

CHEMICAL ENGINEERING

LEADERSHIP SEMINAR SERIES

MARYANN EINARSON

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Former CEO & President, Integrated Technologies

The Entrepreneurial and Business Side of Chemical Engineering

ABSTRACT: This presentation will focus on my experiences as a business owner of a small aerospace company (Integrated Technologies) and subsequent transition through the sale of the business to a larger aerospace company. Over a 20 year period the company grew from a few employees with a single limited revenue client, to more than 65 employees doing business with most major aerospace companies in North America. Starting from relatively simple composite quality control tests, the company grew its technology and capability to perform multi axis testing of complex air and spacecraft structures (i.e. 737 winglets). During this same time the company expanded in composite manufacturing capabilities (autoclaves, CNC milling) and quality and industry certifications in order to grow its composite manufacturing business from simple test panels to flight structures for both commercial and military air and space craft.

BIOGRAPHY: Maryann Einarson received a B.S. degree in Chemical Engineering from the University of Wisconsin and a Ph.D. in Chemical Engineering with a focus on Colloid & Surface Science from the University of Washington. Maryann was involved with Integrated Technologies (Intec), an advanced materials testing and manufacturing center focused on composite materials, from its inception through its sale to LMI. As an owner, Maryann worked as president, led negotiations with clients, participated in the development of the business systems, and arranged financing required for expansion as the company contributed to most of the significant commercial, military, and space composite development projects in North America including 777, 787, F22, A12, ACT, HSR, F35, A350, Hondajet, Orion, C-Series, APB winglets and others. After negotiating the acquisition of Integrated Technologies by LMI Aerospace, Maryann currently serves as the technical/business interface between the engineers and customers regarding project definition, quotes, contracts, and finance. Responsibilities include managing relationships with industry partners such as Boeing, Northrop Grumman, and Lockheed as well as working with corporate financial analysts.

**LECTURE 2:30-3:20 • RECEPTION 3:30
PHYSICS ASTRONOMY BLDG. PAA A114**



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