

ANTHONY J. GARTNER

125 Del Oro Drive
St. Peters, MO 63376-1174
(314) 397-1156

PROFESSIONAL EXPERIENCE

GARTNER & ASSOCIATES

1994 -

Business Coaching

In 2000, I was introduced to the world of coaching and Coach U. It was what I had been looking for in terms of my own personal training and, in 2002, I graduated from Coach U's coach training program. Since that time, I've devoted myself to working with people to further their own personal development and supporting small businesses in their growth and expansion through the magic of coaching.

Consulting and Training

Works with companies who want to improve and excel. Provides hands-on expertise working with companies to increase profitability, improve quality and reduce costs by consulting and training in the areas of: Organizational Development, Quality Planning and Management, Process Improvement and Special Projects.

WESTHOFF TOOL & DIE COMPANY, St. Louis, MO

PRESIDENT & CHIEF EXECUTIVE OFFICER

Recruited by owner to restructure and redirect this closely held company experiencing steady losses.

- Realigned all responsibilities to improve reporting systems.
- Restructured and downsized to eliminate excessive costs.
- Established quality and productivity Continuous Improvement philosophy.
- Successfully brought company through and out of Chapter II proceedings.

THIEL TOOL & ENGINEERING COMPANY, St. Louis, MO

VICE - PRESIDENT & GENERAL MANAGER

Joined Thiel as Director of Manufacturing- promoted to Vice President and General Manager in 1985. Managed all aspects of \$4-8 million business engaged in the design, manufacture and sale of custom metal Stampings, automotive Stampings, tools & dies, and other metal products.

- Increased sales from \$4.1 million to \$7.3 and increased customer base.
- Increased profitability to record levels at well above industry averages.
- Established functional organization and developed management team.
- Introduced computer technology and Continuous improvement as a critical step in assuring that customer quality needs would be met.

CONTOUR CHAIR LOUNGE COMPANY, St Louis, MO

GENERAL MANAGER

Recruited by owner of \$5 million manufacturing subsidiary desperately in need of turnaround.

- Improved manufacturing processes and productivity, produced operating profits in the first six months, which was the first time in seven years.
- Saved company from Chapter 11 bankruptcy filing and facilitated its sale in September, 1983.
- Retained by new owners to continue improving operations and sales.

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**BORG WARNER HEALTH PRODUCTS, INC., St. Louis, MO
MANAGER, MANUFACTURING and INFORMATION SYSTEMS**

Directed all manufacturing functions, comprising Plant Management, Product Engineering, Industrial Engineering, Manufacturing Engineering, Quality Control and Purchasing at two manufacturing facilities, with annual sales of \$35 - 45 million and over 300 employees. Worked directly with Marketing, Sales, Customer Service and the Financial Group for new product development and other typical customer-related manufacturing activities. Initiated and completed feasibility study of manufacturing control systems and directed the implementation of the computer and systems upgrade.

ADDITIONAL PREVIOUS EXPERIENCE

Sales Engineer: responsible for new customer development and profitability of assigned and developed customers.

Value Analysis Engineer- analyzed and redesigned customer products and/or internal processes for cost reduction.

Supervision of Product Design and Quality Assurance departments.

Tool Designer, Cost Estimator, Tool & Diemaker

PROFESSIONAL AFFILIATIONS

American Society for Quality - Certified Quality Manager, 1996 - 2003

National Tooling & Machining Association - Board of Directors, St. Louis Chapter, 1985-1993

President 1989 -1991

Society of American Value Engineers - member 1996 -

Society of Manufacturing Engineers - Certified Manufacturing Engineer, 1984 - Life

Toastmasters International – ATM-S (Able Toastmaster – Silver), CL (Competent Leader)

EDUCATION

St. Louis University, St. Louis, MO

Masters in Business Administration, major in Management Sciences, 1980

Bachelor of Business Studies, major in Marketing, 1976

Washington University, St. Louis, MO

Engineering & Mathematics

American Management Association - The President's Association

The President's Course

The CEO in the Small and Emerging Company

ISO 9000 Auditor/Lead Auditor Training & Successful examination completion

Adjunct Instructor – St. Louis CC – Florissant; St. Charles CC

Graduate of Coach U (Coach University) April 2002