frame "Torch"



Crypt Combo Vase & Lamp
"Armonia" et Sheaf with Five Roses



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