

Detailed Module Sales Analysis Report

Five-Year Analysis: January 2020 - November 2025

Module Prefix and Suffix Groupings

Analysis Scope:

27 Module Prefixes (SM-01 through SZ-05)
3 Module Suffixes (10S, 20S, 20T)

Report Generated: November 2025

Quadica Developments Inc. / Luxeon Star LEDs

Executive Summary

This report provides detailed sales analysis for LED modules grouped by their SKU prefix (product/configuration type) and suffix (optical configuration). The analysis covers 27 distinct module prefixes and 3 suffix configurations.

Key Findings - By Prefix

- **Total Prefix Revenue:** \$2,961,276 from 353,252 units
- **Top Prefix by Revenue:** SP-05 with \$632,436 (21.4%)
- **Top Prefix by Volume:** SP-05 with 94,426 units
- **Most Orders:** SP-01 with 1,268 orders
- **Unique Customers:** 2,003 customers across all prefixes

Key Findings - By Suffix

- **Total Suffix Revenue:** \$632,307 from 76,583 units
- **Top Suffix by Revenue:** 20S with \$396,941 (62.8%)
- **Top Suffix by Volume:** 20S with 52,692 units
- **20T Concentration:** Cross Technology represents 90.1% of 20T revenue

Combined Statistics

- **Combined Revenue:** \$3,589,955 (deduplicated)
- **Combined Units:** 429,654 units
- **Total Orders:** 5,624 orders
- **Customer Concentration:** Top 25 customers = 52.4% of revenue

1. Module Prefix Analysis

The following table summarizes sales by module prefix. Prefixes indicate the product line and LED count configuration.

Prefix	Units Sold	Revenue	Orders	Line Items
SP-05	94,426	\$632,435.52	575	961
SP-03	33,059	\$463,716.23	450	722
SP-01	60,084	\$421,803.37	1,268	1,699
SR-05	42,134	\$292,032.17	159	201
SR-12	24,504	\$219,021.10	146	175
SZ-01	28,245	\$211,087.80	615	1,025
SR-01	30,123	\$206,973.32	337	388
SP-12	8,408	\$105,144.18	294	400
SM-01	11,188	\$81,024.23	336	512
SR-03	4,880	\$63,691.20	54	62
SP-04	5,377	\$59,186.02	104	127
SZ-05	3,031	\$58,761.27	394	690
SP-02	1,184	\$56,171.22	173	242
SP-08	1,557	\$32,410.16	122	154
SW-01	2,076	\$12,871.28	103	154
SR-02	238	\$11,994.90	70	93
SZ-04	549	\$11,020.79	51	67
SP-06	761	\$9,014.41	58	86
SW-05	758	\$3,978.46	25	44
SW-04	282	\$2,461.51	9	10
SR-04	129	\$1,347.33	18	20
SW-02	27	\$1,332.29	9	14
SR-08	48	\$1,191.09	12	18
SW-03	75	\$1,009.76	18	21
SW-08	31	\$872.93	7	13
SW-12	41	\$403.64	8	10
SR-06	37	\$319.88	9	11
TOTAL	353,252	\$2,961,276.06	4,853	7,919

Prefix Definitions:

SM- = Micro SABER 2

SP- = SinkPAD

SR- = CoolBase

SW- = SABER 2

SZ- = Z SABER 2

Number suffix indicates LED configuration (01=1-Up, 02=7-Up, 03=Tri-Star, etc.)

2. Module Suffix Analysis

Suffix codes indicate optical configuration. These modules are a subset that have specific optical patterns.

Suffix	Units Sold	Revenue	Orders	Line Items
10S	6,283	\$43,908.96	96	105
20S	52,692	\$396,940.69	632	767
20T	17,608	\$191,457.08	159	167
TOTAL	76,583	\$632,306.73	886	1,039

Suffix Definitions:

- **10S:** 10-degree spot optic configuration
- **20S:** 20-degree spot optic configuration
- **20T:** 20-degree elliptical/traffic optic configuration

3. Top Customers by Module Prefix

Top 5 customers for the highest-volume module prefixes:

SP-05 (SinkPAD Square) - \$632,436 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	Bio Molecular Systems	32,540	\$212,736	19	2024-08-19
2	Bejoken AB	22,180	\$148,133	25	2023-01-13
3	Molecular Devices (Shanghai)	15,965	\$100,943	49	2025-11-05
4	TAYMER INTERNATIONAL INC	3,819	\$25,104	34	2025-11-07
5	lllggq7@yahoo.com	2,965	\$18,585	12	2025-04-16

SP-03 (SinkPAD Tri-Star) - \$463,716 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	TAYMER INTERNATIONAL INC	13,360	\$176,558	70	2025-10-30
2	Azure Biosystems Inc	6,776	\$88,402	41	2023-10-20
3	Stingray Marine Solutions AS	3,360	\$40,563	9	2025-03-21
4	Apex Bio Inc	2,175	\$38,016	8	2022-05-31
5	NIC CO.,LTD.	2,427	\$34,307	24	2025-08-26

SP-01 (SinkPAD Star) - \$421,803 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	Kemcor Inc	7,570	\$55,369	14	2024-05-10
2	SP Manufacturing Pte Ltd	3,030	\$22,364	4	2025-08-21
3	JSF Technologies	3,501	\$21,659	18	2024-07-22
4	Milkotronic Ltd	2,150	\$16,071	9	2025-06-12
5	DATA PIXEL	2,332	\$13,806	21	2025-10-02

SR-05 (CoolBase 10mm) - \$292,032 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	INDUSTRIE EAST WEST QUEBEC	12,745	\$99,087	19	2023-10-04
2	Perko, Inc.	12,000	\$62,985	10	2022-05-02
3	Forensic Technology WAI Inc	6,000	\$47,820	6	2022-05-11
4	VARITRON TECHNOLOGIES INC.	3,413	\$25,501	16	2021-04-29
5	Prolex Electronics	1,550	\$11,479	4	2025-10-29

SR-12 (CoolBase Star/O) - \$219,021 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	ITEM/Lanelight	8,900	\$76,736	18	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	Main Technologies	374	\$3,362	6	2022-03-22
5	PROMEL SISTEMI d.o.o.	220	\$3,190	1	2022-03-04

SZ-01 (Z SABER 2) - \$211,088 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	Tucker-Davis Technologies	4,139	\$45,506	60	2025-09-24
2	Enable Inc.	3,961	\$25,763	8	2023-04-20
3	Enable inc	2,850	\$17,180	5	2025-07-02
4	Enable Inc.	2,500	\$15,064	4	2024-04-22
5	IntraVu Inc.	2,470	\$12,297	7	2025-10-10

SR-01 (Coolbase Star) - \$206,973 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	PixCell Medical Ltd	9,000	\$41,220	4	2025-10-28
2	Amsco Us Inc	4,000	\$31,060	4	2025-11-20
3	IMS ELECTROL	2,200	\$17,668	3	2022-11-18
4	Datafield Industries HK Ltd	2,035	\$16,852	7	2022-08-03
5	IMS-Electrol	1,885	\$15,939	12	2025-06-24

SM-01 (5 mm Square) - \$81,024 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	Doric Lenses Inc	2,205	\$23,659	23	2025-06-05
2	Myriad Fiber Imaging Tech.	2,108	\$12,521	12	2025-05-12
3	Enable Inc.	990	\$6,662	3	2022-06-13
4	OutSense	1,170	\$5,681	3	2023-06-12
5	Myriad Fiber Imaging	540	\$3,232	6	2023-06-09

4. Top Customers by Module Suffix

Top 5 customers for each optical suffix configuration:

20S Suffix - \$396,941 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	AMS Advanced Measurement Systems	12,798	\$85,347	27	2025-09-11
2	ASCENTRON, INC.	7,745	\$50,204	14	2025-06-06
3	Motek Industries	5,557	\$44,463	25	2025-11-12
4	Navitar, Inc.	3,686	\$28,123	86	2023-08-28
5	A.M.S. Advanced Measurement	2,700	\$19,602	2	2022-12-09

20T Suffix - \$191,457 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	Cross Technology	16,506	\$172,403	87	2025-07-25
2	METROVISION	263	\$4,979	5	2025-11-19
3	TRIO VISION LLC	100	\$1,987	3	2022-01-12
4	SMARTLINK ENGINEERING SDN BHD	143	\$1,969	7	2024-08-15
5	NIC CO.,LTD.	70	\$1,220	1	2021-01-27

10S Suffix - \$43,909 Revenue

#	Customer	Quantity	Value	Ord	Last Order
1	Vimetrica, Unipessoal, Lda	1,250	\$7,641	3	2023-05-24
2	Avnet Inc.	660	\$5,219	16	2024-10-17
3	ETB Electronic Team Beratungs	620	\$4,681	5	2023-08-15
4	Sumix	431	\$4,504	2	2022-03-08
5	Bentley Instruments Inc	280	\$2,300	5	2025-02-04

5. Priority Customers - Combined Analysis

Scoring Methodology

- **Purchase Value:** Weight of 1.0x
- **Purchase Volume:** Weight of 0.5x
- **Repeat Purchases:** 50 points per order
- **Recency:** 100% within 1 year, 80% 1-2 years, 60% 2-3 years, 40% 3+ years

Tier 1: Highest Priority (Top 25)

#	Customer	Ctry	Total Value	Quantity	Ord	Last Order	Score
1	TAYMER INTERNATIONAL INC	CA	\$220,147.04	18,459	142	2025-11-17	236,477
2	Cross Technology	US	\$172,403.36	16,506	87	2025-07-25	185,006
3	Bio Molecular Systems	AU	\$212,950.70	32,570	20	2024-08-19	184,189
4	Molecular Devices (Shanghai)	CN	\$104,162.30	16,265	50	2025-11-05	114,795
5	Bejoken AB	SE	\$148,133.10	22,180	25	2023-01-13	96,284
6	AMS Advanced Measurement Sys	IL	\$85,911.19	12,878	28	2025-09-11	93,750
7	INDUSTRIE EAST WEST QUEBEC I	CA	\$99,086.85	12,745	19	2023-10-04	63,846
8	Azure Biosystems Inc	US	\$88,402.00	6,776	41	2023-10-20	56,304
9	ASCENTRON, INC.	US	\$50,204.00	7,745	14	2025-06-06	54,777
10	Lanelight Traffic Technologi	CA	\$50,626.80	5,740	5	2025-07-10	53,747
11	Tucker-Davis Technologies	US	\$45,541.05	4,144	61	2025-09-24	50,663
12	ITEM/Lanelight	CA	\$77,892.40	8,980	19	2023-07-19	49,999
13	Motek Industries, LLC	US	\$44,791.36	5,597	30	2025-11-12	49,090
14	Hesse GmbH	DE	\$57,348.00	6,800	10	2024-02-20	48,998
15	Kemcor Inc	US	\$56,148.72	7,672	16	2024-05-10	48,628
16	PixCell Medical Ltd	IL	\$41,220.00	9,000	4	2025-10-28	45,920
17	Stingray Marine Solutions AS	NO	\$40,563.20	3,360	9	2025-03-21	42,693
18	SODERBERG MFG. CO., INC.	US	\$39,748.84	3,440	19	2025-10-23	42,419
19	NIC CO.,LTD.	JP	\$36,647.25	2,650	26	2025-08-26	39,272
20	LALIQUE SA - WINGEN	FR	\$32,841.10	3,285	9	2025-10-24	34,934
21	Amsco Us Inc	US	\$31,060.00	4,000	4	2025-11-20	33,260
22	Doric Lenses Inc	CA	\$26,903.08	2,445	28	2025-06-05	29,526
23	Perko, Inc.	US	\$62,985.00	12,000	10	2022-05-02	27,794
24	SP Manufacturing Pte Ltd	SG	\$24,491.10	3,330	7	2025-08-21	26,506
25	Enable Inc.	US	\$32,424.72	4,951	11	2023-04-20	21,270

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

#	Customer	Ctry	Total Value	Quantity	Orders	Last Order
26	Navitar, Inc.	US	\$28,660.94	3,729	93	2023-08-28
27	Automation & Robotics	BE	\$17,976.40	1,700	42	2025-11-12
28	llqgg7@yahoo.com	US	\$18,585.00	2,965	12	2025-04-16
29	Forensic Technology WAI Inc	CA	\$47,820.00	6,000	6	2022-05-11
30	Milkotronic Ltd	BG	\$17,747.92	2,460	11	2025-06-12
31	JSF Technologies	CA	\$21,659.45	3,501	18	2024-07-22
32	Enable inc	US	\$17,180.00	2,850	5	2025-07-02
33	IMS-Electrol	US	\$16,561.23	1,936	15	2025-06-24
34	DDH Enterprise, Inc.	US	\$15,490.31	2,402	30	2025-11-19
35	DATA PIXEL	FR	\$15,107.74	2,403	24	2025-10-02
36	Navitar, Inc.	US	\$13,161.05	1,849	38	2025-10-15
37	Apex Bio Inc	US	\$38,016.04	2,175	8	2022-05-31
38	CapitalBio Technology	CN	\$17,720.22	2,489	9	2024-11-19
39	Kimball Electronics Group, LLC	US	\$13,484.58	1,299	14	2025-01-14
40	OPALES	FR	\$13,013.39	1,292	17	2025-08-11
41	Macord Inc.	US	\$22,676.48	1,771	7	2023-11-09
42	Myriad Fiber Imaging Tech., Inc.	US	\$12,521.13	2,108	12	2025-05-12
43	IntraVu Inc.	US	\$12,296.90	2,470	7	2025-10-10
44	ASCENTRON, DBA EMERALD	US	\$12,714.00	1,960	3	2025-10-20
45	Enable Inc.	US	\$15,064.00	2,500	4	2024-04-22
46	A.M.S. Advanced Measurement Syst	IL	\$19,695.73	2,713	2	2022-12-09
47	metrovision	FR	\$11,816.74	589	8	2025-11-19
48	Prolex Electronics	CA	\$11,478.78	1,550	4	2025-10-29
49	Marcel Aubert SA	CH	\$11,073.00	1,450	9	2025-04-09
50	Sumix	US	\$13,964.69	1,850	6	2024-07-10

6. Key Insights and Recommendations

Customer Concentration Risks

1. **Cross Technology (20T):** \$172,403 represents 90.1% of all 20T suffix revenue - significant single-customer dependency.
2. **Bio Molecular Systems (SP-05):** \$212,736 is 33.6% of SP-05 revenue; last order Aug 2024 - potential re-engagement target.
3. **Bejoken AB:** \$148,133 customer inactive since Jan 2023 - major re-engagement opportunity.

Product Line Observations

4. **SP- dominates:** SinkPAD modules account for \$1.78M (60.0%) of prefix-matched revenue.
5. **SW- emerging:** SABER 2 prefixes show growth potential but lower volumes - newer product line.
6. **20S suffix leads:** 62.8% of suffix revenue - most popular optical configuration.

Strategic Recommendations

7. **Diversify 20T customers:** Over-reliance on Cross Technology creates risk. Target other SABER users.
8. **Re-engage dormant high-value:** Bejoken AB, Azure Biosystems, Perko represent \$299,520 in lapsed revenue.
9. **TAYMER relationship:** Top customer at \$220K across multiple prefixes - ensure retention priority.
10. **Cross-sell opportunities:** Many top customers only use 1-2 prefixes - opportunity to expand product adoption.

— End of Report —