

Module Form Factor Sales Analysis Report

Five-Year Analysis: January 2020 - November 2025

Grouped by Physical Module Configuration

Form Factors Covered:

Star/O Modules (SP-12, SR-12)
Quad Round Modules (SP-08, SW-08, SR-08)
7-Up Modules (SP-02, SR-02, SW-02)
Rectangular Modules (SW-15)
Side Emitter Modules (SP-04, SR-04, SW-04)

Report Generated: November 2025

Quadica Developments Inc. / Luxeon Star LEDs

Executive Summary

This report analyzes LED module sales grouped by physical form factor configuration. The analysis covers five distinct module shapes: Star/O, Quad Round, 7-Up, Rectangular, and Side Emitter modules across multiple product lines (SinkPAD, SABER, SABER 2, and CoolBase).

Key Findings

- **Total Revenue:** \$492,061.41 from all form factor modules
- **Total Units Sold:** 41,923 units across all form factors
- **Total Orders:** 930 orders from 502 unique customers
- **Dominant Form Factor:** Star/O modules account for 65.9% of revenue (\$324,165)
- **Growth Area:** Side Emitter units grew from 407 (2020) to 2,189 (2024)
- **Customer Concentration:** Top 25 customers account for 69.5% of total revenue
- **Active Customers:** 97 customers ordered within the last 12 months

Form Factor Overview

- **Star/O Modules:** \$324,165 (65.9%) - 32,912 units - Traffic/signaling applications
- **7-Up Modules:** \$69,498 (14.1%) - 1,449 units - High-density lighting
- **Side Emitter Modules:** \$62,995 (12.8%) - 5,788 units - Specialty/architectural
- **Quad Round Modules:** \$34,474 (7.0%) - 1,636 units - Compact lighting
- **Rectangular Modules:** \$929 (0.2%) - 138 units - Limited/niche applications

1. Overall Sales Performance

Revenue and Volume by Form Factor

The following table summarizes the five-year sales performance for each module form factor:

Form Factor	SKU Prefixes	Units Sold	Revenue	% Total	Orders
Star/O	SP-12, SR-12	32,912	\$324,165.28	65.9%	434
7-Up	SP-02, SR-02, SW-02	1,449	\$69,498.41	14.1%	244
Side Emitter	SP-04, SR-04, SW-04	5,788	\$62,994.86	12.8%	126
Quad Round	SP-08, SW-08, SR-08	1,636	\$34,474.18	7.0%	140
Rectangular	SW-15	138	\$928.67	0.2%	11
TOTAL	All Form Factors	41,923	\$492,061.41	100%	930

SKU Prefix Breakdown

Detailed breakdown of units sold by individual SKU prefix within each form factor:

SKU Prefix	Form Factor	Units Sold	Line Items
SP-12	Star/O	8,408	400
SR-12	Star/O	24,504	175
SP-08	Quad Round	1,557	154
SW-08	Quad Round	31	13
SR-08	Quad Round	48	18
SP-02	7-Up	1,184	242
SR-02	7-Up	238	93
SW-02	7-Up	27	14
SW-15	Rectangular	138	23
SP-04	Side Emitter	5,377	127
SR-04	Side Emitter	129	20
SW-04	Side Emitter	282	10

Yearly Sales Trend (Units)

Unit sales by form factor for each year:

Year	Star/O	Quad Round	7-Up	Rectangular	Side Emitter	TOTAL
2020	3,837	260	215	0	407	4,719
2021	5,605	257	357	0	383	6,602
2022	6,491	163	378	0	791	7,823
2023	6,786	143	217	0	854	8,000
2024	6,924	255	132	75	2,189	9,575
2025	3,269	558	150	63	1,164	5,204

Yearly Order Count

Number of orders by form factor for each year:

Year	Star/O	Quad Round	7-Up	Rectangular	Side Emitter	TOTAL
2020	75	17	46	0	30	168
2021	89	35	51	0	16	191
2022	85	18	38	0	22	163
2023	77	19	50	0	26	172
2024	66	18	28	7	19	138
2025	42	33	31	4	13	123

Analysis: Star/O modules consistently dominate sales, driven primarily by traffic and signaling applications. Side Emitter modules show strong growth, increasing from 407 units (2020) to 2,189 units (2024) - a 438% increase. The Rectangular (SW-15) form factor is a recent introduction with limited market penetration.

2. Top Customers by Form Factor

Star/O Modules (SP-12, SR-12) - Top 10

Revenue: \$324,165.28 (65.9% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	ITEM/Lanelight	8,980	\$77,892	19	2023-07-19
2	Hesse GmbH	6,800	\$57,348	10	2024-02-20
3	Lanelight Traffic Technologies	5,740	\$50,627	5	2025-07-10
4	OPALES	1,292	\$13,013	17	2025-08-11
5	CLINE LABS, INC.	730	\$9,208	7	2025-05-07
6	ARA Industries	500	\$7,075	3	2025-02-24
7	Sight and Sound Theatres, INC	508	\$6,921	7	2022-11-01
8	Epilog Corporation	680	\$6,668	5	2023-03-27
9	Dynamic Biosensors GmbH	289	\$4,634	14	2023-07-18
10	Mowden Controls Ltd	300	\$4,023	1	2022-12-22

Quad Round Modules (SP-08, SW-08, SR-08) - Top 10

Revenue: \$34,474.18 (7.0% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	TAYMER INTERNATIONAL INC	780	\$12,717	16	2025-10-16
2	M/Y ROYAL ROMANCE	100	\$1,768	1	2020-02-07
3	Venture International Pte. Ltd.	48	\$1,649	6	2024-11-29
4	Drass Galeazzi srlu	70	\$1,540	4	2025-09-05
5	METROVISION	46	\$1,113	2	2024-01-26
6	leidos	30	\$973	5	2023-06-09
7	Y. C. Cable USA, Inc	41	\$948	2	2024-03-28
8	Procter & Gamble	35	\$756	1	2021-02-04
9	CMTI PTE LTD	32	\$746	1	2025-05-12
10	evelyn@cmti.com.sg	30	\$699	1	2024-08-13

7-Up Modules (SP-02, SR-02, SW-02) - Top 10

Revenue: \$69,498.41 (14.1% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	Avicena Systems Limited	144	\$7,030	6	2025-01-09
2	Ridley automation	120	\$6,110	4	2022-08-19
3	KLD Labs, Inc.	137	\$5,482	2	2022-09-21
4	Sight and Sound Theatres, INC	68	\$3,855	2	2023-08-24
5	BAU Inovasyon ve Danismanlik	51	\$2,428	3	2021-07-05
6	Westover Advanced Microscopy	35	\$1,811	1	2024-04-03
7	Westover Advanced Microscopy	30	\$1,639	3	2025-09-26
8	f1238948@ms25.hinet.net	39	\$1,607	9	2025-03-05
9	LC ELECTRONICS	32	\$1,549	3	2021-11-11
10	SANDIA NATIONAL LABS	25	\$1,365	1	2020-03-02

Side Emitter Modules (SP-04, SR-04, SW-04) - Top 10

Revenue: \$62,994.86 (12.8% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	LALIQUE SA - WINGEN	2,175	\$20,327	6	2025-10-24
2	SODERBERG MFG. CO., INC.	1,420	\$17,369	11	2025-07-07
3	Electrical & Visual Design	663	\$8,086	17	2025-03-25
4	EGEA TRADING LLC	360	\$3,546	3	2024-11-20
5	Quartier des spectacles	155	\$2,064	3	2025-06-13
6	Eclipse Automation Inc.	96	\$1,165	6	2024-07-17
7	DeNovus GmbH	78	\$953	1	2025-01-10
8	BEX CO., LTD.	60	\$840	2	2021-12-06
9	Grand Junction Regional Airport	102	\$809	2	2024-10-02
10	Hoverfly Technologies, Inc.	64	\$770	5	2022-12-05

Rectangular Modules (SW-15) - All Customers*Revenue: \$928.67 (0.2% of total) - Limited customer base*

#	Customer	Quantity	Value	Ord	Last Order
1	Liburdi Dimetrics Corp	50	\$340	4	2024-08-29
2	leidos	32	\$169	1	2025-10-08
3	Baylor College of Medicine	20	\$156	1	2025-05-19
4	gagouvlo@gmail.com	10	\$91	1	2025-09-30
5	2324679 AB LTD	11	\$79	1	2024-04-08
6	Liburdi Automation Inc.	10	\$64	1	2024-01-25
7	gary.w.mcrae@gmail.com	4	\$23	1	2024-07-10
8	mat@aurality.com	1	\$6	1	2025-02-12

3. Priority Customers - All Form Factors

Scoring Methodology

Customers are ranked using a weighted scoring system:

- **Purchase Value:** Weight of 1.0x applied to total purchase value
- **Purchase Volume:** Weight of 0.5x applied to total units purchased
- **Repeat Purchases:** 50 bonus points per order
- **Recency Factor:** 100% for orders within 1 year, decaying to 40% for 3+ years

Tier 1: Highest Priority (Top 25)

These customers represent the highest priority based on purchase value, volume, and recent activity.

#	Customer	Country	Total Value	Quantity	Ord	Last Order	Score
1	Lanelight Traffic Technologies	CA	\$50,626.80	5,740	5	2025-07-10	53,747
2	ITEM/Lanelight	CA	\$77,892.40	8,980	19	2023-07-19	49,999
3	Hesse GmbH	DE	\$57,348.00	6,800	10	2024-02-20	48,998
4	LALIQUE SA - WINGEN	FR	\$20,327.20	2,175	6	2025-10-24	21,715
5	SODERBERG MFG. CO., INC.	US	\$17,368.80	1,420	11	2025-07-07	18,629
6	OPALES	FR	\$13,013.39	1,292	17	2025-08-11	14,509
7	TAYMER INTERNATIONAL INC	CA	\$13,069.26	787	18	2025-10-16	14,363
8	CLINE LABS, INC.	US	\$9,207.53	730	7	2025-05-07	9,923
9	Electrical & Visual Design	AU	\$8,086.39	663	17	2025-03-25	9,268
10	ARA Industries	NL	\$7,075.00	500	3	2025-07-24	7,475
11	Avicena Systems Limited	AU	\$7,029.66	144	6	2025-01-09	7,402
12	Sight and Sound Theatres, INC	US	\$10,775.15	576	9	2023-08-24	6,908
13	Epilog Corporation	US	\$6,668.00	680	5	2023-03-27	4,355
14	Molecular Devices (Shanghai) L	CN	\$3,219.00	300	6	2025-11-05	3,669
15	Vivostat A/S	DK	\$3,293.42	260	3	2025-10-30	3,573
16	rgantz@epiloglaser.com	US	\$3,909.38	350	3	2024-10-30	3,388
17	Dynamic Biosensors GmbH	DE	\$4,633.61	289	14	2023-07-18	3,287
18	EGEA TRADING LLC	US	\$3,545.60	360	3	2024-11-20	3,100
19	Metop AB	SE	\$2,729.55	215	5	2025-10-14	3,087
20	Ridley automation	GB	\$6,109.80	120	4	2022-08-19	2,548
21	Mowden Controls Ltd	GB	\$4,023.00	300	1	2022-12-22	2,534
22	Vibratec AG	CH	\$2,588.68	250	5	2024-08-27	2,371
23	Quartier des spectacles	CA	\$2,063.85	155	3	2025-06-13	2,291
24	QUANTA SYSTEM	IT	\$2,061.50	150	3	2025-06-12	2,287
25	KLD Labs, Inc.	US	\$5,482.24	137	2	2022-09-21	2,260

Tier 2: High Value Customers (Ranks 26-50)

Secondary priority customers for outreach.

#	Customer	Country	Total Value	Quantity	Orders	Last Order
26	leidos	US	\$1,768.72	74	6	2025-10-08
27	f1238948@ms25.hinet.net	TW	\$1,606.52	39	9	2025-03-05
28	Sight & Sound Theatres	US	\$1,864.75	59	3	2025-08-06
29	Venture International Pte. Ltd.	SG	\$1,649.04	48	6	2024-11-29
30	Tideland Signal	US	\$1,788.23	106	10	2024-03-14
31	Multi Channel Systems MCS GmbH	DE	\$814.11	47	20	2025-11-21
32	Vina Alpha Equipment JSC	VN	\$2,664.30	280	5	2023-10-19
33	brandx375@yahoo.com	US	\$1,572.89	101	4	2024-12-20
34	Ryf AG	CH	\$1,935.70	160	5	2024-08-23
35	Westover Advanced Microscopy Group	US	\$1,638.51	30	3	2025-09-26
36	Drass Galeazzi srlu	IT	\$1,539.85	70	4	2025-09-05
37	Main Technologies	US	\$3,361.64	374	6	2022-03-22
38	Westover Advanced Microscopy Group	US	\$1,810.90	35	1	2024-04-03
39	PROMEL SISTEMI d.o.o.	HR	\$3,190.00	220	1	2022-03-04
40	BancTec Canada Inc.	CA	\$2,002.00	200	2	2023-01-11
41	Dynamic Biosensors GmbH	DE	\$1,113.88	75	3	2025-11-13
42	University of Chemistry and Technol	CZ	\$931.05	60	6	2024-11-21
43	Mi.am srl	IT	\$1,330.48	95	3	2024-07-22
44	Penn Manufacturing Industries	US	\$1,063.00	100	2	2025-08-28
45	Z-Tech Advanced Technologies, Inc.	US	\$1,738.68	159	4	2023-08-02
46	Eclipse Automation Inc.	CA	\$1,164.77	96	6	2024-07-17
47	Dynamic-Biosensors GmbH	DE	\$962.67	64	3	2025-01-28
48	RADKOR Eđt. Öđr. Sađ. Ürn. Elek. El	TR	\$1,302.00	100	1	2024-01-04
49	kris@wbmooreinc.com	US	\$1,033.35	95	6	2024-03-14
50	sjha24@naver.com	KR	\$2,483.40	200	3	2021-12-03

4. Key Insights and Observations

Market Concentration by Form Factor

1. **Star/O dominance:** Lanelight (ITEM/Lanelight + Lanelight Traffic Technologies) accounts for \$128,519 (39.6%) of Star/O revenue across two entity names.
2. **Quad Round concentration:** TAYMER INTERNATIONAL INC represents 36.9% of Quad Round revenue (\$12,717).
3. **Side Emitter leaders:** LALIQUE SA and SODERBERG MFG represent 59.9% of Side Emitter revenue.

Growth Opportunities

4. **Side Emitter growth:** 438% unit growth from 2020-2024 suggests strong market demand. Focus sales efforts here.
5. **Rectangular modules:** SW-15 shows minimal traction (\$929 total). Evaluate market fit or marketing strategy.
6. **Cross-selling:** Most customers purchase only one form factor - opportunity to introduce them to other configurations.

Customer Re-engagement Opportunities

7. **Hesse GmbH:** \$57,348 in Star/O purchases but last order was Feb 2024. Major re-engagement opportunity.
8. **ITEM/Lanelight:** \$77,892 customer last ordered July 2023. Note: May have transitioned to 'Lanelight Traffic Technologies' entity.
9. **Ridley automation & KLD Labs:** Combined \$11,592 in 7-Up purchases, both inactive since 2022.

Recommendations

10. **Consolidate Lanelight accounts:** Verify if ITEM/Lanelight and Lanelight Traffic Technologies are the same entity for accurate customer tracking.
11. **Expand Side Emitter marketing:** Capitalize on strong growth trend with targeted campaigns to architectural lighting market.
12. **Review Rectangular strategy:** With only \$929 revenue across 11 orders, evaluate product-market fit for SW-15.
13. **Re-engage dormant Star/O customers:** Hesse GmbH, Epilog, and Dynamic Biosensors represent significant lapsed revenue.

— End of Report —