Sean: [00:01](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=1.33) Tom, thanks so much for taking a little bit of your time today. Let me ask you some questions about the clinical microscope that JedMed sells. Before we get to that, would you tell me a little bit about yourself and your time with JedMed?

Tom Schreiber: [00:19](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=19.25) I'll be brief with that Sean. JedMed's been my corporate home since 1984 and I've had the opportunity to watch the company grow steadily since that time.

Sean: [00:29](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=29.79) Great. I understand that you're the product manager for the microscopes. How long have you been in that role?

Tom Schreiber: [00:38](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=38.32) Yeah, well JedMed has a very diverse line of products for many medical specialties, which I've enjoyed being involved with many of those products through my career. But microscopes specifically now, I have been managing those for about 15 years, exclusively

Sean: [00:54](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=54.16) 15 years. So you've seen a lot of change in that time?

Tom Schreiber: [00:58](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=58.28) Yes, sir.

Sean: [00:59](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=59.16) How long is has JedMed carried the the Kaps microscope?

Tom Schreiber: [01:06](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=66.28) JedMed has been representing the Kaps scopes exclusively since 1981.

Sean: [01:16](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=76.09) Boy, that's a long time. Okay. Can you tell me a little background on the Kaps company itself that some people might be interested in hearing.

Tom Schreiber: [01:29](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=89.06) Yeah, so the caps company is based in the Asslar-Wetzlar region of Germany and that's, it's near to the Frankfurt area. Holder Kaps is the director of the company. He's actually the third generation director and his son is presently working in the company as well. So Kaps was originally formed in the 50s by Holder's grandfather and that's where they started employing their mechanical expertise in optical microscopes, and in rifle scopes.

Sean: [02:02](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=122.53) Oh, nice. Okay. So they've, they've been around, they've got the technology down a little bit.

Tom Schreiber: [02:09](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=129.13) Exactly, exactly. They know what they're doing.

Sean: [02:11](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=131.49) Okay. one of the things that I'm aware of is the high quality lenses that the Kaps microscopes employs. Can you expand a little bit on that subject?

Tom Schreiber: [02:25](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=145.01) Sure, sure, sure. So yeah, Kaps is using some of the highest quality glass lenses that are produced in the world. There is a company over in Mainz, Germany called Shott glass and they produce lenses for many of the higher end microscopes, including the Karl Kaps scopes. Kaps is incorporating this glass technology and apochromatic technology in their lens system and apochromatic technology, basically corrects, spherical and chromatic aberration. And by correcting for these things, it provides a more accurate color and physical rendition of the subject matter.

Sean: [03:09](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=189.03) So, true to life color and clarity?

Tom Schreiber: [03:15](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=195.6) Correct, exactly. So that way there's no question about the tissue color. It eliminates issues of that nature by the physician. Yeah.

Sean: [03:26](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=206.5) Gotcha, Can you tell me, besides the lenses, can you tell me some of the unique features that the Kaps microscopes offers?

Tom Schreiber: [03:38](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=218.48) Oh, sure. So the V series utilizes what's called a modular design. This means that future upgrades and additions of accessories such as maybe video or digital cameras can be easily added in the office. There's also a fine focusing feature. It's incorporated into the objective lens of this microscope. So the microscope, instead of moving the whole body of the scope up and down to fine focus, it only moves the small objective lens up and down. But best of all, and this is the real highlight of the microscope, is the V series itself because it offers Twin beams of light. This is a standard feature and the only microscope that offers this as a standard feature. Basically what the Kaps company did was they located a prism above and below the line of sight so those two prisms then focus light down to the field and this eliminates shadows.

Sean: [04:36](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=276.94) Nice. So you never, you can't really block off the light. You've always got a secondary or a different angle that the light is shining from, correct?

Tom Schreiber: [04:46](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=286.87) Nope. You're never working in the dark with this microscope. Exactly.

Sean: [04:50](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=290.35) Nice. Nice. Now from previous conversations we've had what I found was really interesting in the modular effect or the modular design that the V series offers was the ad-ons or some of the different modulation that you can configure with the V series?

Tom Schreiber: [05:12](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=312.86) Yeah. So this type of modular design, it's extremely durable and it really adds to the potential longevity of this microscope. So future ideas of adding video or external cameras or even co-observation, those can be added years after the microscope is in service if the customer so desires. That's not something that has to happen at the time of purchase if budgetary constraints won't allow it. But, also I guess one of the more critical components about this is that everything being modular that means if there is the unlikely need for service, these components can be very easily exchanged and don't necessarily require a very costly and time consuming service call.

Sean: [06:05](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=365.01) Which saves time and saves money, right? You don't have to send the whole scope in. You can just send one small component in and take care of the problem right there.

Tom Schreiber: [06:14](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=374.71) And that, that was JedMed and Kaps philosophy behind developing this V series microscope was to make it modular so it was easy for anything to be done on it later on in life.

Sean: [06:26](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=386.41) Gotcha. Would a good example of that be the addition of the LED light source that has replaced the traditional halogen light source?

Tom Schreiber: [06:39](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=399.61) Oh, exactly. So the LED light, the implementation of the LED basically has replaced what I call the COO factor, cost of ownership. And you no longer have what can be an expensive light bulb. Plus you have a more reliable microscope because in the middle of the case you don't have to worry about losing your illumination with LED technology.

Sean: [07:09](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=429.91) Gotcha. So as technology changes, we can, we can add that new technology change to the scope

Tom Schreiber: [07:20](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=440.49) Potentially going forward, that's exactly what we're attempting to do with this design. Correct.

Sean: [07:25](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=445.36) So it's a good long term investment that will not be prone to becoming obsolete?

Tom Schreiber: [07:28](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=448.38) Absolutely.

Sean: [07:29](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=449.38) Can you tell me why an ENT surgeon should consider the V series scope when there's a lot of other scopes on the market. What sets the V series Kaps microscope apart?

Tom Schreiber: [07:42](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=462.59) Well, the main thing that I would say sets it apart is the three things we've already discussed. The cost of ownership factor the modular design, and the quality mechanics of the microscope, I'd like to share some of that with you. The innovation that Kaps utilizes to produce these microscopes is from CNC manufacturing, laser guided optical alignment, and they use the LED illumination. Now, it's just some of the most innovative design breakthroughs in the V prism V Style prism. These attributes makes the V series such an affordable yet reliable device that is just going to be so valuable long-term in any doctor's practice.

Sean: [08:38](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=518.31) Great. Great. Does the V series microscope, we're talking about an in office scope, does the Kaps offer any other types of scopes like an operative microscope?

Tom Schreiber: [08:56](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=536.01) Kaps does offer clinical and surgical designs. The surgical version, which JEDMED offers is actually a very sophisticated cost-saving innovation. In contrast to some of the more costly operating room scopes doctors may be familiar with. For instance, instead of using electrically controlled clutches to lock articulation joints, the Kaps company introduced a unique adjustable Torsion spring technology. This will precision balance the scope and maintain the stability without that high cost of using all of those electronic clutches.

Sean: [09:32](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=572.82) Got ya. So it's a good quality surgical scope without all the high end expensive bells and whistles?

Tom Schreiber: [09:44](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=584.92) I would agree with that statement. Yes.

Sean: [09:48](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=588.37) Well, any last thoughts that you might want to share on the subject of the Kaps microscope that you might want to leave somebody with?

Tom Schreiber: [09:56](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=596.38) Well, yeah, you know, I've, I've worked on a very wide variety of products over the 36 years. I've been with JedMed in the phases of research and development, design, production, marketing, sales support. But I've been most impressed with the JedMed and the Kaps company's ability to remain progressive in the ENT microscope market. And you can really tell this when you look at this product that the main influence of the design is end user satisfaction.

Sean: [10:27](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=627.98) Great. Well, Tom, I just wanted to say thanks for your time today. This is a, a plethora of information that I appreciate hearing once again and, and I think some of the surgeons out there will take this information away and find it beneficial also.

Tom Schreiber: [10:45](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=645.41) Very good, Sean. Thank you.

Sean: [10:46](https://www.temi.com/editor/t/RLAzcWjT51dTxDvxcY5ge33m39Xq1wQaboLOxn6hIhoVhN7xagp-5FR4SWnacszd1eew8kHf5hD8aCF3PaEPt9Kd25M?loadFrom=SharedLink&ts=646.59) Thanks, Tom. We'll talk to you soon.