

## PEOPLE:

INLAND VALLEY

# Daily Bulletin

## Degrees of success

*Upland man started young to master judo skills ... and life skills*

By Wes Woods II, Staff Writer

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Upland resident Gary Goltz, who is not only a 7th Degree Black Belt and head Sensei of Goltz Judo in Claremont but also President of the US Judo Association and the head of Goltz Healthcare Sales Strategies, a consulting firm in Upland, has come a long way to achieve his multi-level success.

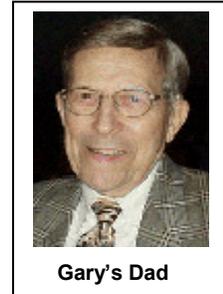
Goltz, a Pittsburgh native, credits his late father, advertising executive Julius Goltz, who taught him to "always make the calls" and gave him a 1966 four-door Chevy Impala when he turned 16.

"He gave it to me with a three-page list," said Goltz, 58. "The list had oil changes, tire rotation, tune-ups, antifreeze, winterizing, insurance ..."

That wasn't all. "Within two weeks of having that car," Goltz remembers with a laugh, "I got a major headache when a mechanic handed me an \$80 invoice for repairing the alternator. That was like three weeks' pay back then. But it did teach me a real lesson about the responsibilities that come with owning a car. It also provided me a way to expand into teaching judo at several local Y.M.C.A.s."

Goltz has never forgotten his father's 'gift.' "To this day I still make lists of things to do and then meticulously knock them off, one by one. It's a reflex my dad instilled in me!"

His father also decided against buying his son a cheap camera, and instead started him on a payment plan to purchase a more expensive and rewarding "35mm camera like the pros use," Goltz said.



"After I got that camera I started taking a lot of pictures at judo. Looking back, I've been a photo buff almost as long as I've been into judo. My dad even helped me build a darkroom under the stairway in the house I grew up in. It's as if my whole life has been documented in pictures,"

Goltz also lists as a key influence Kyu Ha Kim, his first judo Sensei when he started taking lessons in Pittsburgh at the age of 10.

His father indirectly had a hand in that, too. "When I started judo he wouldn't just buy me a uniform". In fact, "he made Mr. Kim promise to buy the uniform back if I quit so he had a vested interest to keep me motivated. Mr. Kim still likes telling that story," Goltz said.

At age 21, Goltz was awarded his 1<sup>st</sup> Degree Black Belt. Today he holds the rank of 7<sup>th</sup> Degree Black Belt and runs Goltz Judo in Claremont which is among the largest clubs in the U.S. Judo Association, a not for profit organization that elected Goltz its President in 2010.

In addition to judo, Goltz majored in rhetoric at the University of Pittsburgh, where he graduated cum laude in 1976. That same year, he became manager of Johnson Rents, in Pittsburgh, and worked his way up to vice president after the company relocated him to Chicago in 1979. Johnson Rents merged with Foster Medical Corporation in 1982 and in 1985 the company relocated Goltz with his family again this time to Upland.

In 1987 he became the youngest person ever accepted to Pepperdine University's prestigious Presidential and Key Executive M.B.A. Program, from which he graduated with honors in 1988. That same year he also established Goltz Judo which is part of Claremont Human Services. Goltz later formed Comprehensive Pharmacy Home I.V. Services, which he and his partners sold in 1994. He then started his health care sales consulting firm.

Goltz, a fan of the "Highway Patrol" TV series starring actor Broderick Crawford that ran from 1955 to 1959, customized a 1955 Buick Century to look like the vehicle in the show. He has entered it in many parades and rallies. "I'm now getting it upgraded," said Goltz, who plans to show it at Claremont's Cruise Night, which takes place monthly during summer.