



GUTMANN



***The new  
billing model***  
for surface finishes

[gutmann.de](http://gutmann.de) | [tuulo.de](http://tuulo.de)

***Dear Customer,***

The completion of our new horizontal and vertical coating plant — and the implementation of a laminating facility at the GUTMANN Bausysteme GmbH site in Weißenburg — mark a significant expansion of our production depth.

As a customer, you will now benefit not only from a drastic reduction of our delivery times for the surfaces we do not keep in stock, but also from a transparent price structure for surface finishes. In this context, we have introduced a new billing model, which we would like to present to you on the following pages.

Yours sincerely  
The GUTMANN Bausysteme GmbH Team



## Absolutely transparent Differentiated

- Differentiated calculation by material and surface.
- Price variations within the surface costs are considered independently from the material.
- Assignment of the surface to price groups according to actual manufacturing costs and not surface characteristics such as "Structure" or "Gloss level".
- All coating surface specifications include the powder manufacturer and powder number.
- Different product groups (profiles, windowsills, small parts) have different basic prices (€/m<sup>2</sup>).
- Order size: the surfaces of all articles to be coated with the same powder number are added together.
- The larger the total coating surface, the lower the surcharge.
- Any minimum coating cost surcharges are offset against the actual coating costs.

## Calculation made easy

- No more searching through price lists, no more calculating coating costs by hand or waiting for quotations.
- Simply use our online portal tuulo: **24 hours a day, 7 days a week**
- Go to tuulo.de. to create your own demo version access.
- All functions can be used after activation of the ordering process.

## Billing model coating

Material price in "blank",  
minus agreed conditions

Coating price  
minus agreed conditions

**Complete price**  
Material & Surface

### Parameters for coating price calculation

- Surface calculation: Execution x length x quantity  
Total quantity in m<sup>2</sup> = Sum of all items with the same colour powder
- Minimum quantity: 0.7 m<sup>2</sup>/unit
- Minimum coating costs: 120.00 € per colour powder PG 1, PG 2 and PG 3  
180.00 € colour powder PG 5  
minus actual net coating costs!

Price groups for powder	PG 1	PG 2	PG 3	PG 5
Product group Profiles	9,66 €/m <sup>2</sup>	12,08 €/m <sup>2</sup>	15,53 €/m <sup>2</sup>	40,54 €/m <sup>2</sup>
Product group Windowsill	6,76 €/m <sup>2</sup>	8,45 €/m <sup>2</sup>	10,87 €/m <sup>2</sup>	28,38 €/m <sup>2</sup>
Product group Small parts	4,83 €/m <sup>2</sup>	6,04 €/m <sup>2</sup>	7,76 €/m <sup>2</sup>	19,73 €/m <sup>2</sup>

### Corrosion protection „Groups“

Surcharge	4,54 €/m <sup>2</sup>	4,54 €/m <sup>2</sup>	4,54 €/m <sup>2</sup>	4,54 €/m <sup>2</sup>
-----------	-----------------------	-----------------------	-----------------------	-----------------------

### Minimum quantity surcharge

≥ 500,0 m <sup>2</sup>	+0,0%	+0,0%	+0,0%	+0,0%
≥ 200,0 m <sup>2</sup> < 500,0 m <sup>2</sup>	+15,0%	+15,0%	+15,0%	+0,0%
≥ 30,0 m <sup>2</sup> < 200,0 m <sup>2</sup>	+35,0%	+35,0%	+35,0%	+0,0%
> 0,0 m <sup>2</sup> < 30,0 m <sup>2</sup>	+55,0%	+55,0%	+55,0%	+0,0%

"Inflation surcharges" (TZ) are not displayed in this table!

## Sample calculation

of Surface prices in detail

Price groups for powder				PG 1 per m <sup>2</sup>	PG 2 per m <sup>2</sup>	PG 3 per m <sup>2</sup>	PG 5 per m <sup>2</sup>
Product group <b>“Profiles”</b>				9,66 €	12,08 €	15,53 €	40,54 €
Optional	Corrosion protection groups			4,54 €	4,54 €	4,54 €	4,54 €
Surcharge	on minimum quantity	≥ 500,0 m <sup>2</sup>	+0,0%	---	---	---	---
		≥ 200,0 m <sup>2</sup> < 500,0 m <sup>2</sup>	+15,0%	1,45 €	1,81 €	2,33 €	---
		≥ 30,0 m <sup>2</sup> < 200,0 m <sup>2</sup>	+35,0%	3,38 €	4,23 €	5,44 €	---
		> 0,0 m <sup>2</sup> < 30,0 m <sup>2</sup>	+55,0%	5,31 €	6,64 €	8,54 €	---
Discount	Performance discount Surface			-XX,XX %			

**N.B.:** The minimum execution per article to be coated is 0.7 m<sup>2</sup>.  
The order-related minimum coating costs are 120.00 €.  
“Inflation surcharges” (TZ) are not displayed in this table!

Price groups for powder				PG 1 per m <sup>2</sup>	PG 2 per m <sup>2</sup>	PG 3 per m <sup>2</sup>	PG 5 per m <sup>2</sup>
Product group <b>“Windowsills”</b>				6,76 €	8,45 €	10,87 €	28,38 €
Optional	Corrosion protection groups			4,54 €	4,54 €	4,54 €	4,54 €
Surcharge	on minimum quantity	≥ 500,0 m <sup>2</sup>	+0,0%	---	---	---	---
		≥ 200,0 m <sup>2</sup> < 500,0 m <sup>2</sup>	+15,0%	1,01 €	1,27 €	1,63 €	---
		≥ 30,0 m <sup>2</sup> < 200,0 m <sup>2</sup>	+35,0%	2,37 €	2,96 €	3,80 €	---
		> 0,0 m <sup>2</sup> < 30,0 m <sup>2</sup>	+55,0%	3,72 €	4,65 €	5,98 €	---
Discount	Performance discount Surface			-XX,XX %			

**N.B.:** The minimum execution per article to be coated is 0.7 m<sup>2</sup>.  
The order-related minimum coating costs are 120.00 €.  
“Inflation surcharges” (TZ) are not displayed in this table!

Price groups for powder				PG 1 per m <sup>2</sup>	PG 2 per m <sup>2</sup>	PG 3 per m <sup>2</sup>	PG 5 per m <sup>2</sup>
Product group <b>“Small parts”</b>				4,83 €	6,04 €	7,76 €	19,73 €
Optional	Corrosion protection groups			4,54 €	4,54 €	4,54 €	4,54 €
Surcharge	on minimum quantity	≥ 500,0 m <sup>2</sup>	+0,0%	---	---	---	---
		≥ 200,0 m <sup>2</sup> < 500,0 m <sup>2</sup>	+15,0%	0,72 €	0,91 €	1,16 €	---
		≥ 30,0 m <sup>2</sup> < 200,0 m <sup>2</sup>	+35,0%	1,69 €	2,11 €	2,72 €	---
		> 0,0 m <sup>2</sup> < 30,0 m <sup>2</sup>	+55,0%	2,66 €	3,32 €	4,27 €	---
Discount	Performance discount Surface			-XX,XX %			

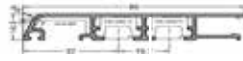
**N.B.:** The minimum execution per article to be coated is 0.7 m<sup>2</sup>.  
The order-related minimum coating costs are 120.00 €.  
“Inflation surcharges” (TZ) are not displayed in this table!

## Billing example: new pricing method

(Material + Surface calculated separately)

Article: Frame profile BR 86.14/without drilled holes

Blendrahmen BR 86.14 / ungetocht



Quantity	3 VE (3 units @ 6 m)			Gross price	Perf. discount	Net price
<b>Material</b>	bright/blank	EAN-Nr. 4021036773405				
	Gross price Material			259,20 €	-51,84 € (-20%)	207,36 €
<b>Surface</b>	Desired Surface		RAL 3000. Fine structure. Matt			
	Price group		PG2	12,08 €/m <sup>2</sup>		
	Surface VE	(0,380 m x 6,00 m x 3 units)	6,84 m <sup>2</sup>			
	Surcharge Minimum quantity	6,84 m <sup>2</sup> (> 0 m <sup>2</sup> <30 m <sup>2</sup> )		+ 6,64 €/m <sup>2</sup>		
	Gross price Surface		(Surface x Surface price)	6,84 m <sup>2</sup>	18,72 €/m <sup>2</sup>	128,07 €
	Minimum coating costs (Difference to 120.00 €)				-32,02 € (-25%)	96,05 €
<b>Material + Surface (Item price)</b>						<b>327,36 €</b>

Article: Windowsill - with film MFB GS 40/195

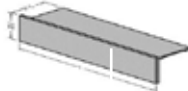
Fensterbank - mit Folie MFB GS 40 / 195



Quantity	100 VE (100 units @ 6 m)			Gross price	Perf. discount	Net price
<b>Material</b>	bright/blank	EAN-Nr. 4021036085539				
	Gross price Material			8.400,00 €	-1.680,00 € (-20%)	6.720,00 €
<b>Surface</b>	Desired Surface		RAL 7015. Smooth. Matt			
	Price group		PG1	6,76 €/m <sup>2</sup>		
	Surface VE	(0,528 m x 6,00 m x 100 units)	316,80 m <sup>2</sup>			
	Surcharge Minimum quantity	316,8 m <sup>2</sup> (≥200m <500m <sup>2</sup> )		+ 1,01 €/m <sup>2</sup>		
	Gross price Surface		(Surface x Surface price)	316,80 m <sup>2</sup>	6,76 €/m <sup>2</sup>	2.462,80 €
	Minimum coating costs (Difference to 120.00 €)				-615,70 € (-25%)	1.847,10 €
<b>Material + Surface (Item price)</b>						<b>8.567,10 €</b>

Article: End cap EK 2020/64

Endkappe EK 2020/64



Quantity	10 VE (10 units @ 1 piece)			Gross price	Perf. discount	Net price
<b>Material</b>	bright/blank	EAN-Nr. 4021036461241				
	Gross price Material			52,50 €	-10,50 € (-20%)	42,00 €
<b>Surface</b>	Desired Surface		RAL 6004. Fine structure. Matt (IGP)			
	Price group		PG3	7,76 €/m <sup>2</sup>		
	Surface VE	7,0 m <sup>2</sup> (> 0 m <sup>2</sup> < 30 m <sup>2</sup> )	7,00 m <sup>2</sup>			
	Surcharge Minimum quantity	7,0 m <sup>2</sup> (≥200m <500m <sup>2</sup> )		+ 4,27 €/m <sup>2</sup>		
	Gross price Surface		(Surface x Surface price)	7,00 m <sup>2</sup>	12,03 €/m <sup>2</sup>	84,20 €
	Minimum coating costs (Difference to 120.00 €)				-21,05 € (-25%)	63,15 €
<b>Material + Surface (Item price)</b>						<b>162,00 €</b>



GUTMANN

GUTMANN Bausysteme GmbH  
Nürnberger Straße 57  
D - 91781 Weißenburg  
T +49 (9141) 995 11 36  
F +49 (9141) 995 11 37

[info@gutmann.de](mailto:info@gutmann.de)  
[www.gutmann-bausysteme.de](http://www.gutmann-bausysteme.de)

[tuulo@gutmann.de](mailto:tuulo@gutmann.de)  
[www.tuulo.de](http://www.tuulo.de)

