

Thrive in your competitive market
unlock your full potential



The key to getting better
results for your business



Ettlin International is the key to unlocking your full potential.

Ettlin International was founded to provide a short term resource to support companies who want to unlock their full potential; to really see what they can do, whether that be in the face of adversity or strong competition, to become more efficient, to implement large scale changes, to improve on what they have already achieved or to discover another point of view on what they are capable of.

Our services

- + Process Improvement
- + Management Coaching
- + Lean Management
- + Interim Management
- + Project Resource
- + Information Database
- + Courses and Training.

Ettlin International focuses on delivering measurable results by improving systems and processes, embedding skills and know-how and encouraging communication and pro-active decision-making. We optimise operational and financial performance by rolling up our sleeves to help you make improvements that bridge the gap between where you are and where you could be.

Our methodologies have been proven successful in a wide range of industries and clients enjoy working with us. We speak the language of our clients at all levels. The intensive co-operation with our clients' staff and employees as well as our practical, hands-on approach will help us gain wide acceptance within your organisation. Our approach drives your staff to realise goals set by them. This is achieved by providing the right mix of skills & knowledge, by implementing improvement processes and by creating effective systems to support interactive communication and proactive decision-making.

At Ettlin International, we like to see results that continue:

"Andrew took us by the hand and led us along the optimum way to reach our goals. The results of his sustainable approach is 8 consecutive years of outperforming our targeted productivity increase of 5% per annum."

C. Ochsner, COO of Switzerland's largest Chocolate manufacturer.



"For more than 10 years, I've been finding improvement potential and accompanying people along the entire improvement process. My greatest achievements are when individuals stop seeing problems and faults but see possibilities and chances, take initiative and start thinking of what they can do to assist others reach their goals. I believe Australian companies could benefit from my knowledge of European FMCG manufacturing and my passion to create value"



"I've worked alongside farmers, butchers and five star chefs, foreign ministers, CEOs and board members, nanoparticle physicists, engineers and small business owners. I love their stories. I enjoy the challenge to see things from their perspective and to understand what is important to them. I love to listen to their goals, and most importantly, to help them achieve them."



About us

Andrew Ettlin has had an international schooling in several countries and finished his secondary education in Switzerland. He is a Swiss national with a command of several languages. His tertiary education saw him attend the Swiss Federal Institute of Technology where he gained a Bachelor of Mechanical Engineering and a Masters in Business Science. He also lectured at a Swiss University and gave several training courses within private companies.

Kathleen studied in Switzerland, Chile and her home country of Australia and also has command of three languages. She has completed her Bachelor of International Studies and a Bachelor of Business at the University of Technology, Sydney. Kathleen has worked in marketing in South East Asia and Europe. Kate and Andy have married, had children and have decided their lives and opportunities are here in Australia.

Achievements

- + Reducing invested capital by \$10 million
- + Reducing changeover costs by \$1.5 million
- + Reducing downtimes by improving machinery
- + Reducing downtimes by improving the quality of materials
- + Increasing capacity by over 100%
- + Increasing yield values by \$2 million per year by training staff
- + Assessing, evaluating and implementing investments of over \$2 million
- + Introducing a Lean Management System
- + China entry market analysis for an industry body
- + Working with a standards committee and government policy to create markets for new technical products
- + Solving the real problems before introducing a new business plan

“We were especially impressed with the speed in which Kathleen became acquainted with our company and the ease with which she learnt a new field of expertise – in particular the demanding technical details of our products and services. ..With her high degree of commitment and dedication, Kathleen provided comprehensive and well founded advice.”

Dr Markus Kasper -
Managing Director,
engineering company.

For more information go to:

<http://www.ettlininternational.com/about-us-1/achievements>





We roll up our sleeves

Participating in the daily business to ensure good understanding of the processes, while gaining respect from the staff and making sure the daily business is not negatively affected during work on improvement. We offer practical solutions and assist to implement these changes at the point of execution



Our values

Are the foundation of how we do business. They have shaped our methods and approaches and make us stand out.



People

We aim for long term and sustainable operational excellence, ensuring continuously increasing profitability and we believe this can only be achieved with a motivated and well trained staff. This is why we pay high respect to every staff member and target their integration and training during a project.



Integrity

In order to retain the information we need, staff members need to trust us in order to open up to us. This trust can only be built if we are open and honest and do not misuse any information.



Passion

Our work is our passion and we seek to enjoy it and have fun.



Team Spirit

Our experience and knowledge is pooled to achieve best results and exceed customer expectation. We systematically promote a team approach over individualism.

“The huge amount of experience that they have both had with multinational companies should be welcomed by companies in Australia that can use their experiences. With production engineering and business from Andrew and marketing and sales from Kathleen, it makes them a formidable team.”

Pat Slattery – Owner/
Managing Director,
successful small to medium
enterprise.

For more information or to book a consultation, contact Andrew on 0498 042 909 or Kathleen on 0409 258 911 and use the key to unlock your business success.



Australian Food
& Grocery Council



Swiss Australian
Chamber of Commerce
& Industry



ettlininternational.com