

MED-Fibers has the shortest delivery times on the market and also has an express line if something is even needed faster. It is also working on a process to offer a product solution in which the customer can reduce its vendor list by sourcing several products through MED-Fibers. This will provide the company with greater access to the market and new customers.

MED-Fibers is continually in the realm of improvement. When it comes to product development, the company puts forth its best resources to meet the needs of its customers and offer them a one-of-its-kinds product. It aims for 0% failure rates for all the products. Among the wide-ranging portfolio of products, the most increase in the new development is its HHZ connector version products. These products can withstand extremely high power settings in small-dimension products.

MED-Fibers smallest diameter product is now down to a 100-micron core fiber and with the 150-micron core fiber, it sports the future of Fiber Lasers. Having small dimension fibers makes it easy to use extreme high-energies. Armin highlights that R&D is equally important as the strategic development for any company. MED-Fibers' all products are unique but the HHZ generation surgical laser fibers gained the most popularity in the last few years. He states, "We are permanently developing new products. Not all of them reach the stage of being a part of our portfolio, but without trying you will not get new products."

#### Meet the A-Team of MED-Fibers

Alongside, Armin's leadership has highly influenced the growth of the company. The current competitive business world demands open-minded leadership that includes involving the team throughout the whole process of possible ideas, strategic planning, problem-solving, and customer approach up to every step the company has to take to be successful. Every team member's contribution is key to the overall success of the company.

Armin advises that true success can only be achieved if the leader acts as the coach and motivates the team to keep striving forward. He adds, "The ideas and the execution of those are driving factors for the growth."

Armin is proud of the MED-Fibers team and their great work performance. While expressing his gratitude he mentions that MED-Fibers has achieved its goals due to the joint efforts of the team. He continues, "I am also proud of my business partner Klaus Sivec, who handles his part of the job as CFO excellently, and my wife Leeza Hughes as Exec. VP who runs the back office including shipping/receiving and billing." The team is always excited about new developments are working hard to improve the solutions for the customers.

