I. Introduction

Our company offers the largest selection of cemetery monuments in the greater Chicago area in a wide variety of colors, prices and styles. We also offer custom engraving services. We have been serving the Chicago area since 1889 and offer factory direct prices. We serve all the cemeteries in the greater Chicago, Illinois area.

Today, Peter Troost Monument Company consists of more than thirty locations in four states, making it the largest privately-owned monument company in the United States. Troost Monuments are also available through more than 150 funeral homes. We have several nationally recognized designers on staff and are proud of the distinctive memorials we produce. While cemetery memorials are still our primary focus, our product offerings have grown to include commemorative plaques, brick fundraisers, commercial signage, park benches and veterans memorials.

II. Selecting a Memorial at a Store Location

If you’ve never ordered a headstone before or if it’s been a long time since you’ve needed a memorial, you’ll be pleasantly surprised at how simple the process is and how rewarding it can be. Here are the steps normally followed but you’re the customer so you’re in charge. We will work at whatever pace you are comfortable with and will answer any questions you may have as they arise. If there will be several people involved in the decision making process, we encourage you to come in together so decisions can be made collaboratively.

1. When you visit one of our stores, a staff member will ask you who the memorial is for and what cemetery it will be placed in. Most cemeteries in the Chicago area have regulations regarding the types of grave markers allowed. When we know the cemetery we can show you a headstone that meets the cemetery requirements. To find the Peter Troost
Monument location nearest you, call our office at (708) 544-0916 or visit the “Locations” section of our website at www.troost.com.

2. After we explain and show you the type of memorial that is accepted by your particular cemetery, we will present you with a selection of granite colors. Granite is a beautiful material and Troost Monument has the largest inventory of granite markers in Chicago. In fact, if you would like to select the exact piece of stone to use for the monument, we can do that at our Hillside location at 4300 Roosevelt Road, Hillside, IL 60162, which is west of downtown Chicago. We’re sure we will have a color you will love. If we don’t, we’ll find it for you. Should your cemetery only allow bronze markers, we have a wide selection of sizes and designs for you to choose from, including several exclusive designs only available through Peter Troost Monument Company.

3. After you have decided on the color, size and style memorial we will lead you through the design discussion. It is helpful if you think about the type of design carving you would like before coming in because there are literally thousands of possibilities. Are you interested in religious ornamentation or something more secular? Did your loved one have a hobby, profession or other passion in life you would like commemorated on the headstone? Is there a specific image you want engraved on the memorial? If you bring in an object or photo that was special to the deceased we can replicate the image on the monument for a very personal tribute.

4. Lastly we will discuss the wording to be engraved on the memorial. The engraving, or inscription, will name the person resting there, provide a historical record and tell something special about the person to everyone who passes by. Think about how you would like the person’s name to read on the headstone. Do you want to use their formal name or something more casual? How about the epitaph? There is something special to say about everyone. If you need some help with ideas, visit the “Epitaphs” section of our website. Be sure to bring in the full dates of birth and death when you visit us. Sometimes these dates can be hard to remember off the top of your head. Bringing along any cemetery paperwork showing the grave location would be helpful as well.

III. Phone Orders

Ordering over the phone can be a very simple process. If you have found a memorial, monument or headstone on our web site or at one of our store locations and would like to order over the telephone, please call Lisa Troost Sottrel toll free at (800) 564-8212 or (708) 544-0916 (Extension 30). Credit card payments accepted are MasterCard, Discover and Visa.

IV. Shopping Online

The Peter Troost Monument Company invites you to peruse our web site at www.troost.com. You will find a large selection of pictures of granite cemetery monuments, headstones, grave markers, gravestones, tombstones, memorial headstones, memorial benches, cemetery headstones and bronze markers.
If you would like to talk with one of our sales associates about a memorial that you see on our website, please call (708) 544-0916. Our friendly staff will help you with your selection, provide you with pricing information and can take your order over the phone.

V. Pricing Information

Below is a price guide for your reference. We make our headstones right here in Chicago. Because there is no middleman we pass the savings right along to you. The granite you choose is primarily what determines the price. When you visit one of our stores we will be happy to tell you specific grave marker prices so you will know exactly how much the memorial you created will cost. The prices shown below include the memorial, standard design, three lines of lettering and delivery. Cemetery installation fees and sales tax are additional.

<table>
<thead>
<tr>
<th>Type</th>
<th>Individual Prices</th>
<th>Companion Prices</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flat Markers</td>
<td>$720 - $1180</td>
<td>$1240 – $2045</td>
</tr>
<tr>
<td>Bevel Markers</td>
<td>$930 - $1860</td>
<td>$1555 - $3060</td>
</tr>
<tr>
<td>Slant Markers</td>
<td>$1125 - $2315</td>
<td>$1770 - $3560</td>
</tr>
<tr>
<td>Bronze Markers on a Granite Base</td>
<td>$1285 - $2830</td>
<td>$2015 - $6595</td>
</tr>
<tr>
<td>Upright Monuments</td>
<td>$1810 - $7050</td>
<td>$3020 - $9520</td>
</tr>
</tbody>
</table>

There are many customization options available to you. We have designed and carved individual flat markers for over $3000 and many family upright monuments over $35,000. The prices above are meant to show you the range within most purchases usually fall.

Cemeteries charge you a fee to install the memorial. Sometimes a cement foundation underneath the headstone is required and there is a fee for that as well. Most installation charges for individual grave markers range from $150 - $450. Installation charges for companion markers range from $300 - $600. Cemetery installation fees for bronze markers are often higher. Foundation fees for upright monuments range from $450 - $1800. If you would like to know the fee charged by your cemetery, just call our office at (708) 544-0916 and we will look it up for you.

If you have a question that is not answered by the above or on the FAQ section of our website, please call our office at (708) 544-0916. We are open seven days a week from 9AM – 5PM. We are pleased to assist you in any way we can.
VI. Payment Options and Payment Types Accepted

When you order a product over the phone or in person at one of our store locations, you have a variety of payment options. For information about the options available to you, please call (708) 544-0916. We accept the following:

- MasterCard
- Visa
- Discover
- Personal Checks
- Money Orders
- Cashier's Checks
- Cash

VII. Contact Information

Lettering Request Contact
Chris Lee
4300 Roosevelt Road (Between Wolf and Mannheim Road)
Hillside, IL 60162
Phone: (708) 544-0916 x25
Toll Free: (800) 564-8212
Email: chris.lee@troost.com

Cemetery Regulations Contact
Barbara Motkowski
4300 Roosevelt Road (Between Wolf and Mannheim Road)
Hillside, IL 60162
Phone: (708) 544-0916 x15
Toll Free: (800) 564-8212
Email: barbara.motkowski@troost.com

Pet Marker Orders Contact
Lisa Troost Sottrel
4300 Roosevelt Road (Between Wolf and Mannheim Road)
Hillside, IL 60162
Phone: (708) 544-0916 x30
Toll Free: (800) 564-8212
Email: lisa.troost@troost.com