

Mr. Jens Cutter - Bio

Jens Cutter is an early pioneer in the LED lighting industry and has been involved with LED technology since 1986. Cutter got his start with LED lighting technology while working for a leading automotive accessory manufacturer Kaminari, Inc. While working for Kaminari, he discovered the many unique qualities that LEDs offered and saw their vast potential. Cutter began incorporating LED lamps into various products and recognized that LED technology represented the lighting of the future. Over the next few years, Cutter began developing, designing & specifying LEDs into more products and soon LEDs became the main focus of his work. Today, Cutter is a leading authority in LED technology.

2010 – Current -- Duracell LED Lighting CMG Energy Solutions, LLC

As a Senior Manager, Mr. Cutter directs the company's National Sales program and has the following responsibilities:

- Working with Utility providers on Rebate Programs
- Handling technical sales and client service
- Training new employees, customers and distributors
- Developing new LED products
- Management of UL, ETL, LM79, LM80 & Energy Star Certification Processes

2003 – 2010 LED Power, Inc.

Mr. Cutter joined efforts with two colleagues to start a new company of their own with the goal of taking LED products to the highest level possible. LED Power produced a variety of Commercial, Industrial and Architectural lighting products which were installed in hotels, office towers, private residences, casinos, sports arenas (USC Galen Center), restaurants, and many other businesses. LED Power also secured a contract to install LEDs at the Staples Center "LA Live" project and Fremont Street in Las Vegas. With Mr. Cutter's combination of talent, depth of experience and unique manufacturing know-how, he became adept at handling all types of lighting projects. Mr. Cutter was also instrumental in negotiating contracts with major corporations such as Teledyne, Costco, Albertsons, Hunter Douglas/3-Form Light Design, etc. He developed excellent relationships with National Sales Representation firms and distribution outlets. LED Power tripled in sales while Jens was a partner in the corporation. Mr. Cutter's LED expertise grew during these years as he acquired extensive hands-on experience and knowledge in the following areas:

- New Product Development and R&D
- LED selection, optical designs and Light Engines
- Off-shore Factory Management in China, Taiwan and Mexico including Specifying, Purchasing and Inventory Control

- Sales Management
- Marketing Strategy, Planning and Implementation

1998 - 2003 Alpinetech, Inc.

As General Manager for this start-up company, Mr. Cutter was responsible for a wide variety of duties. The company produced LED Lighting Products at facilities already established in Taiwan, and Jens helped the company's growth soar as he developed new products for customers. He worked on projects for private-label clients as well as OEM and aftermarket customers. One of the initial projects Jens managed was the development of a lighting system for automotive legend Lee Iacocca. The Company, EV Global Motors, had developed an electric bicycle which required a DOT-approved Headlamp and Brake lamp system. Alpinetech handled the design, development and production of the Headlamps and Brake lamps for EV Global, which sold thousands of the electric bikes. Another large program at Alpinetech had Mr. Cutter working with the Ford Motor Company directly with the company's design group in Detroit. Mr. Cutter also lead Alpinetech to secure a sizeable contract with the Ford to produce a CHMSL brake lamp for the FORD GT. The \$250,000 vehicle launched to great success and made it into production as the flagship vehicle for Ford.

1996 - 1997 TIR Technologies, Inc.

1997 - 1998 Teledyne Lighting & Display Products (TLDP)

Mr. Cutter joined TIR as a shareholder and was responsible for developing the automotive sector of this LED-based optics company. While serving as Director of Automotive Sales in 1997, the company was acquired by Teledyne Industries. Mr. Cutter transitioned to Teledyne Lighting & Display Products (TLDP) in the same position and was responsible for securing automotive aftermarket contracts for rear wing and spoiler parts. TLDP manufactured and supplied large-purchase contracts for LED-based CHMSLs (Center High Mounted Stop Lamps) for a variety of clients. A highlight of these accomplishments was the (MOPAR) GM Truck roll bar which became a standard factory OEM part. Jens also assisted in the development of the "ARCO Spark" logo sign which can be seen today on most ARCO Gas Station canopies.

1981 – 1995 Kaminari, Inc. / Aeroware

Mr. Cutter was instrumental in all facets of this renowned automotive accessory design firm. He began his career directly out of High School at the ground level working as a production line painter. Mr. Cutter worked on a variety of Aero Kits for late model Datsun, Nissan, Toyota, Subaru and other vehicles. A subsequent move into the Clay Design Department found Mr. Cutter assisting in the design and production of one of the primary Saleen Mustang vehicles and the Carol Shelby Can-Am racecar. Mr. Cutter later moved into the management program and became National Sales Manager and eventually Director of Operations for the company. Mr. Cutter pioneered the development of LED Brake lamps and CHMSL's (Center High Mounted Stop Lamps) for automotive wings and spoilers and led the company in this entirely new direction.