

LED Module Product Lines

Complete Sales Analysis Report

Five-Year Analysis: January 2020 - November 2025

All LED Module Product Lines

Product Lines Covered:

SP- (SinkPAD) • SW- (SABER 2) • MR- (SABER)
SR- (CoolBase) • SM- (Micro SABER 2) • SZ- (Z SABER 2)

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Quadica Developments Inc. / Luxeon Star LEDs

Executive Summary

This report provides a comprehensive analysis of all LED module product line sales over the past five years (January 2020 - November 2025). The analysis covers six product lines: SinkPAD (SP-), SABER 2 (SW-), SABER (MR-), CoolBase (SR-), Micro SABER 2 (SM-), and Z SABER 2 (SZ-).

Key Findings

- **Total Revenue:** \$4,362,472.36 from all LED module products
- **Total Units Sold:** 489,517 units across all product lines
- **Total Orders:** 5,725 orders from 2,159 unique customers
- **Top Product Line:** SinkPAD (SP-) leads with 40.8% of revenue (\$1.78M)
- **Fastest Growing:** SABER 2 (SW-) grew from 1,400 units (2020) to 26,184 units (2024)
- **Customer Concentration:** Top 25 customers account for 60.5% of total revenue
- **Active Customers:** 443 customers ordered within the last 12 months

Product Line Overview

- **SP- (SinkPAD):** \$1,779,981 (40.8%) - 204,858 units - Flagship product line
- **SR- (CoolBase):** \$796,571 (18.3%) - 102,093 units - High-volume industrial applications
- **SW- (SABER 2):** \$788,573 (18.1%) - 62,746 units - Rapid growth trajectory
- **MR- (SABER):** \$632,307 (14.5%) - 76,583 units - Established industrial line
- **SZ- (Z SABER 2):** \$284,016 (6.5%) - 32,049 units - Specialty applications
- **SM- (Micro SABER 2):** \$81,024 (1.9%) - 11,188 units - Compact form factor

1. Overall Sales Performance

Revenue and Volume by Product Line

The following table summarizes the five-year sales performance for each LED module product line:

SKU	Product Line	Units Sold	Revenue	% Total	Orders
SP-	SinkPAD	204,858	\$1,779,981.30	40.8%	2,895
SR-	CoolBase	102,093	\$796,570.99	18.3%	794
SW-	SABER 2	62,746	\$788,573.29	18.1%	278
MR-	SABER	76,583	\$632,306.73	14.5%	886
SZ-	Z SABER 2	32,049	\$284,015.81	6.5%	1,025
SM-	Micro SABER 2	11,188	\$81,024.23	1.9%	336
TOTAL	All Modules	489,517	\$4,362,472.36	100%	5,725

Yearly Sales Trend (Units)

Unit sales by product line for each year:

Year	SP-	SW-	MR-	SR-	SM-	SZ-	TOTAL
2020	37,458	1,400	5,935	15,437	1,518	6,018	67,766
2021	49,522	340	17,190	20,821	1,429	5,594	94,896
2022	48,961	5,735	21,651	21,958	4,008	5,303	107,616
2023	23,432	6,886	12,255	17,553	1,455	5,006	66,587
2024	23,998	26,184	11,565	9,545	1,891	6,361	79,544
2025	21,487	22,201	7,987	16,779	887	3,767	73,108

Yearly Order Count

Number of orders by product line for each year:

Year	SP-	SW-	MR-	SR-	SM-	SZ-	TOTAL
2020	614	2	182	147	68	240	1,253
2021	635	1	188	150	79	221	1,274
2022	575	8	148	127	68	150	1,076
2023	472	6	125	139	57	163	962
2024	334	119	148	122	44	128	895
2025	265	142	95	109	20	123	754

Analysis: Total unit sales peaked in 2022 at 107,616 units. The SABER 2 (SW-) line shows remarkable growth from 1,400 units in 2020 to over 26,000 units in 2024. SinkPAD (SP-) remains the dominant product line by revenue, while CoolBase (SR-) and SABER (MR-) maintain consistent industrial demand.

2. Top Customers by Product Line

SP- (SinkPAD) - Top 10 Customers

Revenue: \$1,779,981.30 (40.8% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	TAYMER INTERNATIONAL INC	17,960	\$214,395	118	2025-11-07
2	Bio Molecular Systems	32,550	\$212,832	20	2024-08-19
3	Bejoken AB	22,180	\$148,133	25	2023-01-13
4	Molecular Devices (Shanghai)	16,205	\$103,519	49	2025-11-05
5	Azure Biosystems Inc	6,776	\$88,402	41	2023-10-20
6	Kemcor Inc	7,570	\$55,369	14	2024-05-10
7	Stingray Marine Solutions AS	3,360	\$40,563	9	2025-03-21
8	Apex Bio Inc	2,175	\$38,016	8	2022-05-31
9	NIC CO.,LTD.	2,580	\$35,427	26	2025-08-26
10	LALIQUE SA - WINGEN	3,285	\$32,841	9	2025-10-24

SW- (SABER 2) - Top 10 Customers

Revenue: \$788,573.29 (18.1% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	Stingray Marine Solutions AS	58,845	\$755,138	41	2025-09-26
2	Quartier des spectacles	400	\$3,232	3	2025-11-18
3	ScriptPro, LLC.	110	\$1,765	5	2025-10-20
4	Electrical & Visual Design	158	\$1,626	4	2025-03-31
5	Milkotronic Ltd	300	\$1,582	1	2024-04-30
6	jan@konkretek.se	260	\$946	1	2025-10-06
7	CEM Corporation	200	\$876	1	2025-01-17
8	shauna.allison@asu.edu	42	\$856	1	2024-11-21
9	Grand Junction Regional Airport	102	\$809	2	2024-10-02
10	CTB Solutions	22	\$794	1	2025-02-19

MR- (SABER) - Top 10 Customers

Revenue: \$632,306.73 (14.5% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	Cross Technology	16,506	\$172,403	87	2025-07-25
2	AMS Advanced Measurement Systems	12,798	\$85,347	27	2025-09-11
3	ASCENTRON, INC.	7,745	\$50,204	14	2025-06-06
4	Motek Industries, LLC	5,557	\$44,463	25	2025-11-12
5	Navitar, Inc.	3,686	\$28,123	86	2023-08-28
6	A.M.S. Advanced Measurement	2,700	\$19,602	2	2022-12-09
7	Logistics Plus Inc.	2,000	\$17,830	2	2022-12-14
8	CapitalBio Technology	1,859	\$13,663	8	2024-11-19
9	NAVITAR, INC.	1,844	\$13,161	37	2025-10-15
10	ASCENTRON, DBA EMERALD TECH	1,960	\$12,714	3	2025-10-20

SR- (CoolBase) - Top 10 Customers

Revenue: \$796,570.99 (18.3% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	INDUSTRIE EAST WEST QUEBEC	12,745	\$99,087	19	2023-10-04
2	ITEM/Lanelight	8,900	\$76,736	18	2023-07-19
3	Perko, Inc.	12,000	\$62,985	10	2022-05-02
4	Hesse GmbH	6,800	\$57,348	10	2024-02-20
5	Lanelight Traffic Technologies	5,740	\$50,627	5	2025-07-10
6	Forensic Technology WAI Inc	6,000	\$47,820	6	2022-05-11
7	PixCell Medical Ltd	9,000	\$41,220	4	2025-10-28
8	Amsco Us Inc	4,000	\$31,060	4	2025-11-20
9	VARITRON TECHNOLOGIES INC.	3,413	\$25,501	16	2021-04-29
10	SODERBERG MFG. CO., INC.	2,020	\$22,380	8	2025-10-23

SZ- (Z SABER 2) - Top 10 Customers

Revenue: \$284,015.81 (6.5% of total)

#	Customer	Quantity	Value	Ord	Last Order
1	Tucker-Davis Technologies	4,189	\$45,799	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
6	Life Technologies Corporation	1,650	\$9,253	22	2025-08-15
7	Macord Inc.	589	\$8,207	7	2023-11-09
8	DDH Enterprise, Inc.	1,332	\$7,960	20	2025-11-19
9	Vimetrica, Unipessoal, Lda	443	\$6,624	6	2023-05-24
10	TAYMER INTERNATIONAL INC	409	\$4,684	20	2025-11-17

SM- (Micro SABER 2) - Top 10 Customers

Revenue: \$81,024.23 (1.9% of total)

#	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
6	Outsense Diagnostics Ltd.	500	\$2,765	2	2024-10-22
7	VPixx Technologies	271	\$1,445	3	2021-03-03
8	Fusion Biotec, Inc.	164	\$1,027	5	2022-07-11
9	PRODUCT RESOURCES INC	150	\$852	6	2023-11-07
10	Dynamic Biosensors GmbH	41	\$807	4	2024-05-15

3. Priority Customers - All Product Lines

Scoring Methodology

Customers are ranked using a weighted scoring system that prioritizes high-value, high-volume, repeat customers with recent purchase activity:

- 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, 80% for 1-2 years, 60% for 2-3 years, 40% for 3+ years

Tier 1: Highest Priority (Top 25)

These customers represent the highest priority based on their combination of purchase value, volume, and recent activity across all product lines.

#	Customer	Ctry	Total Value	Quantity	Ord	Last Order	Score
1	Stingray Marine Solutions AS	NO	\$795,700.93	62,205	49	2025-09-26	829,253
2	TAYMER INTERNATIONAL INC	CA	\$220,546.34	18,489	143	2025-11-17	236,941
3	Cross Technology	US	\$172,403.36	16,506	87	2025-07-25	185,006
4	Bio Molecular Systems	AU	\$212,950.70	32,570	20	2024-08-19	184,189
5	Molecular Devices (Shanghai) Lim	CN	\$104,162.30	16,265	50	2025-11-05	114,795
6	Bejoken AB	SE	\$148,133.10	22,180	25	2023-01-13	96,284
7	AMS Advanced Measurement Systems	IL	\$85,911.19	12,878	28	2025-09-11	93,750
8	INDUSTRIE EAST WEST QUEBEC INC.	CA	\$99,086.85	12,745	19	2023-10-04	63,846
9	Azure Biosystems Inc	US	\$88,402.00	6,776	41	2023-10-20	56,304
10	ASCENTRON, INC.	US	\$50,204.00	7,745	14	2025-06-06	54,777
11	Lanelight Traffic Technologies,	CA	\$50,626.80	5,740	5	2025-07-10	53,747
12	Tucker-Davis Technologies	US	\$45,834.55	4,194	61	2025-09-24	50,982
13	ITEM/Lanelight	CA	\$77,892.40	8,980	19	2023-07-19	49,999
14	Motek Industries, LLC	US	\$44,791.36	5,597	30	2025-11-12	49,090
15	Hesse GmbH	DE	\$57,348.00	6,800	10	2024-02-20	48,998
16	Kemcor Inc	US	\$56,148.72	7,672	16	2024-05-10	48,628
17	PixCell Medical Ltd	IL	\$41,220.00	9,000	4	2025-10-28	45,920
18	SODERBERG MFG. CO., INC.	US	\$39,748.84	3,440	19	2025-10-23	42,419
19	NIC CO.,LTD.	JP	\$36,647.24	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

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#	Customer	Ctry	Total Value	Quantity	Ord	Last Order	Score
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)

These customers represent significant ongoing business relationships.

#	Customer	Country	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	lllqqq7@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	DATA PIXEL	FR	\$16,198.73	2,468	24	2025-10-02
34	IMS-Electrol	US	\$16,561.23	1,936	15	2025-06-24
35	DDH Enterprise, Inc.	US	\$15,490.31	2,402	30	2025-11-19
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 TECHNOLOGIES	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 System LTD	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

4. Key Insights and Observations

Customer Concentration

1. **Stingray Marine Solutions AS** dominates SABER 2 (SW-) sales with \$755K (95.8% of SW-revenue), while also purchasing SinkPAD products.
2. **Cross Technology** is the largest SABER (MR-) customer with \$172K across 87 orders, representing 27.3% of MR-revenue.
3. **TAYMER INTERNATIONAL INC** is a diversified customer purchasing across 5 product lines (SP, SW, SR, SM, SZ) with 143 total orders.

Product Line Trends

4. **SABER 2 (SW-) Growth:** Explosive growth from 1,400 units (2020) to 26,184 units (2024) - nearly 19x increase.
5. **SinkPAD (SP-) Stability:** Consistent leader but declining from 49,522 units (2021) to 21,487 units (2025 YTD).
6. **CoolBase (SR-) Variability:** Significant year-to-year variation, with 2022 peak at 21,958 units.

Geographic Distribution

Key markets include:

7. **United States:** Largest market with diverse customer base across all product lines
8. **Canada:** Strong presence (Taymer, Lanelight, JSF Technologies)
9. **Norway:** Stingray Marine Solutions represents major SABER 2 concentration
10. **Israel:** AMS and PixCell represent significant SABER and CoolBase customers
11. **Australia/China:** Bio Molecular Systems and Molecular Devices drive SinkPAD volume

Recommendations

12. **Diversify SW- customer base:** 95% revenue concentration with one customer poses significant risk.
13. **Re-engage dormant high-value customers:** Bejoken AB, Azure Biosystems, and Perko last ordered in 2022-2023.
14. **Cross-sell opportunities:** Many top customers only purchase from one product line.
15. **Investigate SP- decline:** Unit volume decreased 57% from 2021 peak - identify causes and address.

— End of Report —