

// KOCHS GmbH

WINDOWS WITH HIGH-TECH, PASSION AND PERSONALITY – KOCHS GMBH IN HERZOGENRATH

It all began in 1955 with the founding of a small joinery by Josef Kochs. Over the years, Kochs developed into a technologically advanced family business with around 240 employees based in Herzogenrath. Kochs is a specialist for complete solutions when it comes to window and front door production. From development to production to sales in Germany, Belgium and the Netherlands – everything from a single source with competent service and professional advice.

// AFTER A WHILE THE VOICE FAILED – THEREFORE A TOUR GUIDE SYSTEM HAD TO BE PURCHASED.

Not only the windows have personality. Personal contact with the resellers is also very important to Kochs. „That's why we conduct customer training courses at the factory – up to 10 times a year. Our dealers often also receive a detailed tour of our factory. This should help them get to know us and our products better,” says Christiane Gentner, Assistant to the Management Board. But not only resellers but also school groups can watch the production live. Some of Kochs' trainees lead through the production process themselves for their colleges.

„The guides demanded that a tour guide system had to be purchased. Because at some point the voice fails and you can no longer reach everyone”, Mrs Gentner notes. After thorough research, they came across BMS Audio. A needs analysis recommended our [TOM-Audio TG-100](#) to Kochs. „It was practical to offer a free product test. I must convince myself of the product”, say Mrs. Gentner with a twinkle in her eye. The TOM-Audio TG-100 was put through its paces with a group of trainees from Kochs. Decisive for the acquisition was among other things the good consultation and also the second free product test.



KOCHS®

Ihr Servicepartner für Fenster und Haustüren.

“ We constantly get positive feedback on how pleasant it is to have your voice afterwards. Customer attention is also much better now.

// THE ABSOLUTE HIGHLIGHT WAS BEING ABLE TO CHARGE AND TRANSPORT EVERYTHING IN A SUITCASE.

The plus points of the [TOM-Audio TG-100](#) are its easy operation and good sound quality, especially in noisy production facilities.

We are pleased to be able to provide Kochs with positive support during the training sessions and wish them continued success.

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