



CASE STUDY

LUMINAEROSPACE, LLC

SUBMITTED BY

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PROJECT CONSULTANTS

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LUMINAEROSPACE

Luminaerospace
Linear Taxiway Edge Lighting
7788 Oxford Ct
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luminaerospace.com

“Matt Verlinich, Senior Program Manager at Innovation Works, was definitely involved with assistance in material selection, guidance in off-the-shelf products that work best... Every interaction with Matt has been awesome.” – Scott Stauffer, Co-founder, Luminaerospace

EXECUTIVE SUMMARY

Luminaerospace, LLC began with an original product, the linear taxiway edge lighting, which offers increased visibility of taxiway boundaries at airports. IW helped Luminaerospace work towards building a local and US-based supply chain to be eligible to sell his product to the DoD. Luminaerospace is now expanding the applications of their technologies into other traffic lighting products

CHALLENGES

After initial approval from the FAA, the FAA decided that the taxiway lighting should undergo additional testing before it is certified. Luminaerospace holds patents to elevated linear edge lights and also offers linear replacement lenses that adapt to existing lights. The patents cover all kinds of different boundary-edge applications. Following the initial production of their taxiway lighting, they are expanding the application of their technology into other markets and developing new products.



HOW AIM HIGHER CONSORTIUM ASSISTED

Scott Stauffer, co-founder of Luminaerospace attended IW's Introduction to Department of Defense Contracting seminar in December 2021. He worked closely with Matt Verlinich, Senior Program Manager of IW's Manufacturing Program, to figure out the supply chain – from where he was sourcing parts and what volumes it would make sense to order from a local manufacturer, including Astley Precision, a manufacturing company in Irwin, PA. Luminaerospace received a \$10,000 Scalable grant from IW, which enabled them to purchase the raw materials and machine the rods that were assembled onto the lenses of their linear taxiway edge lighting. The grant funded the production of 300–400 pieces, and Luminaerospace proceeded to sell the product to 14 airports around the US.

RESULTS, RETURN ON INVESTMENT AND FUTURE PLANS

Luminaerospace is currently pursuing certification for their taxiway lighting. They are expanding the application of their technology to linear cone lights. They have also developed a new electroluminescent wire technology and will be applying it to new products for other traffic applications, including curb and guide rail lighting. Luminaerospace has applied for another Scalable grant and will be working with IW to build new supply chains for their new products.

