

In Memoriam

Stan Axsmith

Stanley P. Axsmith, 54, of Albert Lea, MN passed away on Sunday, March 25. He was born January 19, 1953 in Pottstown, PA. In 1979, he married Sue Sunkel in New Orleans, LA.

Stan attended Millsaps College in Jackson, MS, and then worked in sales at Owatonna Tool Company (OTC) in Owatonna, MN. He moved on to become VP of Sales at Fountain Industries in Albert Lea, where he met long-time friend Jeff Brown. Together, Jeff and Stan landed jobs at Panels Plus. Jeff recalls how Stan loved to travel, even for business, and would often kid him about being on vacation all the time. He also commented on Stan's work ethic: "Stan loved being with his family and he made sure everyone took care of family before work. While at work his customers were his first priority." Jeff also enjoyed getting to know Stan on a personal level: "He was the kind of guy that once you met him, you didn't forget him, he had friends all over the world. He's going to be missed."

Stan was the national sales manager for Panels Plus. Although he had only been in the industry for four years, he had already established himself as a good salesman. Rod Wasserman of Wasserman & Associates knew Stan well and recalled his quick acceptance into the industry. "What amazed me is that he came out of the parts-washer business with no structural building components knowledge and became successful and respected in the industry so quickly," he said.

Jay Halteman of Wood Truss Systems, Inc. also commented that Stan's entry into the industry was remarkable. "The biggest testament to Stan lies in the fact that our industry is difficult to break into," said Jay. "It's technical and there is a lot of industry culture and terminology that comes with it. Stan came into the industry completely cold, and embraced the wall panels segment of this industry with incredible speed. He had an understanding of the business, remarkable drive and a real passion for sales. Always did it with a great sense of humor, he was a fabulous guy to work with. It's a real loss—Stan brought a lot of class to the job."

Panels Plus will remember Stan for his outgoing personality. Roger Paul worked with Stan and recalled that "he could get people to become his friend before they even bought anything from him. He had that ability to get people to like him as a person, and then he would deal with them on a business level." Roger also commented that "Stan had an upbeat attitude about everything and was always a joy to be around."

Rod said Stan was very likeable: "People liked Stan Axsmith because he was extremely passionate about his projects and did what he said he was going to do."

"It's a tough nut to crack this industry, it's a tight little community. [Stan] just rolled into it and did it with a smile on his face and a sense of humor. If you went to him you knew he'd get the job done because he always kept his word." —Jay Halteman

It's easy to make promises and not keep them, but he always followed through." Jay gave his view as well: "The bottom line is this... he always did everything with integrity, there was nothing negative about Stan's approach to business. He was a really delightful person to work with and be around because he was always so positive. He is one of those people you won't forget soon. It's unusual to come across such a great guy."

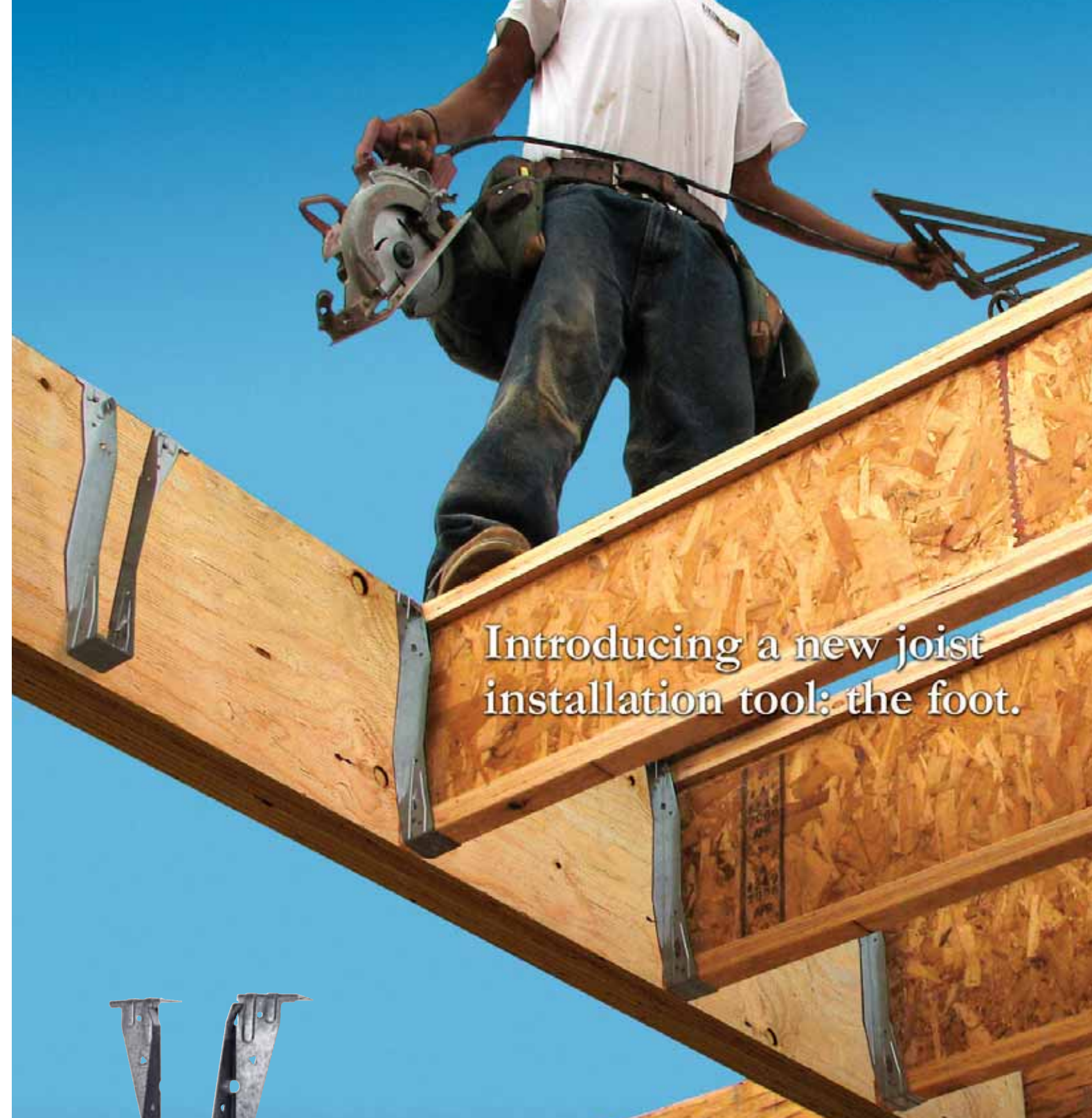
In Albert Lea where he resided with his family, Stan was a member of the Church of St. Theodore, Eagles and Elks. Outside of work, Stan was very active with his children and enjoyed coaching his daughter's softball team. He was also a huge sports fanatic. His love was participating in sports, watching his kids play sports and watching sports on TV. Stan was a dedicated Philadelphia Eagles and Phillies fan, and also a fan of the Tennessee Volunteers.

He is survived by his wife, Sue; his son, Christopher; daughter, Jamie; his parents, a sister, brothers and sisters-in-law, a niece and a nephew. **SBC**

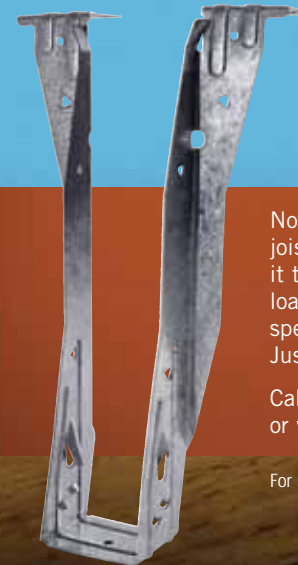
Submissions to "In Memoriam" can be emailed to editor@sbcsmag.info. Photos are encouraged and will run as space allows. Submissions may be edited for grammar, length and clarity.



This bar was one of Stan's favorite spots in England, where he traveled for business. Stan was honored to be the first patron ever allowed behind the bar.



Introducing a new joist installation tool: the foot.



Now you can install I-joists with a top flange hanger that doesn't require joist nails. With the new ITS, just slip the joist into the hanger, step on it to snap it into place, and move on. And since it's designed for the loads you need, you don't have to sacrifice performance for installation speed. The ITS from Simpson Strong-Tie® helps your crews work faster. Just tell them to step on it.

Call 1.800.999.5099 to speak with a Simpson representative or visit www.strongtie.com.

For reader service, go to www.sbcsmag.info/simpson.htm

SIMPSON
Strong-Tie

STRUCTURAL BUILDING COMPONENTS™

THE FUTURE OF FRAMING

www.sbcmag.info

Dear Reader:

Copyright © 2007 by Truss Publications, Inc. All rights reserved. For permission to reprint materials from **SBC Magazine**, call 608/310-6706 or email editor@sbcmag.info.

The mission of **Structural Building Components Magazine (SBC)** is to increase the knowledge of and to promote the common interests of those engaged in manufacturing and distributing of structural building components to ensure growth and continuity, and to be the information conduit by staying abreast of leading-edge issues. SBC will take a leadership role on behalf of the component industry in disseminating technical and marketplace information, and will maintain advisory committees consisting of the most knowledgeable professionals in the industry. The opinions expressed in SBC are those of the authors and those quoted solely, and are not necessarily the opinions of any affiliated association (WTCA) .



6300 Enterprise Lane • Suite 200 • Madison, WI 53719
608/310-6706 phone • 608/271-7006 fax
www.sbcmag.info • admgr@sbcmag.info