



Commemorating Life with Respect™

## **ABS Replacement FAQs**

### **Why is Wilbert changing from ABS?**

ABS or Acrylonitrile Butadiene Styrene has been used for many years in different applications. It was first introduced by Wilbert in 1981. It has been used as an upgraded alternative to the Strentex® liner to enhance the value and protection the family receives with better vault purchases.

### **What is the new plastic?**

The new material is Trilon II. It was specifically designed for use in the burial vault application by Wilbert Plastic Services to provide excellent durability and moisture protection. It is more durable and impact-resistant than the Strentex material used in our basic line.

### **Is the new material as good as before?**

After exhaustive testing and research Trilon II has been found to possess all of the desirable qualities of ABS at a more cost-effective price point. The specific formulation allows for more reliable supply as well.

### **Are my prices changing?**

The change in the plastic is not affecting the price. However, the more reliable supply offers better price stability going forward. Of course, the cost of the liner is but one part of the total cost of the product. Like your business, product pricing also factors in wages & benefits and transportation costs. Plus the costs of the other burial vault components & raw materials, including concrete, metals and adhesives.

### **What should I tell my families?**

After conducting research with families we have found the component parts are not significant to them. What they do want to know is:

- Will the remains of my loved one be protected?
- What are my options for the service at the grave?
- What do Funeral Professionals choose for their own families?

### **How do I adjust my web site?**

Of course, you need to eliminate reference to ABS. You can simply replace ABS with Trilon II or even simply refer to the plastic liner material as “high-impact plastic” or thermoplastic.