
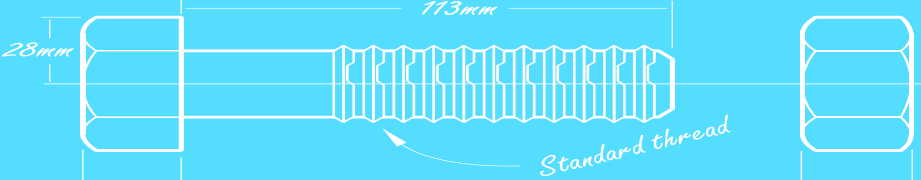



Life after...
sales



DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.

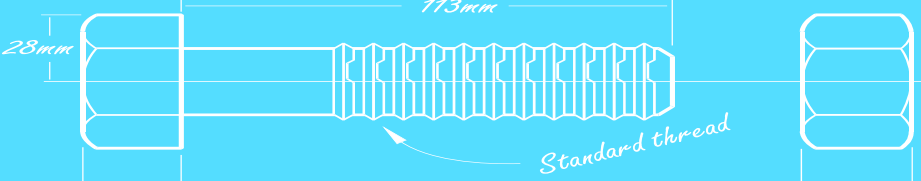


The easiest way of getting rich:
„Buy it cheap – sell it expensively”



**It works for a period of time,
but after ...**

DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.




28mm

113mm

Standard thread

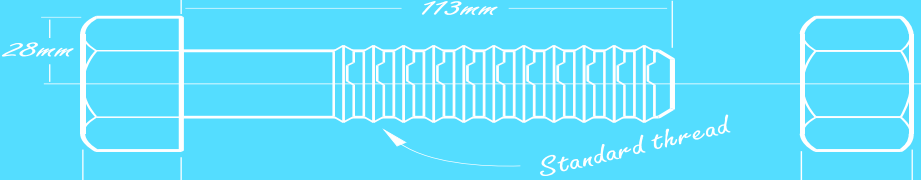
...

- change your scope
- disappear from that market
- or
- provide services



DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock

Peter KECSKES – KE-TECH Ltd.





28mm

113mm

Standard thread

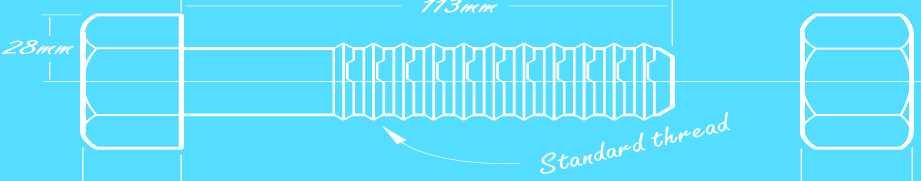
After sales activities

- technical service during and after the warranty period
- periodic calibration




DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock

Peter KECSKES – KE-TECH Ltd.



Ke-Tech's policy

FULL SERVICE



DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.




KE-TECH Ltd.

- founded in 1991
- grown out of a Krautkrämer technical service
- started deal with trade of NDT equipment
- always after-sales technical support
- beside of repair works, calibrations



DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.




28mm


113mm

Standard thread

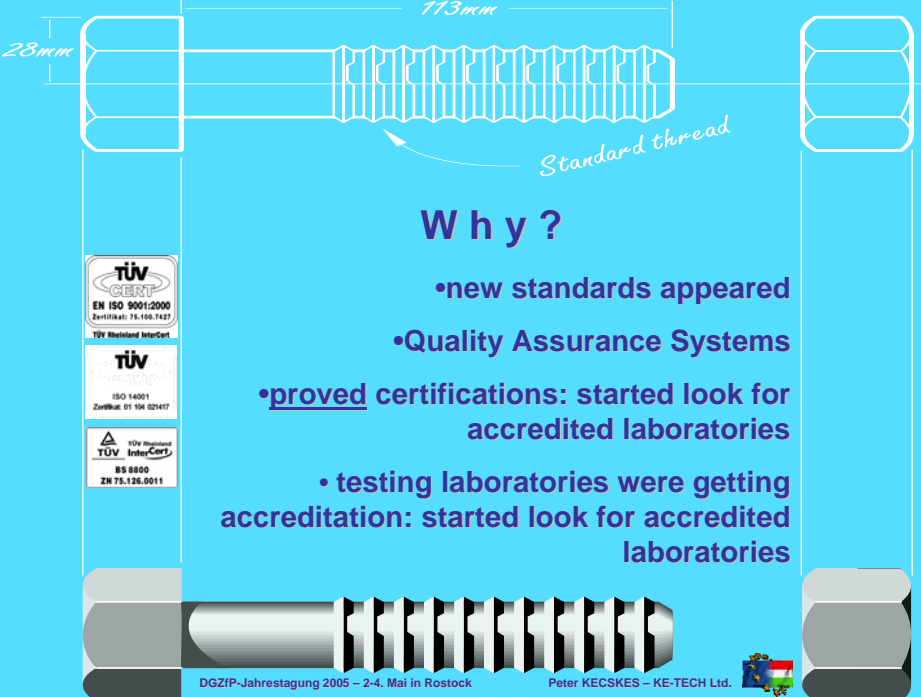
KE-TECH Ltd.
Calibration Laboratory



Why
we decided to spend
a lot of money?



DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.






28mm

113mm

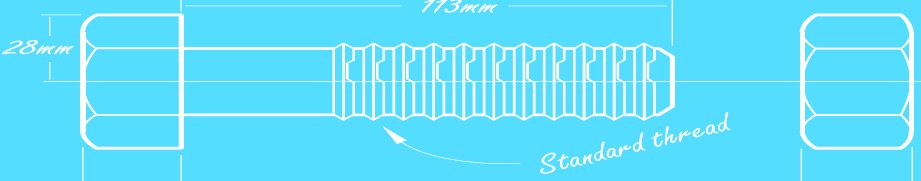
Standard thread

Why?


- new standards appeared
- Quality Assurance Systems
- proved certifications: started look for accredited laboratories
- testing laboratories were getting accreditation: started look for accredited laboratories





DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.





Calibration Laboratory

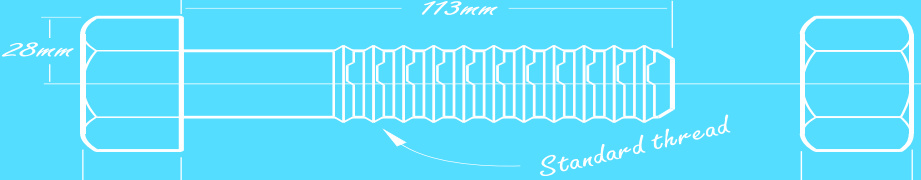
 **1999: Started**

 **2001: First Accreditation Certificate**
Certified by NAT (Hungarian Accreditation Board)

 **2003: New certification**
According to MSZ EN ISO/IEC 17025:2001





DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd. 

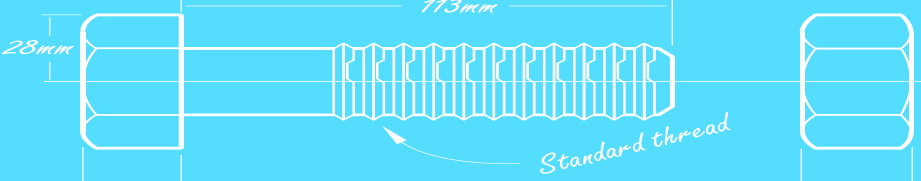


Scope of accreditation

- coating thickness gauges
25 – 5000 μm
- ultrasonic wall thickness gauges
1 – 450 mm
- ultrasonic flaw detectors
according to EN 12668-1, group 2 tests
- ultraviolet lamps 0 – 30000 $\mu\text{W}/\text{cm}^2$




DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd. 



Technical Service and Calibration Laboratory Experiences

Repair and Calibration Laboratory
7%

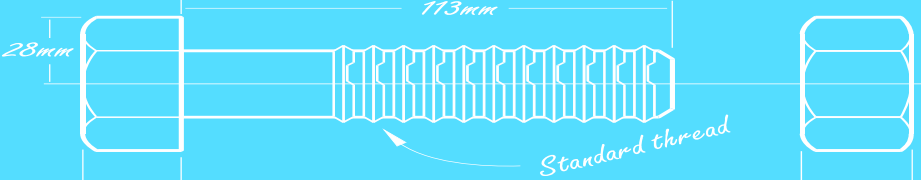


7%
of the company's revenue

Turnover
93%

20-25%
of profit

DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.



Technical Service and Calibration Laboratory

Good decision for customers...

- trust in Certificates
- trust in the instruments
- Accreditation Bodies, Quality System Certifier Bodies accept
- no money spending in-house calibrations
- „Dead-time” is very short
- perform a maintenance

DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock Peter KECSKES – KE-TECH Ltd.



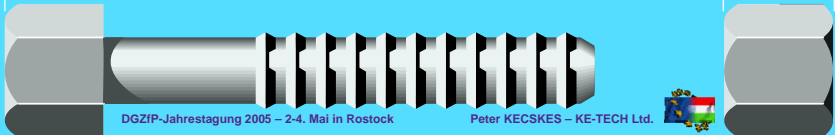

28mm

113mm

Standard thread

Our suggestion:

DON'T RISK!



DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock

Peter KECSKES – KE-TECH Ltd.



28mm

113mm

Standard thread

Thank you

for your

attention!



DGZfP-Jahrestagung 2005 – 2-4. Mai in Rostock

Peter KECSKES – KE-TECH Ltd.