

**Name:** David Mitchell,  
Owner, President, COO of Monarch Company

**Experience:** Over 20 years of B2B sales and management

2001-Present

Monarch Company

Milwaukee, WI 53218

- Employed by Monarch since November 5<sup>th</sup>, 2001
- Purchased company in July of 2007 with an equity group and took over Monarch and another location in Chicago (Production Tool Corporation) as Owner, President and Chief Operating Officer
- Developed strong relationships with our customers and have grown company substantially since 2001 from \$3.5 million to over \$11.5 million in 2008 and the workforce in Milwaukee has grown from 35 to over 70 fulltime employees
- Increased Production Tool Corporation's sales from \$6 million in 2007 to over \$8.2 million in 2008 for combined sales of \$19.7 million
- Lead management team, engineering staff, and shop personnel by positive feed back and clearly defined goals
- Believe in the "Team Building" approach to managing a successful company
- Determine and drive priorities in the shop through the other members of the management team
- Implementing initiatives to grow company through increased market awareness, capital expenditures, additional manpower, and welder training
- Prior to Monarch held outside sales jobs in the Agricultural and Construction Equipment Industries, Material Handling Equipment Industry, Steel Fabricating Machinery Industry, and the Financial Services Industry

**Education:** Purdue University, W Lafayette, IN, B.S. Industrial Mgmt/Engineering