

ROGER F. WELLS, Ph.D., MBA
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CAREER SUMMARY

An experienced Vice President General Manager, reporting directly to the President/CEO, with full P&L responsibility for companies manufacturing highly engineered electronic sensors, electromechanical sensors and motion control products.

Also Vice President Business Development with proven success in expanding businesses through technology innovation, R&D, acquisitions, new product development and IP licensing for wide range of markets including, automotive, commercial/industrial, military/aerospace, and factory automation.

SELECTED ACCOMPLISHMENTS

- Developed three new families of sensors to supplement existing core technologies and products.
- Acquired new key sensor technologies through internal development and licensing with total sales potential exceeding \$300 million/year.
- Established lean manufacturing offshore production facility to supplement USA based manufacturing facilities.
- Grew manufacturing business to \$40+ million from \$15 million by introducing new technologies, targeting new markets and divesting unprofitable product lines.

EXPERIENCE

BEI TECHNOLOGIES, INC., (acquired by Schneider Electric), CA **1998 to 2007**
Vice President, Technology, Acquisitions and Business Development (2004 to 2007)

Reporting to the CEO, managed a specialist R&D team and was responsible for expanding corporate business for 10 divisions through worldwide licensing, acquisitions, technology development and strategic alliances.

- Acquired exclusive licenses for unique sensor technologies with potential annual revenues exceeding \$300 million.
- Developed 3 new sensor technologies and products adding \$10 million sales.
- Identified acquisition targets and was a leading team member in analysis and due diligence activities -
- acquisition of Newall Electronics (UK) Ltd. added \$12 million revenue and additional core sensor technology.
- Developed synergistic technology links between corporate divisions that maximized core competencies and reduced overhead costs by \$1 million.

Divisional Vice President and General Manager (1998 – 2004)

Duncan Electronics and Kimco Magnetics divisions

Reporting to the President, responsibilities included full P&L responsibilities, strategic planning and profitable business growth for highly engineered sensor products and systems manufacturing company with full management responsibility for 400+ employees in 4 different world-wide locations.

Division Vice President and General Manager (continued)

- Grew business to \$40 Million per year from \$15 Million by introducing new products, increasing market share and divesting unprofitable product lines.
- Developed new sensor products and expanded business scope.
- Implemented lean manufacturing.
- Obtained multiple industry-standard quality certifications including TS 16949 and ISO 9001.
- Reorganized three operating divisions combining common resources and manufacturing facilities.
- Established low cost, lean manufacturing facility in Mexico.

TRW AUTOMOTIVE, INC., Irwindale, CA**1990 – 1998****Director, California Operations (1996 – 1998)**

- Manager with full P&L responsibilities for manufacture of MEMS accelerometer and electromechanical sensors for airbag arming/firing applications.

Engineering Manager (1994 – 1996)

Manager of engineering group responsible for development of new technologies, products and systems for automotive passenger restraint and occupant protection systems.

- Developed four new automotive occupant protection sensors and obtained patents.
- Performed duties as TRW's expert witness in 10 product liability lawsuits supporting Ford, Chrysler, Toyota and General Motors.

Program Manager (1990 – 1994)

Full program responsibility for the development of multiple airbag control systems and associated program launches for the Ford Motor company.

- Completed six successful vehicle platform launches.

RELATED PRIOR EXPERIENCE**UNITED TECHNOLOGIES CORPORATION (UTC), United States and UK locations**

Promoted through five separate operating units from senior engineering positions to Chief Engineer.

- Department head responsible for developing new products for automotive, industrial factory automation and white goods applications.
- Applications and Programs Manager for high capital value, automated factory testing systems.

EDUCATION

Ph.D. International Business Administration, Northcentral University, AZ: GPA 4.0. 2006

MBA. Business Management, Northcentral University, AZ: GPA 4.0 2003

B.S. Mechanical Engineering, Portsmouth College of Technology, England

CITIZENSHIP

Citizen of both the USA and the United Kingdom

**ROGER F. WELLS
ADDENDUM**

PROFESSIONAL MEMBERSHIPS

Fellow of the Institution of Mechanical Engineers, UK (F.I.Mech.E).
Chartered Engineer, United Kingdom (European licensed professional engineer).
Member of the Society of Automotive Engineers.
Member of the American Society of Mechanical Engineers.
Member of the Vibration Institution.

PUBLISHED REPORTS

Pipe Flow Tests with Normal and Anti-misting Avtur Fuel. TR 72146, MoD, England.
Fuel Overflow and Tank Differential Pressure due to Air Release at Altitude. TR 72007, MoD, England.
Tests of Booster Fuel Pump at Altitude with Hot Fuel. TR 73089, MoD, England.
Simulated Crash Fire Testing of a Low-mist Aircraft Fuel. TR 70114, MoD, England.
Changes in the Indicated Volume of Fuel in a Tank Containing Plastics Foam Under Simulated Altitude Conditions. EP 1058, MoD, England.
Non-Contacting Sensors for Automotive Applications. SAE Technical Paper 88047.
Automotive Steering Sensors. SAE Technical Paper 900493.
An Advanced Steering Wheel Sensor. Sensors Magazine, Vol. 17, No. 2, February 2000.
The next Generation of Position Sensing. Sensors Magazine, Vol. 18, Nos. 3 & 4, March and April 2001.

ISSUED PATENTS

US 4,452,277. *Automatic, fluid-tight coupling.* A device for rapid coupling of exhaust systems in automated engine testing facilities.
US 5,356,176. *Vehicle occupant restraint apparatus.* A gas leak measuring sensor with automatic temperature compensation.
US 5,574,266. *Device for enhancing contact closure time of a deceleration sensor switch for use in a vehicle occupant restraint system.* A dashpot device for increasing the switch closure time of a spring-mass acceleration switch.
US 5,744,872. *Inertia responsive apparatus.* A remotely mounted switch for providing an electrical locking signal to a seat-mounted, safety-belt system.
US 6,124,784. *Occupant Protection and Signal Apparatus and Method.* A method for non-invasively detecting the firing current from an airbag deployment and activating a wireless transmission to emergency personnel.
Current: Five other patent disclosures related to silicon rate gyroscopes, stress sensors and liquid quantity measurements submitted, pending Patent Office action.