

In Memoriam

Paul D. Lenauer



Paul D. Lenauer, 42, of Pioneer Industries, LLC in Owensville, MO, passed away suddenly on October 24, 2005.

After working for a number of years in the printing industry, Paul, along with his brothers Chris and Matt, purchased Pioneer Truss Company and Pioneer Home Center in 2000. According to Chris, not only was Paul in charge of purchasing all of the lumber for the trusses and lumberyards, he also implemented the quality control checklist for the set-up persons and sawyers on the computerized saws.

"From the beginning Paul played various roles that contributed to the success of Pioneer Industries," he stated. "The employees absolutely adored him." The fact that the company started with 80 employees and has doubled in size is a testament to Paul's contributions to the business. Brothers Chris and Matt continue to operate Pioneer Industries.

Not only was Paul a great businessman, he was also a skilled advocate and trainer. He gave half-day truss manufacturing training seminars at the Pioneer plant for the Army's Engineering School of Fort Leonard Wood, MO. In addition, Paul was instrumental in bringing about changes in the State of Missouri regarding Workers' Compensation. He met with Missouri State Representative Charlie Schlottach on several occasions to discuss changes that needed to be made on tort reform and within the Workers' Compensation program. He was asked to testify at the Missouri capitol regarding Workers' Compensation and the changes that occurred in 2005.

In his free time Paul was an adventure seeker. He loved to spend time with his family, travel, ride horses and canoe. "He floated every river in the area," recalled Chris. "He once even canoed down the Everglades." A favorite family pastime was taking long trail rides together on their horses.

Paul is survived by his wife, Jill; two daughters, Haley and Lyla; and a son, Jackson. Paul was preceded in death by his youngest daughter, Violet, who passed away three years ago due to health complications.

Norman L. Garlock

Norman Garlock, 58, of Clermont, FL, passed away November 21, 2005. He was born on March 29, 1947, in Mt. Union, PA.

Garlock was the Director of Sales for CBS Builders Supply, Inc. According to CBS President Lawson Wolfe, he contributed a lot to the company throughout the 13 years that he worked for CBS. One of his greatest accomplishments came at a time when the company was in need of sales. Garlock implemented the concept of team selling, which has been very successful for the company and is still being used. Garlock's forte was drawing in customers. "Norm was the best salesman I've ever met. He was bright, and understood the importance of profit, but was also quite a character," recalls Wolfe. "People at the company sometimes jokingly called him 'the hunter' because he went out, did the hunting and found the business."

Garlock was a successful businessman due to the fact that he was loved by everyone. According to Wolfe, "Everyone wanted to be around Norm when he was around. Everyone. People probably loved Norm because he loved people. More than anything else, he loved working with people, and his job gave him that opportunity. He would just as soon work as anything else...except maybe play golf."

To Wolfe, Garlock was not only an employee, but a friend. "CBS is a family owned company, and he is as close as it comes to family. Two of his sons still work for us, and there is a lot of Norm in both of them, so in some ways it is like he is still with us."

Garlock graduated from Penn State University and was a member of the Alumni Association. He was an avid golfer and a member of the U.S. Golf Association. He served in the U.S. Army during the Vietnam Conflict.

Garlock is survived by his wife, Diana; his children, Tim (LeahAnn), Troy (Jamie), Bradley and Amber; and his grandchildren, Jessyca, Chandler, Collin and Liddy. He was preceded in death by his grandson Trevor. **SBC**

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

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