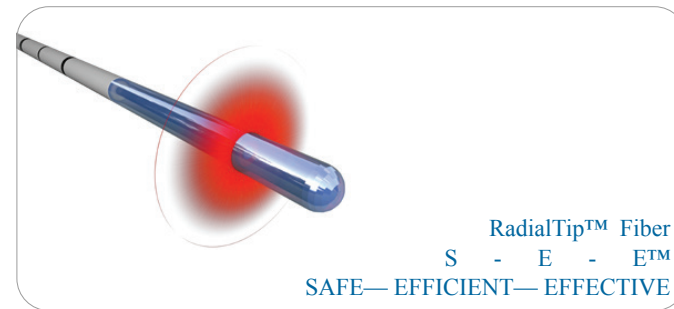


# Leaders in Medical Laser Accessories

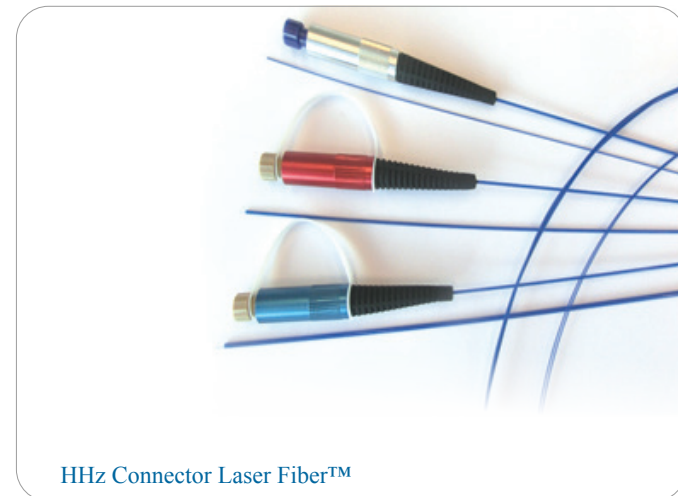
After establishing MED-Fibers, Inc as the sole founder, Dr. Armin Kaus, President & CEO of Med-Fibers' wanted to create a business with advantages to all of its competitors. His most important goal was to find ways to reduce production problems to a "0" tolerance failure rate. It was important to get all employees on the same page and train them permanently on improvements. "My qualities are for sure in the area of strategic development, which includes the creation of the next generation of products we produce including the possibilities, to add on certain products which are needed in addition for the same medical applications," says Armin. "The creativity in problem-solving is also an important part of my strength. The goals I have set for the organization are above regular standards in the industry, and I am confident in the actions I take." As a steadfast leader, he takes full accountability for setbacks and successes that the company has witnessed over the last decade. He is also an inspirational leader and shares the developing company information with the team members regularly. "Our customers show the confidence in us when it comes to customer service, delivery times, product development, and problem-solving."

Armin is a strategic thinker and a good listener and picks up inputs throughout listening to other CEOs and executives he is in contact with. Over the years, Armin learned how the different leaders could handle certain situations and adjusted those handlings into his thoughts and work performance. "Some people think, being a CEO is an easy job, but it is not at all. Its challenging, risky and sometimes unpredictable. You



have to be a multi tasker and have to make big decisions which can bring risk to the company. The job requires quick decision making with not enough time to react and that too 24/7. The easiest part is after you have a great support team to be the coach for all of them and if someone as I am is a good CEO, they let the team members make decisions on their own and to see the motivation in them is a great feeling." Armed with this ideology, Armin has been leading the company to new heights.

MED-Fibers is focused on the research, manufacture, and marketing of medical laser fibers and accessories. They provide a full range of medical laser products, techniques, and clinical application support. Their products apply to mainstream laser devices worldwide. It is pertinent to mention that they have a full set of manufacturing systems and precision machining systems, 10,000 grade and 100,000 grade super clean workshop, professional system of ethylene oxide sterilization. MED-Fibers is devoted to being a product manufacturer and a service provider for the whole industrial chain in the medical laser accessory industry.



**" OUR CUSTOMERS SHOW THE CONFIDENCE IN US WHEN IT COMES TO CUSTOMER SERVICE, DELIVERY TIMES, PRODUCT DEVELOPMENT, AND PROBLEM-SOLVING "**

Dr. Armin Kaus  
President, CEO, Med-Fibers

The company can provide various specifications of medical fiber laser accessories. MED-Fibers' decades of experience in product service and comprehensive clinical experience will provide clients the most efficient and accurate support. With a professional R&D team and manufacturing technology in-house, they are available to offer the OEM and ODM service, along with high-quality clinical application, cost-effect products.

With the client's idea and MED-Fiber's extensive experience with quick product solutions, the company helps clients to introduce their next product into the market quicker. "Every customer is different and has different ideas and I step into an early future product development stage with them. Our customers include me to find solutions and like my open mind and voice to tell them if they should go that direction or not," says Armin. "Sometimes its not what they were expecting but so far, all the changes I proposed has been successful for our customers in their product launch."

According to Armin, having competition is good. Without it, strategic market development and approach would not be capable. "We positioned ourselves in an environment where the closeness to customers and their demand and satisfactory is the drive to us," he says. "We reduced our delivery

times to have them better as the competition does, assist our customers in their marketing strategies and are keeping a safety stock for each customer on our shelves."

MED-Fibers customers are always confronted with not having enough products in stock, especially after the COVID-19 hit. "We as I mentioned before acted in that matter, that even before it hit and we saw the sign of problems arising in the supply chain, ordered components ahead of the pandemic. With that, we had and have enough supply to build our American made products so our customers could supply their customers without experiencing the shortages on the market," he adds. "The way we could act, made us grow the business also during those difficult pandemic times and brought us even closer to customers. We helped them and they help us with an ongoing business."

For the days to come, MED-Fibers, Inc is trying permanently to improve their product portfolio and increase the product output with the phenomenal team they have. "I am proud to have such a great team and work environment, and everyone is motivated and that puts a smile on my face. Together we are strong and can over come almost everything," adds Armin. IER