


Government *WORLD*[™]

Summer 2011 Edition



Waterscape by welters®



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The Wonders and Woes of the Exhibitionist

by Keith Walters

I arrived within a crescendo of apprehension, partly self induced but also as a result of the tension of all those around me who were completely encapsulated by the manufactured theatre within which we were to share time and space.

In the silence of early morning I had been prepared appropriately following some clarity having been brought to bear on the fact that the natural freedom that had been my reasonable expectation of many desirous options was to be curtailed without explanation or appropriate process of democracy.

My magical and proactive wispy dreams through the hours of darkness, were without notice removed from my option selection, which normally followed the hasty consumption of porridge with a touch of treacle.

I had emerged, as a rabbit from a hat, across seemingly miles and miles of highway to eventually break out from the darkness and echoes of underground into the vast manufactured environment of synthetics.

So close to the wartime blackout, the structure was saturated with every electricians attempt to overpower the sun by force.

The annual reoccurrence of the use of this place and it's like, together with the repetitious ritual of producing synchronised new product in the drive to create and enhance markets would and in the form of EXHIBITIONS generally impact on all who for better or worse take part in the treadmill of materialism.

Indeed, I had arrived for the first of many, many visits within the EARLS COURT EXHIBITION CENTRE where not only did I feel extremely tiny but also where it became evident that my Grandfather was clearly not the largest thing on the Planet.

Throughout that day I combated continual yearning for the fruit in the orchard at home, the smell and sight of the meadows and sound of the insects and birds. That day at least, I would not be filling my jam jar with sticklebacks or discuss life with the brown trout as they gently and without fear held pace against the free flowing chalk stream. I would not this day climb and sit under the beautiful Beech trees or escape to the tree house on the margins of parental control which facilitated communicational exchanges between tree house occupants and the driver,



fireman, guard and passengers of the then thrilling Great Western Railway

I stood intrigued but at present totally unimpressed with this new adventure involving Design, Manufacturing and Marketing in this strange new world of competition and persuasion. Can all this be a good idea?

This activity hype was of course taking place immediately after the Second World War and there were many reasons and effects not achievable in present day focus.

Nevertheless I stood in firm mode of observation at The Wonders and Woes of the Exhibitionist.



My complaint to my Mother that I felt 'stupid' wearing a grey suit complete with short trousers and 'turn-ups', white shirt and Bow Tie was quickly re buffed by the comment "you're not alone Dear!" which required no response. I should perhaps mention that my hair was neatly parted on the left which was in any event mandatory. Certain elements of this dress code seem to have evaporated over time even in the hands of ardent EXHIBITIONISTS.

The days that preceded my full emergence into the world of work were a cocktail of insight and participation in the very real world of manufacturing where those with jobs certainly worked six days each week, and my Technical Education, which embraced multiple skills in design, art and technology.

I was now at the age of Sixteen to embark on my first and possibly most important EXHIBITION, that of my own work in every aspect. Students from the Technical School and College would exhibit their work and would be judged not by academics but by leaders of Manufacturing Industry.

The exhibits were designed and made by hand but most importantly must be viable and marketable and purposeful for volume mass production hence generating work and much needed jobs.

To my delight I was awarded the Gold Medal which was presented at the Manufacturers Annual Dinner.

Exhibitions, with all the attendant preparation, risk and investment would never cease to be a fine balance of stimulated tension

and opportunity. Some industries are exposed more than others but most experience the pain.

That which is seen as the Exhibition Stand and Exhibit is but the tip of the iceberg. The real work, ingenuity, risk and skill development is pursued in the months and sometimes years of forward planning and preparation.

Bursts of wellbeing are experienced through the journey but unfortunately my observation is such that the most common human condition is to exude clouds of suspicion over all that is potentially diverting from the well-trodden path however akin to quicksand. One such burst of wellbeing was enjoyed when our new designs and industrial merchandise was selected and exhibited at the Design Centre. As a linked result of acclaim, we exhibited and featured as the 'Best of British' at the Hanover Trade Fair.



welters® mission in Design and Innovation creates activity in many industries. One such example is the specialty in a diversity of areas within the Funeral Services Industry. **welters®** have now for over twenty one years been attending and exhibiting diverse professional, technical and operational services of **unique** status at conferences and exhibitions in this marketplace. Throughout these years at least two and often three exhibitions and conferences each year have been attended with all the specific challenges that this Industry presents.



An early inspirational meeting of minds took place when I was invited to participate and exhibit by UNESCO at an International Conference in Wroclaw, Poland which pursued the wonderful and exciting subject of Cemetery Art. It would be amazing to be able to feel that in Britain we were able to rise, grasp and appreciate the importance and opportunity inherent within the potential. The issues creating constraint and apathy are as numerous today as they were 21 years ago but unfortunately, they are rather different. The 'moving target' scenario will, I am sure, remain forever.

As a result of the post war rise in popularity of cremation and the conceivable belief that the funeral service industry in Britain was content to exude philosophy, advancing thought and persuasion

that the public required no focal point of grief after cremation, **welters®** investigated product design and marketing into European countries where management was more open to change. Despite cremation percentages being much lower in France, the International Exhibition Funeraire in Paris would reach a wide global market.

The design and product development was enthusiastically embarked upon for five months. Every detail of the exhibition stand organised and carefully committed.

Due to the excessively high cost of employing French stand fitters under the 'organiser package', we embraced the challenge from start to finish. Exhibition complex environments are a hive of restrictive practice, artful manoeuvres, back scratching and the like but despite the odds, I took three men who had never seen the twenty four tons of individual masonry components that had never been previously assembled.

We loaded the forty foot trailer, exhaustively checking that all components were on board but in any event it was stacked to the roof.

I looked on as the results of five months work accelerated in a southerly direction into the distance under the apparent care and control of a driver who could well have been just released from the clutches of Her Majesty's pleasure.

I hastily departed eastwards with my team of three, only one of whom had ever left British shores before. The other two would shortly wish that the status quo had been preserved.



Planning our stand at Funeraire

The flight was relatively uneventful as flights go. That is the nature of flying I suppose, you either make it or you don't, not many exceptions. We did.

Charles de Gaulle Airport was the usual bundle of fun. That misguided fairground experiment designed to make the old wish they were young and the young wish they were old so that they could ride in one of those cart things. I never worked out how to operate all those folk with guns. I expect we had the economy travel package.

The train into the City centre was calming. Intermittent singing, dancing, jumping on and off, demanding money, speaking in tongues or something similar.



We collapsed into the IBIS Hotel. I thought I was in England.

Early morning, before the streets were aired, the litter swept and the pavements flushed down, allowed us to pass relatively unnoticed out of the City to the by now maniac Exhibition complex at Le Bourget. It was not yet seven o'clock as our forty odd tons of rolling stock bore down upon us reorganising the molecular structure of the Tarmac with gay abandon. The driver was clearly identifiable by the two bright red spheres in the front of his face presumably acquired as a result of the lights from oncoming traffic or the overwhelming courtesy extended to transport drivers by the Ferry Company onboard ship.



The hive of activity involving vehicles of all shapes and sizes driven or aimed by drivers or pilots of all nationalities and persuasions threw caution to the wind. With their understanding or not of individual highway codes and by approaching their respective targets using instinctive solution solving techniques based on a first past the post theory applied without fear or favour through the shortest distance between two points, the combatants machinery came to rest.

Through time, we acquired an understanding and immense respect for this multicultural solution to problem solving and in fact developed our own personal skill base in sharp contrast to that formally endured in England amidst enormous queues of long faces, misery, negative analysis and endless reams of forms, lists and paperwork. Not only that, this was much more fun and effective.



The work in hand continued with my team of willing and dedicated participants throughout the long day and on until around ten in the evening.

Much sweat, a small amount of blood and only a few tears were shed as the complex structure was proudly completed with only minutes in hand before the doors and gates were abruptly locked for the night.

On the increasingly rare occasion when human synergy





is achieved it is a joy to behold. We slept well.

Throughout the following days of the Exhibition we presented ourselves, polished up and as far as reasonably possible bright eyed and bushy tailed.

Under the bright heat of Exhibition illuminations and the usual tortuous experiment of oxygen extraction from our environment, we boldly exchanged theoretical philosophy with copious quantities of the great and the good. We were also well exercised by those that do and those that don't, and the usual ample sufficiency of the well booted and spurred so called 'consultants' claiming vast insight and a wealth of knowledge and resource for ready dispensation at the wave of their wand or more often at the hand of their secret benefactor over whom they claim to have absolute control.



We were well pleased with the outcome of the mission which generated considerable forward momentum despite contributing disproportionately to the advancement of the ageing process which is in any event to be expected from this category of adventure.

The so called expert European haulage company that was employed to collect the contents of our exhibition stand managed to interpret our instruction that there was no requirement to deliver the trailer immediately to our factory by managing to lose the 40ft container for 16 wks and we, to this day, are not sure through which continents it journeyed before returning to its home in England.

Throughout the years that have followed, **welters**® have maintained an extensive programme of representation through a wide number of exhibitions both at home and abroad. **welters**® archive of exhibitions and events is extensive and contains information and images of considerable interest, information and humour. A few pictures and details of that personal and corporate journey are included in these few pages to reinact just a little history which will be interesting for some and potentially challenging for others. Whilst some digital images are shown here, the pre-digital dossier is held separately and is being prepared for subsequent publication.

Each venue presents its own individual opportunity and challenges which leave indelible markers in our memory of, not only the locations and the commercial activity of the company at the time, but also of the people and personalities which impacted on each and every situation en route.

Southport 2003

Excitement at being able to create an exhibition stand worthy of projecting our products and services was tempered by advice that a Spanish exhibitor who, from memory only ventured into the British market on one occasion, had contravened normal practise in attempting to set up their exhibition on the wooden floor of the hall, hence, making it impossible for us to gain access with a part of our product range. An urgent re-think was required



Iain, Duncan & Max Welters discuss the revised plan for presentation



Certain components had to remain outside in the car park

and alternative elements were dispatched from the factory to overcome the problem.

Certain interment chamber components already reduced in size had to remain outside the exhibition hall in the car park for inspection by potential clients.

welters® Government World™ Conferences 2002, 2003, 2004 and 2005

welters® have over the years, sponsored, organised and exhibited at a range of Government World™ conferences and exhibitions. Papers, discussions and networking opportunities were key to the focused delivery of these functions which have taken place across the country at venues including The House of Commons, Blackpool and Cardiff.

The responsibilities and levels of project management where conferences are organised, sponsored and



2003



2002

promoted are quite different and the opportunities are extended and wide ranging compared with the limitations and specifics of appearing in an exhibitor only status.



Harrogate 2006/2007

The Cairns Hotel became a changed venue following others in Harrogate. These memories emerged from 2006 and 2007.

One element of importance to us was that our articulated vehicles could enter the car park to facilitate mechanical offloading and the exhibition stand could be established within a marquee where again, by removing the side of the structure, mechanical aids could be used to position real product as opposed to the usual struggle of appropriate representation of product and service through pictures and minimalist components. Again, the product displayed would have been conceived and prepared over a period of probably 6 months and the preparation of these parts and the display of the exhibit, collection and return to our



Unloading our product - 2006



Unloading our product - 2007



Max and Damian taking a break

factory, involved many personnel and hours of work mostly outside normal working times to ensure that hotel guests, other delegates and members of the pubic were not disturbed.

There is always time pressure setting up and dismantling of exhibits and hasty tea breaks are often involved to fit in with others working near by.



Discussing the dinner menu with Richard Marshall of FG Marshall



The stand and exhibit undergoing pontificating and debate by veritable memors of the industry



I beiefly pose with iain and our team (Eric, Peter, Mario and David)

Gateshead 2007/2008

Another most interesting venue! Delivery access was essential very early in the morning and the hotel conference management 'thought' that the floor would be sufficiently strong for the purpose so as usual, we had to make our best judgements and proceed. Lifting equipment was essential and the inevitable operational congestion was minimised with high levels of ingenuity and dedication. It was somewhat of a shock to find that the stand which had taken the best part of a day to build had to be dismantled and dispatched in an hour and a half as the room was required for the evening conference dinner. The process had to be managed quietly as the closing sessions were taking place immediately behind our screens.

Our beautiful Portico of Peace™, Obelisks and Environmental Ingestor™ were overwhelmingly appreciated by delegates.



Product maneuvering



Exhibit construction



Iain and myself



Our completed stand 2007

Kenilworth 2008/2009/1010

Kenilworth exhibition venue – after repetitious visits, operates relatively smoothly if one omits the theft of the badges from my car as an important feature! Our stand location within the exhibition is limited to one opportunity as there is only one position which has the appropriate access from an external door. We have exhibited in 2008, 2009 and 2010 and although on our last visit dimensional information provided through the hotel management caused us unnecessarily to reduce the height of our exhibition stand, other issues became relatively unimportant. Our goals were achieved through early deliveries, late collections, and coping with the usual stresses of stand building within thoroughfares operated by others.



The Chesford Grange Hotel



Product maneuvering



Product maneuvering



2008

Good and effective client exchanges were possible as evidenced by the group gathering around our stand where the point of humour being discussed remains on the limited access register.



Stratford upon Avon 2010

The Stratford conference was possible, eventually, to exhibit that which we had intended, following an investigative visit to the hotel for a thorough understanding to be obtained as to how it might be possible to set up the stand with our various items of bulky and heavy product and the hiring of track mats to access over steps and undulations.

We are considering collating a photo library of all hotel carpet designs as we are of the firm belief that across the nation, they can only have been designed by cocktail bar managers in the early morning hours following a repetition of heavy nights!

The conference, through its duration, afforded us much opportunity to discuss with and observe keen and serious clients intermixed with those alluding to far flung dreams and visions and of course the stand visitors representing commercial organisations seeking out worthwhile ideas and designs with missions of intellectual property infringement. This is a common factor which has to be recognised in our overall policy to publicly disclose or not.





Private Business

The relationship between the Private and the Public Sector is indeed complex, challenging and often misunderstood.

Private companies and trading organisations are also often Family structured in their operational function and rely heavily on a dedicated and uncharged input from Family members. Essential moral support and encouragement such as 'your reward is in Heaven' being cast on the wind to lighten the load at regular intervals.

Over the last decade immense cost increases have been absorbed, most of which have been generated through 'red tape' and vast quantities of additional legislation all of which costs money which cannot be passed down the line for ever.

Inevitably the private operator is the sponge mop which through the Family Unit simply works longer and harder.

This is a complex subject but if not resolved there will be no Entrepreneurs or Exhibitionists in the future. Perhaps all the motorways, car parks, office blocks and football stadiums will be converted into allotments and greenhouses.

Who will be interested in providing for the years that lie ahead?

We look forward to an exciting and Purposeful Future and of course seeing you all at Bristol in July with whatever sections of the **welters**® organisation worldwide roadshow that the hotel floors and access routes will permit!



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<u>Item</u>	<u>Rate</u>
Principal - attendance fee	£150 (additional to hourly rate)
Consultancy 1 (Principal Director)	£95.00 /hour
Consultancy 2 (Associate Director)	£75.00 /hour
Architectural and Engineering Consultant	£70.00 /hour
2D/3D/virtual CAD Operator	£62.50 /hour
Site Operations Supervision	£47.50 /hour
Senior Project Supervisor	£39.50 /hour
Site location Senior Technician	£34.00 /hour
Site location Junior Technician	£26.00 /hour
Research and Records Coordination	£28.00 /hour
Data Administration	£21.00 /hour
Data Processing	£19.00 /hour
Printing and publishing services	POA
Public meetings and presentations	POA
Conference and exhibition services	POA
Video/digital control	POA
Helpline operation	POA
Travel expenses	40p/mile
Accommodation (by arrangement)	POA
General disbursements	Cost + 5%

There is little more satisfying than to carefully embrace nature's landscape in a way which further enhances its beauty and ecological function.

Illustrated here are beautiful, now mature, views of areas of wetland inhabited by a broad canvas of wildlife and facilitating immense eco-diversity. These were created from barren hill land and are now owned by Forest Enterprise.

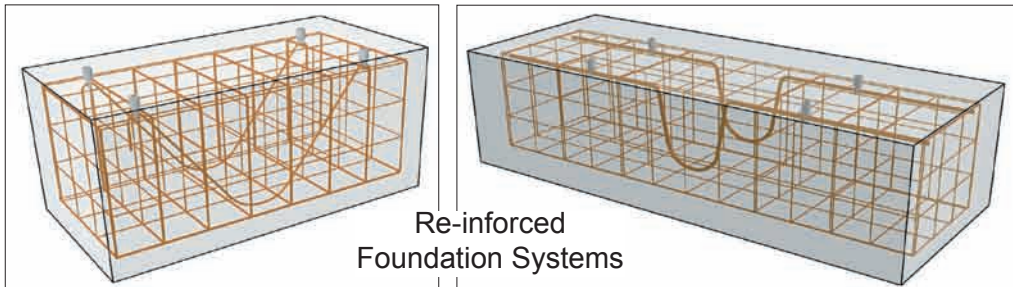


welters passion to sensitively manage water into areas required for ecological, aesthetic or commercial reasons is as challenging as the projects that require the removal or redistribution of water from areas where it is not required. This most challenging relationship between the magnificence of nature and solution development through enterprise and technology is clearly demonstrated in sub terrain system solutions commonly utilised in cemetery development and being feasible in waterlogged, unstable or contaminated land.



'Foundation Systems' engineering, being absolutely critical in technical performance demands, also necessitates thorough understanding of the ground conditions which relate to each project which in itself is totally unique and creative design, The wetters foundation systems used in this power station development, like all technical aspects of below ground foundations, are essential to the success of the above ground structures.

■ office@government-world.com





Buckinghamshire - Double Interment Below Ground Burial Chambers



Somerset - Double Interment Chambers with Heritage Memorial Systems



South East London - Bora Mausoleum System

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Burial Chambers and Mausolea



Birmingham - Double Interment Below Ground Burial Chambers



Bedfordshire - Double Interment Chambers - 1 interment below and 1 above ground



Bedfordshire - Chapel Tiber Mausolea in black and green granite

Advanced Design and Technology has allowed **welters®** to most successfully RE-INVENT the WHEEL.

Historically, beautiful Burial Vaults and Mausolea were only for the RICH and FAMOUS and Cemetery Authorities systematically discouraged their use as costs rose and land became a more precious commodity. Cremation was encouraged and the bereaved, for many years were denied the interment opportunity of First Choice.



Bedfordshire - Bora Mausolea in Black Granite



Bedfordshire - Community Mausolea with front and side charging interments

welters®, as the demonstrably most experienced and leading experts in the Design and Installation of both Community, Family and Individual Burial Vaults, Mausolea and Sarcophagi have now thoroughly re-established the essential need for



Greater Manchester - Double Interment
Below Ground Burial Chambers



Scotland - Double Interment Below Ground
Burial Chambers



North West London - Double Interment
Burial Chambers with Granite Memorials

these now most affordable solutions which embrace the opportunity to demonstrate Optimum Design, Culture and Grief Focus Ritual, the possibility for which had been denied to all but the 'chosen few'.

welters® solutions allow and encourage the use of a wide variety of land types, contours and environments which have previously been excluded from the thought processes of cemetery professionals. Most exciting Natural Landscapes can be created with Design Life benefits of Global Footprint Benefit.



Woking - Single Interment Above Ground
Sarcophagi with Granite Book Memorial



Woking - Community Mausolea with Side
and Front Loading Interments



Woking - 6 Interment Maxi Mausolea
- Tall Configuration

The following images reflect but a few of the **welters®** recent facilities. The **welters®** Design Team can be reached on admin@welters-worldwide.com



Wales - Double Interment Below Ground
Chambers with 900 Memorial Systems



Derbyshire - Muslim Interment Section with
Gravel Finish



North London - Single Interment Above
Ground Sarcophagi



Bedfordshire - Black Granite Midi Mausolea with Decorative
Buff Stone Base and Headers



Central London - Octagonal Memorial
Serving 8 Below Ground Burial Chambers



Central London - Full Body Burial Section
with 900 Memorials



Central London - Double Interment
Chambers with Heritage Memorial Systems



Bedfordshire - Six Interment Side Charging Mausolea with
Decorative Muff Stone Cladding



Dublin - Six Interment Side Charging
Mausolea



North London - Double Chambers Installed
Between Existing Structures



North West London - Shallow Grave
Extension Ring



Suffolk - Triple Interment Below Ground System



Bedfordshire - Double Interment Below
Ground Chamber



West London - Double Interment Chamber
Slightly Raised Above Ground



Kent - Bespoke Grande Double Interment
Chamber with Panelling



South East London - Double Interment Below Ground
Chambers with 900 Memorial Systems and Grass Mats



North East Yorkshire - Double Interment Chambers with 900 Memorial Systems



North East Yorkshire - Muslim Interment Ring Section



East Yorkshire - Muslim Interment Chamber Section



North London - Double Interment Below Ground Chambers with Stone 900 Memorials and Grande Extensions



South West Yorkshire - Muslim Interment Chamber Section



South West Yorkshire - Raised Double Interment Chamber Section



West Yorkshire - Varying Level Double Interment Chamber Section



Central London - Mixture of Double Interment Below Ground Chambers are 1 Below, 1 Above Ground Chambers



Central London - Decorative Stone Mausolea



Central London - Side Charging Mausolea with Cremated Remains Facility



Lancashire - Single Interment Below Ground Burial Chambers



Lancashire - Child Chambers Below Ground with 450 Basilica Memorial Systems



Cheshire - Double Interment Burial Chambers Partly Protruding Above Ground



Central London - Child and Baby Interment Section



Wandsworth - 15 Interment Decorative Stone Mausolea



North London - 12 Interment Decorative Stone Front Charging Mausolea



Surrey - Black Granite Midi Mausolea with Buff Stone Plinths and Pediment



Surrey - Interment Rings Installed Below Ground for Muslim Interment



North London - Double Interment Burial Chambers



North London - 27 Interment Embankment Decorative Stone Mausolea



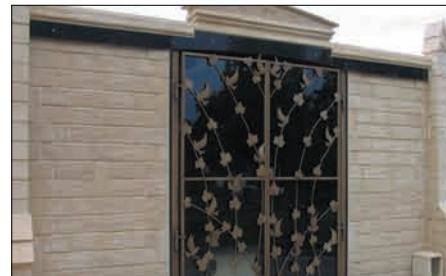
Surrey - Side by Side Double Interment Sarcophagi



Surrey - Light Grey Granite Tiber Mausolea



West Midlands - Muslim Single Interment Chamber Section



North London - 9 Interment Decorative Stone Tiber Mausolea



Berkshire - Interment Rings Installed on a Foundation Raft



South London - Double Interment Chambers, 1 Above and 1 Below Ground



South London - Double Interment Side by Side Sarcophagi



Scotland - Double Interment Chambers Partially Above Ground with Granite Cladding + Heritage Memorial Systems



South London - Single Interment Muslim Burial Section with Grass Mats



Stoke on Trent - Double Interment Ring Systems



Scotland - Decorative Stone Front Charging Mausolea



Central London - Double Interment Chamber Systems Below Ground with 900 Memorial Systems



South London - Light Grey Granite Tiber Mausolea



Central London - Side Charging Mausolea



Central London - Multi Level Double Interment Chambers Below Ground with 900 Memorial Systems



Essex - Single Interment Chamber Installation



North London - Double Interment Chambers with 900 Memorial Systems



Central London - Interment Ring Installation



Woking - 4 Interment Midi Mausolea with Niches for Cremated Remains



Northamptonshire - Double Interment Ring Systems



Northamptonshire - Back to Back Decorative Stone Mausolea



Woking - 6 Interment Maxi Mausolea - wide configuration



Central London - Double Interment Stone Clad Side by Side Sarcophagi



West Midlands - Double Chambers with Grass Mats and Riser Blocks



North London - Multi Level Terraced Double Interment Chamber Section



North London - Triple Interment Systems with 2 below and 1 above ground



Central London - Double Interment Chambers Below Ground with High Specification 900 Memorial Systems

welters® organisation worldwide

– the Pioneer Cemetery Design and Build Company with over 20 years market service and expertise celebrates yet another year of leadership in concept manufacture, installation and management. **welters®** experience and success combines as a result

of ongoing commitment to invest in research and development.

welters® provide comprehensive 'in house' architectural services specialising in cemetery architecture with complete specialist design and planning, manufacturing, installation and construction services.

Local Authority Cemetery Services, following the Second World War and the growth of cremation



Cemetery Village® - Project Open Day

numbers, became dissipated and the will, knowledge and dedication to conceive, create and implement effective, desirable and financially viable Cemetery Services faded into insignificance in the face of the sanitised 'conveyor' solution that for the time being became, and to some extent still is, popular.

There is a lot of talk about change. The government wants change, ever increasing variety and partnerships. We talk about forward planning and innovation, but generally, there is still not a lot happening. We believe that change needs a kick start, and that great vision is required in this modern day of computers and disposable culture to improve the quality, the variety and artistic

inspiration of our products and services as future generations will very soon have nothing to be inspired by from this period.

welters® organisation, with the thorough awareness and understanding of the emotional and cultural requirements of the bereaved and the legal, management and technical ability to provide excellent solutions and at all times have continually expanded their full range of in house services.

welters® have carefully moulded the development of the business to apply to the specific and



*Chapel Restoration and Interior Niche Installation
- Project Open Day*

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Glades of Remembrance - Project Open Day

broad ranging issues affecting the client base. We have learned that because we have worked hard to manufacture all of our products and develop all of the skills required 'in house', we find more and more customers benefiting from our 'complete package service ability'. From architectural and planning through to bespoke scheme design, product manufacture/supply and complete installation, with PR and marketing support services also being very popular.

Our customers are experiencing direct benefits where it counts, like having ultimate control over project brief, specification and aesthetics based on our detailed proposals. They are utilising the benefits of dealing with one company who has specialist experience and ability in all of these areas



Cremated Remains Niche Interment Installation - Project Open Day

which also gives them economies of scale and the ability to instruct us on single supplier basis where necessary.

welters® systems and ability to specify multi modular and varying finish solutions facilitate pre-selling with zero environmental impact and no additional drainage requirements giving clean, safe, space saving, UK specification LACO compliant enhanced service provision options in any location without disturbing existing remains and no, or low ongoing maintenance cost burden making it a viable priced solution for the bereaved.

All ideas, solutions, manufacturing and 24/7 back up support essentially must be generated from within the company and cannot, be structured from a 'mis-mash' of sub-contracted 'bit parts' with no dedication, inadequate knowledge or control.

The development of an environment to embrace culture, emotion and spirituality through excellent design and technical performance is an art form in its own right. **welters®** have perfected these skills, linked with performance design which over many years has resolved and overcome almost every conceivable land use issue from sub water tablet construction to re-use and contaminated status.



Child/Baby Memorial Garden - Project Open Day

Good environmental solution is inextricably linked with economic viability and the true and fundamental requirement and responsibility of mankind to respect and remember its dead.

welters® mission continues to be to research and develop inspirational and classic designs, higher quality products, space saving and safe solutions for cost effective supply and installation.



Niche Garden Complex for Cremated Remains Interment - Project Open Day



Interior Chapel Niche System - Open Day



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Support Services

Mausolea and Burial Chamber
Interment and Sealing Up Services

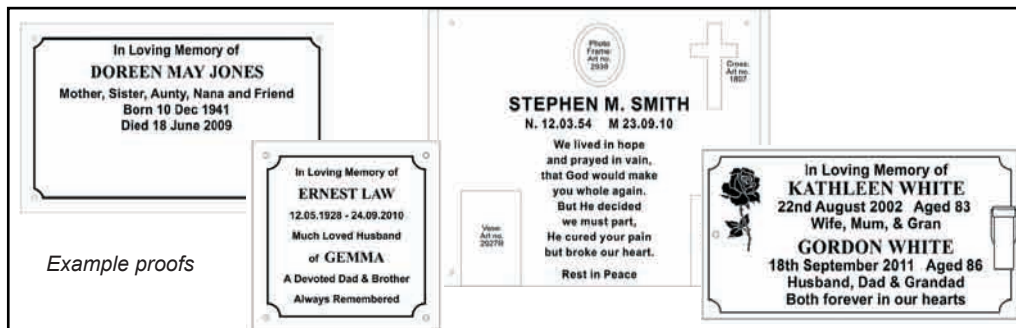


welters® after sales care and support services, maintenance, interment and servicing packages provide a complete range of umbrella support tailored to suit your needs.

welters® expertise encompasses all aspects of cemetery and crematoria provision.



This means that from conception to realisation, **welters®** will be there, providing the continuity and consistency to ensure the project is carried out to the highest quality and standards.



Example proofs

welters®

ORGANISATION WORLDWIDE Support Services

Inscription Services



1) Family to provide **welters®**, through our client on an official order, the inscription details showing line by line how they would read on the tablet. Also, at this time, the family should select a choice of motif and provide a photograph if applicable.

2) **welters®** will proof this information in the correct format and send back to their client for the family to check and sign prior to making and inscribing the tablet. The signed proof should then be faxed/emailed back to **welters®** enabling us to proceed with the work.

3) Second inscriptions should be notified to **welters®** on an official order also, showing all details. This will make us aware of tablets that we will need to collect from.



welters®

ORGANISATION WORLDWIDE Support Services

Exhumation Support Services

It is not uncommon for a Cemetery Authority to participate and cooperate in exhumation requirements, often to transfer interment positions between chambers and mausolea

welters® provide for this purpose, or any other exhumation process, a complete 24/7 support service involving any aspect of these processes within their own installations.





welters®

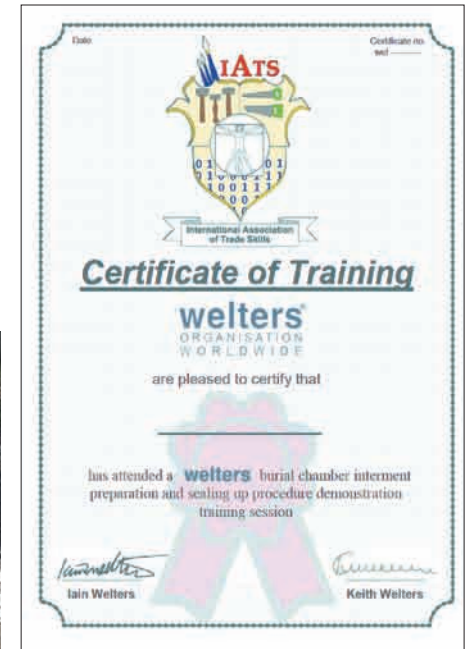
ORGANISATION
WORLDWIDE
Support Services

Training



welters® training services is available for the correct safe installation and operational techniques applicable to our products.

Proficiency certificates are issued upon successful completion of each course.





welters®

ORGANISATION WORLDWIDE

Support Services

Stock Availability and Support



welters® manufacturing facility provides industry stock support to ensure smooth on demand services if required.

Any manufactured and installed components are capable of being replaced through our support services as all tools and moulds are retained in the event that replacement parts are required in subsequent years.



Inscription Information



An express inscription service is available on request. Mausoleum tablets and burial chamber memorial tablets can be inscribed in memory of the deceased. Emblems and photographs can be purchased and fixed to the tablets.

Opening Times

Please visit the cemetery where our staff will be glad to assist with any enquiries - the office is closed at weekends and public holidays.

St Pancras Cemetery grounds will be open to visitors at the following times:

Month	Weekdays	Weekends and Public Holidays
Dec-Jan	7.30am - 5.00pm	9.00am - 4.00pm
Feb - Nov	7.30am - 5.00pm	9.00am - 5.00pm

The office is open 9.00am - 5.00pm Monday to Friday

Special times for opening and closing apply on Christmas Day.

Burial plots can be reserved subject to availability, call or visit the cemetery office for reservation information.

welters

In association with: 19 9 9 1 5 9 1 0 5

St Pancras Cemetery

Facilities for an alternative to earthen grave burial.



Decorative Stone Mausolea



St Pancras Cemetery
London Borough of Camden
High Road, East Finchley, N2 8AG
Tel: 0208 989 1231 Fax: 0208 380 2178
email: cemeteries@camden.gov.uk
website: www.camden.gov.uk



Burial chambers are concrete vaults which are used for burial. The chambers are installed in the ground and each chamber can accept two interments.

Once an interment has taken place, the compartment is sealed with concrete slabs.

Burial chambers provide and alternative solution to traditional brick-built graves incorporating a choice of memorial options including

designs supplied exclusively by welters.

Tablet inscription and cover slabs are extra and can be of a bespoke design.

Pricing Information

Option 1

Purchase of burial chamber with memorial	
Burial and Memorial Rights (80 year period)	
Burial Fee	
Total	

Option 2

Purchase of burial chamber only	
Burial and Memorial Rights (80 year period)	
Burial Fee	
Total	

Note: Maximum coffin size for interment is 6'6" x 2'6"
Memorials of Camden will be subject to additional fees.

Option 2 - Decorative Stone Mausolea



The Decorative Stone Mausolea is constructed from 12 front charging cells and embellished with attractive architectural stone features. The coffin is inserted into the cell as shown. The cell is then sealed with a decorative stone panel. A granite tablet is then fixed to the panel for memorialisation.

Option 2 - Side Charging Mausolea



The Side Charging Mausolea is constructed from side charging cells. The coffin is inserted into the cell sideways and shown. The large front tablet provision enables the rights owner a considerable scope in terms of inscription and expression.

Pricing Information

Purchase of mausoleum cell	
Interment and Memorial Rights (80 year period)	
Interment Fee	
Total	

Memorialisation of mausoleum tablets is charged extra.

welters[®]

ORGANISATION WORLDWIDE

Support Services

Marketing Support

welters
ORGANISATION
WORLDWIDE

19 9 9 1 5 9 1 0 5
In association with: 19 9 9 1 5 9 1 0 5
Phone: 0870 2385 238

Willesden New Cemetery

Franklin Road, Willesden, London, NW10 5TE

New Burial Chambers and Memorials

Plaque Inscription

Name: _____ Usual Number: _____

Address: _____ Cemetery: _____

Willesden New Cemetery

Please insert required inscription in blank plaque above, detach edge and return to welters[®]. Do not insert; welters[®] will contact you to perform and discuss.

Interment System Plan

80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
101	102	103	104	105	106	107	108	109	110	111	112	113	114	115	116	117	118	119	120	121
122	123	124	125	126	127	128	129	130	131	132	133	134	135	136	137	138	139	140	141	142
143	144	145	146	147	148	149	150	151	152	153	154	155	156	157	158	159	160	161	162	163
164	165	166	167	168	169	170	171	172	173	174	175	176	177	178	179	180	181	182	183	184
185	186	187	188	189	190	191	192	193	194	195	196	197	198	199	200	201	202	203	204	205
206	207	208	209	210	211	212	213	214	215	216	217	218	219	220	221	222	223	224	225	226
227	228	229	230	231	232	233	234	235	236	237	238	239	240	241	242	243	244	245	246	247
248	249	250	251	252	253	254	255	256	257	258	259	260	261	262	263	264	265	266	267	268
269	270	271	272	273	274	275	276	277	278	279	280	281	282	283	284	285	286	287	288	289
290	291	292	293	294	295	296	297	298	299	300	301	302	303	304	305	306	307	308	309	310
311	312	313	314	315	316	317	318	319	320	321	322	323	324	325	326	327	328	329	330	331
332	333	334	335	336	337	338	339	340	341	342	343	344	345	346	347	348	349	350	351	352
353	354	355	356	357	358	359	360	361	362	363	364	365	366	367	368	369	370	371	372	373
374	375	376	377	378	379	380	381	382	383	384	385	386	387	388	389	390	391	392	393	394
395	396	397	398	399	400	401	402	403	404	405	406	407	408	409	410	411	412	413	414	415
416	417	418	419	420	421	422	423	424	425	426	427	428	429	430	431	432	433	434	435	436
437	438	439	440	441	442	443	444	445	446	447	448	449	450	451	452	453	454	455	456	457
458	459	460	461	462	463	464	465	466	467	468	469	470	471	472	473	474	475	476	477	478
479	480	481	482	483	484	485	486	487	488	489	490	491	492	493	494	495	496	497	498	499
500	501	502	503	504	505	506	507	508	509	510	511	512	513	514	515	516	517	518	519	520
521	522	523	524	525	526	527	528	529	530	531	532	533	534	535	536	537	538	539	540	541
542	543	544	545	546	547	548	549	550	551	552	553	554	555	556	557	558	559	560	561	562
563	564	565	566	567	568	569	570	571	572	573	574	575	576	577	578	579	580	581	582	583
584	585	586	587	588	589	590	591	592	593	594	595	596	597	598	599	600	601	602	603	604
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626	627	628	629	630	631	632	633	634	635	636	637	638	639	640	641	642	643	644	645	646
647	648	649	650	651	652	653	654	655	656	657	658	659	660	661	662	663	664	665	666	667
668	669	670	671	672	673	674	675	676	677	678	679	680	681	682	683	684	685	686	687	688
689	690	691	692	693	694	695	696	697	698	699	700	701	702	703	704	705	706	707	708	709
710	711	712	713	714	715	716	717	718	719	720	721	722	723	724	725	726	727	728	729	730
731	732	733	734	735	736	737	738	739	740	741	742	743	744	745	746	747	748	749	750	751
752	753	754	755	756	757	758	759	760	761	762	763	764	765	766	767	768	769	770	771	772
773	774	775	776	777	778	779	780	781	782	783	784	785	786	787	788	789	790	791	792	793
794	795	796	797	798	799	800	801	802	803	804	805	806	807	808	809	810	811	812	813	814
815	816	817	818	819	820	821	822	823	824	825	826	827	828	829	830	831	832	833	834	835
836	837	838	839	840	841	842	843	844	845	846	847	848	849	850	851	852	853	854	855	856
857	858	859	860	861	862	863	864	865	866	867	868	869	870	871	872	873	874	875	876	877
878	879	880	881	882	883	884	885	886	887	888	889	890	891	892	893	894	895	896	897	898
899	900	901	902	903	904	905	906	907	908	909	910	911	912	913	914	915	916	917	918	919
920	921	922	923	924	925	926	927	928	929	930	931	932	933	934	935	936	937	938	939	940
941	942	943	944	945	946	947	948	949	950	951	952	953	954	955	956	957	958	959	960	961
962	963	964	965	966	967	968	969	970	971	972	973	974	975	976	977	978	979	980	981	982
983	984	985	986	987	988	989	990	991	992	993	994	995	996	997	998	999	1000	1001	1002	1003

For additional information, contact Brent Borough Council Cemeteries Office on 020 8902 2385

Or visit Brent website - www.brent.gov.uk

Tablet supply and inscription services extra. For details please contact welters[®] directly on 0870 2418 422.



[illegible]

Lambeth

London Borough of Lambeth

Environment and Culture

Cemeteries, Crematoria

and Coroner's Unit

www.lambeth.gov.uk

Streatham Cemetery

Side Chasing Mausolea

Side Chasing Mausolea

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Streatham Cemetery

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Streatham Cemetery

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Side Chasing Mausolea

Side Charging Mausolea



There are 3 Side Charging Mausolea at Streatham Cemetery. Each mausoleum has a capacity of 4 interments as shown below.



Gaskets are easily transferred into the modular side ways.



The tablet is constructed in 2 halves divided by a centre post:



The large front tablet provision enables the rights owner a considerable scope in terms of inscription and expression.

[illegible]

Batley Cemetery



Double interment Burial Chambers with Classic Memorial System



Sectional view through chamber and Memorial System

Memorialisation

The tablet on the memorial system can be inscribed with up to 10 lines of text. The memorial system can be enhanced with the following options:



Memorialisation



Memorialisation

Cemetery Village® coming soon to Batley Cemetery

Willesden New Cemetery

New Burial Chamber Scheme now available at Willesden New Cemetery, Franklin Road, Willesden





in association with **welters** ORGANISATION

New services now available

St Pancras Cemetery

Available now at St Pancras Cemetery, the **welters** burial chamber offers many advantages to brick or earthen graves. Installed complete with drainage and gravel finishing, the burial chamber provides instant all weather burial provision, creating a high standard premium burial site.

Chambers are available with the optional **welters** Memorialisation System.



Hampstead Cemetery

At Hampstead Cemetery, A choice of either niche wall or kerb side interment options for cremated remains are now available within a newly developed memorial garden. The desktop kerbside memorial is designed for the placement of cremated remains, below ground. Niche walls have individual niches, which contain cremated remains above the surface of the ground.



Hampstead Cemetery

Memorial Garden

for cremated remains interment



Please visit: St Pancras Cemetery for booking details.
Tel: 020 8600 1221
Fax: 020 8600 2175
Email: cemeteries@welton.co.uk
Website: www.welton.co.uk

Kerbside Memorials

The desktop kerbside memorial is designed for the placement of cremated remains, below ground.

The desktop kerbside memorial is designed for the placement of cremated remains, below ground.

A concrete wall is placed beneath each kerbside memorial unit into which the cremated remains are placed.

The wall can accept up to four cremated remains caskets.



Hampstead Cemetery
London Borough of Camden
Farnborough Road
West Hampstead
London NW6 1DH

Niche Walls

Niche walls have individual niches, which contain cremated remains above the surface of the ground.

Each Niche is able to receive up to two cremated remains caskets.

After interment, the niche is sealed with a granite plaque which can be inscribed prior to fitting.



Hampstead Cemetery main gate will be closed for vehicles at 4.00pm. Opening and closing times are displayed on cemetery notice boards.

Purchasing Information

Niche wall and kerbside memorials are leased for a period of 10 years with an option for lifetime after expiry of the lease.

Pricing Information

Desktop Memorial (Memorial unit)	
Lease of unit and plot area	
Memorialisation (if required)	
Plot development	
Total	
Niche Wall unit	
Lease of unit (10 year period)	
Niche wall (granite memorial)	
Plot development	
Total	



Memorial plots can be purchased subject to availability, call or visit St Pancras Cemetery office for more information.

Brockley Cemetery Lewisham

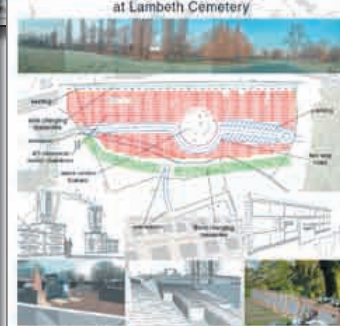
New Burial Chamber Scheme Now Available
Premier below ground double interment burial chambers with safe memorial systems.



Contact Lewisham Crematorium and ask for details on introductory offer prices now with pre-booked options and book your information on 020 867 2280

The Way Forward - next phase

Lambeth / welters Cemetery Village® Scheme at Lambeth Cemetery



For more information, contact Lambeth Cemetery Office on 0208 672 6342
welters ORGANISATION WORLDWIDE
in Association with **Lambeth**

Seven Hills Crematorium Nacton

Memorialisation Options



For further information on the walkway and memorial options, please contact the crematorium office on 01473 655 614 or email office@sevenhillsnacton.co.uk

Woodland Walkway



The Woodland Walkway meanders through the existing landscape, trees and wild plants.

'Memorial stations' are available in a variety of sizes to incorporate up to 3 cremation caskets and are situated at intervals along the walkway with seating interspersed.

There are three types of cremation caskets: granite, timber and stone. Each casket type can be purchased in either small (monument only), medium (2 interments) or large (4 interments).

In addition to the cremation caskets, a variety of memorial opportunities are available. See back page of brochure for more details.

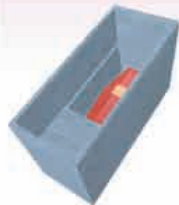
'Memorial stations' can be either acquired by an entire family or 'group' or the individual interment elements or interment opportunities could be sold individually.

What are burial chambers?

Burial chambers are concrete vaults, which are used for burial. The chambers are installed in the ground and each chamber can accept two interments.

Once an interment has taken place, the compartment is sealed with concrete slabs.

Burial chambers provide an alternative solution to traditional brick-built graves incorporating a choice of memorial options including designs supplied exclusively by **welters**.



St Pancras Cemetery
London Borough of Camden
High Road, East Finchley, N2 9AG
Tel: 020 8883 1231
Fax: 020 8365 2178
email: cemeteries@camden.gov.uk
website: www.camden.gov.uk

St Pancras Cemetery

Burial Chambers

an alternative to earthen grave burial for the Catholic faith



All products and designs supplied by:
welters
110-112 Camden Road
Tel: 020 8883 1231
Fax: 020 8365 2178
Email: office@weltersworldwide.com
Website: www.weltersworldwide.com
Designs may vary to those displayed, specifications subject to change.



Option 1

Burial chambers are available, which include the Basilica Traditionale Exclusive decorative memorial unit.

The unit houses granite plaques for inscription.

Inscriptions can be arranged prior to interment and fixed into position on the day of the funeral.



Option 2

Chambers are also available without the housing unit to allow for alternative forms of memorialisation. Please check details with the Cemeteries Office.

Pricing Information

Option 1			
Purchase of burial chamber with memorial			
Burial and Memorial Rights 999 per period			
Burial fee			
			Total
Option 2			
Purchase of burial chamber only			
Burial and Memorial Rights 999 per period			
Burial fee			
			Total

Note: Maximum coffin size for interment is 6'6" x 2'6".
Non-members of Camden will be subject to additional fees.

Alternative forms of memorialisation, including granite memorials which can also be supplied by **welters**.



Please visit the cemetery where our staff will be glad to assist with any enquiries.

Tel: 020 8883 1231
Fax: 020 8365 2178
email: cemeteries@camden.gov.uk
The office is closed on weekends and public holidays.

St. Pancras Cemetery grounds will be open to visitors at the following times:

Month	Weekdays	Weekends & Public Holidays
Jan - Mar	7.30am - 5.00pm	8.30am - 4.00pm
Apr - Nov	7.30am - 5.00pm	8.30am - 4.00pm

The office is open 8.45am - 5.00pm Monday - Friday.
Special times for opening and closing apply on Christmas Day.

Burial plots can be reserved subject to availability, call or visit the cemetery office for reservation information.



Welcome to **LANCASTER COLLEGE**

The Neptune Baby and Young Child Memorial Garden

This dedicated baby and young child memorial garden provides an occasion for all parents who have suffered the loss of a small youngster of whom this banner sign speaks, as the College acknowledges that whilst for all parents the loss would seem to show each different grief

Being a mother myself I was involved at the planning stage to have a machine there and the Neptune was one subsequently created. The Neptune and family plaques have been arranged in this feature to provide a further psychological and spiritual support but more importantly to be automatically comforting to children and parents visiting a loved one's grave in remembrance.

This carved Neptune and family plaque is a magnificent stone feature to this high quality memorial garden. In keeping with our Green Flag commitment, this stone is Broom's Barn stone and was sculpted from a UK water-saver recycled aggregate.

Behind the stone feature is a special secure landscape designed and sited to ensure that the stone has the maximum visibility. Parents will find their own loss far more poignant and meaningful when they are able to see the granite and limestone obelisk, which is a symbol of their loss and a reminder of their child.

This garden also contains beautiful flowerbeds and a large blue granite memorial feature.

If you further information please contact the Committee Chair at **Memorials Services, Mount Pleasant, Lancaster LA1 4YW** or call 01524 462348.

welters
ROCKWORTH LTD
MEMORIALS SERVICES

For information visit
www.memorialservices.co.uk
01524 618 822 or
info@memorialservices.co.uk
01524 618 822 or
www.memorialservices.co.uk

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