

# dh Consulting qca, Inc

consulting - mentoring - technical - commercialization - product development

## Speaker's Bio

Don Henry received a BS in Electrical Engineering from the University of Illinois and attended Augustana College. He also has postgraduate course work at the University of Illinois, and the University of Iowa. He holds 20+ US and foreign patents on electronics and industrial control systems. He authored 15 articles on industrial control systems and programmable controller technology. These were published in the US, England, Japan, and Germany. He was a member of the National Electrical Manufacturers Association (NEMA) committee that drafted industry standards for Programmable Logic Controllers.

He was a founder of Struthers-Dunn Systems and a founder and CEO of Uticor Technology, Inc. He has extensive experience in product and market development of technology based products used in manufacturing industries. He was a major driving force in the development of Programmable Logic Controllers and their standardization in manufacturing and process industries.

In addition to his engineering background, Mr. Henry has training and extensive hands on experience with the operation of small/medium-sized businesses. He was a founder of two high tech product development and manufacturing companies. He nurtured and guided the companies through the opportunities and challenges involving: human resources, marketing (domestic and foreign), sales, manufacturing and product development. The company products were used to control the metal stamping body production lines for all Ford Motor car and light truck products from 1972 – 1995; control the largest oil products pipeline in the US (twin 36" pipeline from Baton Rouge, LA to Linden, NJ); control the lighting and irrigation systems for the Sydney Opera House in Australia. In addition to industrial control systems, his earlier patents include automobile traffic detection and control systems such as the "loop detector" used at intersections to detect the presence of cars.

Mr. Henry founded and directed the Northwest Region Entrepreneurship Center (NWREC) from 2004-2010. The center provided mentoring, technical assistance and funds to assist High Growth Potential entrepreneurs in a 10 county region.

When asked about the most satisfying thing he has accomplished, his reply, "Helping to guide the profitable growth of a business that developed and manufactured complex electronic products.... and creating jobs that were both fun and rewarding."

Through his consulting company, Don works with the Illinois SBDC at Black Hawk College TIES initiative (Technical, Innovation, Entrepreneurial Specialty), the Midwest Intellectual Property Institute, the Sustainable Business Center at Galesburg, and other Illinois SBDCs that do not have a TIES initiative.



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