



CATHOLIC CEMETERIES

ARCHDIOCESE OF NEWARK

Administration Office (973) 497-7981 ☩ Sales and Customer Service Office (973) 497-7988

Archdiocesan
Catholic Cemeteries
Administrative Office

Director Emeritus
Rev. Msgr. William B. Naedele
Executive Director
Andrew P. Schafer, K.H.S., CCCE
Assistant Executive Director
Joseph J. Verzi
Director of Administration
James H. Hill
Director of Business Relations
M. Ellen Heath
Director of Marketing
Jorge L. Repollet, K.H.S.
**Director of Operations/
Parish Liaison**
Robert Mauriello
Director of Sales
Joseph M. Heckel



Christ The King Cemetery
980 Huron Road
Franklin Lakes, NJ 07417
(201) 891-9191

Gate of Heaven Cemetery
225 Ridgedale Avenue
East Hanover, NJ 07936
(973) 887-0286

Holy Cross Cemetery
340 Ridge Road
North Arlington, NJ 07031
(201) 997-1900

Holy Name Cemetery
823 West Side Avenue
Jersey City, NJ 07306
(201) 433-0342

Holy Sepulchre Cemetery
125 Central Avenue
East Orange, NJ 07018
(973) 678-3757

Maryrest Cemetery
770 Darlington Avenue
Mahwah, NJ 07430
(201) 327-7011

Saint Gertrude Cemetery
53 Inman Avenue
Colonia, NJ 07067
(732) 388-0311

Saint Andrew Cemetery
Cedar Lane
Rivervale, NJ 07675
(201) 327-7011

Saint Mary Cemetery
140 Rutledge Avenue
East Orange, NJ 07017
(973) 678-3757

Saint Peter Cemetery
301-17 Tonnel Avenue
Jersey City, NJ 07306
(201) 433-0342

June 29, 2012

HB Actuarial Services, Inc.
10 Northeast 6th Street – Suite 200
Delray Beach, FL 33444

Re: Testimonial for Hayden Burrus

Dear Hayden Burrus:

When we signed up for a perpetual care adequacy study with Hayden, we wanted to have an outside entity confirm previous studies we had undertaken in house. We were well aware of the importance of looking at the adequacy of our funds and we were hoping that he could confirm what we had previously concluded. Based on his reputation as an expert in the field of adequacy studies, we contacted Hayden to help us in this endeavor. Even before we hired him he was spending time explaining his unique "Monte Carlo" approach to studying the issue of perpetual care adequacy.

Once we hired Hayden, he spent a great deal of effort in understanding our business. It was not without some trial and tribulation that we were able to gather the information Hayden requested, but it was well worth the time spent. He reviewed our data; he analyzed our responses regarding our business practices, and then supplied us with several drafts of his customized analytic model of our perpetual care fund. Only after we confirmed that his model accurately reflected our business did he go ahead and complete his study.

After the study was complete, Hayden reviewed the conclusions of the study with us. We were very pleased with the overall result. Hayden did a thorough job of analyzing our care fund. I recommend using his expertise whenever you are studying financial adequacy issues of your perpetual care fund.

Sincerely,

Andrew P. Schafer

peace!

Andrew P. Schafer
Executive Director

APS:lm