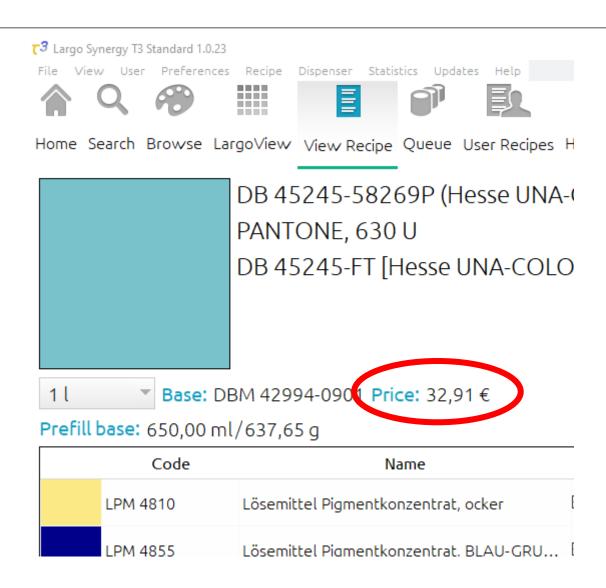


Price calculation



# Prices can be calculated with the Paint Express T3





## Agenda

- Showing the options
- Where are the prices entered?
- Input prices mixing components
- Different input for prices of base coats and small containers
  - Way 1
  - Alternative way
- General surcharges / calculation of sales prices
- Important notes
- Price adjustments
- New products



## Multiple options

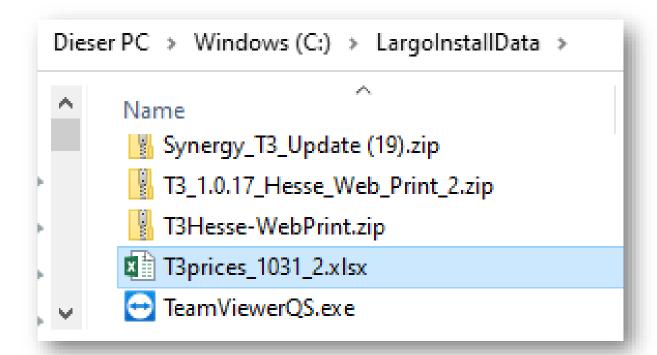
- Display of the pure purchase price
- Display of the sales price without/with VAT
- Use of minimum prices
- Small containers with higher prices
- Handling surcharge per container





## Input calculation data

- The data is entered via an Excel list.
- Location on the PC or server.
- Setup during installation
- The list can be changed at any time

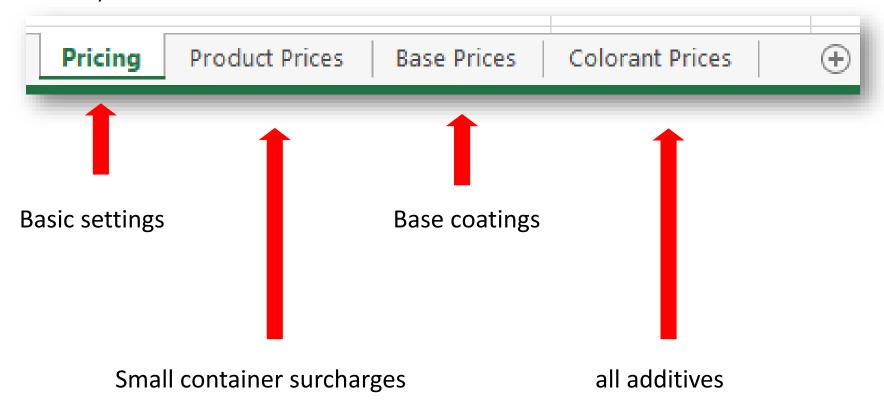




# Input calculation data

# These spreadsheets can be edited:

(ideally with Excel)





#### Prices of the additives

Input prices of all mixing components:



**Colorant Prices** 

Here you enter the purchase prices from the price list.

If, for example, you have 2 prices for a color concentrate in your price list, then select the price of the product variant that you use when mixing.



Α			Е
	Nummer	Name	Preis
	DB 46555-CU01	CREATIVE-METALLIC, seidenmatt, COPPER	50,00€
	DB 46555-GD01	CREATIVE-METALLIC, seidenmatt, GOLD	50,00€
	DB 46555-MC01	CREATIVE-METALLIC, seidenmatt, SILVER COARSE	50,00€
	DB 46555-MF01	CREATIVE-METALLIC, seidenmatt, SILVER FINE	50,00€
	DB 46555-MM01	CREATIVE-METALLIC, seidenmatt, SILVER MEDIUM	50,00€
	DB 48885-100	FANTASTIC-COLOR, seidenmatt, weiss	30,00€
	DB 48885-101	FANTASTIC-COLOR, seidenmatt, GELB GRUENSTICH	30,00€
	DB 48885-102	FANTASTIC-COLOR, seidenmatt, schwarz	30,00€
	DB 48885-103	FANTASTIC-COLOR, seidenmatt, OXIDGELB	30,00€
	DB 48885-104	FANTASTIC-COLOR, seidenmatt, GRUEN	30,00€
	DB 48885-105	FANTASTIC-COLOR, seidenmatt, BLAU	30,00€
	DB 48885-106	FANTASTIC-COLOR, seidenmatt, oxidrot	30,00€
	DB 48885-109	FANTASTIC-COLOR, seidenmatt, violett	30,00€
	DB 48885-110	FANTASTIC-COLOR, seidenmatt, BLAU	30,00€
	DB 48885-201	FANTASTIC-COLOR, seidenmatt, GELB	30,00€
	DB 48885-207	FANTASTIC-COLOR, seidenmatt, orange	30,00€
	DB 48885-208	FANTASTIC-COLOR, seidenmatt, ROT(BLAUSTICHIG	30,00€
	DB 48885-210	FANTASTIC-COLOR, seidenmatt, VIOLETT(BLAUSTIC	30,00€
	DB 48885-308	FANTASTIC-COLOR, seidenmatt, ROT(GELBSTICHIG	30,00€
	DB 48885-501	FANTASTIC-COLOR, seidenmatt, GELB(ROTSTICHIG	30,00€
	DBM 42994-0901	UNA-COLOR Basislack, seidenmatt	20,00€
	DBM 42994-0903	UNA-THIX-COLOR Basislack, seidenmatt	20,00€
	DBM 44099-0901	BRILLANT-COLOR Basislack, hochglänzend	20,00€



#### Prices of the additives

Input prices of all mixing components:

List

**Colorant Prices** 

Here you enter the purchase prices from the price list.

If, for example, you have 2 prices for a color concentrate in your price list, then select the price of the product variant that you use when mixing.

If you work with an **automatic paste mixing machine**, then enter the price of the container with the base material that you use to refill the machine.

The same applies when you work with the **scale**.

Α	С	D	E
	Nummer	Name	Preis
	DB 46555-CU01	CREATIVE-METALLIC, seidenmatt, COPPER	50,00€
	DB 46555-GD01	CREATIVE-METALLIC, seidenmatt, GOLD	50,00€
	DB 46555-MC01	CREATIVE-METALLIC, seidenmatt, SILVER COARSE	50,00 €
	DB 46555-MF01	CREATIVE-METALLIC, seidenmatt, SILVER FINE	50,00 €
	DB 46555-MM01	CREATIVE-METALLIC, seidenmatt, SILVER MEDIUM	50,00 €
	DB 48885-100	FANTASTIC-COLOR, seidenmatt, weiss	30,00 €
	DB 48885-101	FANTASTIC-COLOR, seidenmatt, GELB GRUENSTICH	30,00 €
	DB 48885-102	FANTASTIC-COLOR, seidenmatt, schwarz	30,00 €
	DB 48885-103	FANTASTIC-COLOR, seidenmatt, OXIDGELB	30,00
	DB 48885-104	FANTASTIC-COLOR, seidenmatt, GRUEN	30,00
	DB 48885-105	FANTASTIC-COLOR, seidenmatt, BLAU	30,00
	DB 48885-106	FANTASTIC-COLOR, seidenmatt, oxidrot	30,00
	DB 48885-109	FANTASTIC-COLOR, seidenmatt, violett	30,00
	DB 48885-110	FANTASTIC-COLOR, seidenmatt, BLAU	30,00
	DB 48885-201	FANTASTIC-COLOR, seidenmatt, GELB	30,00
	DB 48885-207	FANTASTIC-COLOR, seidenmatt, orange	30,00
	DB 48885-208	FANTASTIC-COLOR, seidenmatt, ROT(BLAUSTICHIG	30,00
	DB 48885-210	FANTASTIC-COLOR, seidenmatt, VIOLETT(BLAUSTIC	30,00
	DB 48885-308	FANTASTIC-COLOR, seidenmatt, ROT(GELBSTICHIG	30,00
	DB 48885-501	FANTASTIC-COLOR, seidenmatt, GELB(ROTSTICHIG	30.00
	DBM 42994-0901	UNA-COLOR Basislack, seidenmatt	20,00
	DBM 42994-0903	UNA-THIX-COLOR Basislack, seidenmatt	20,00
	DBM 44099-0901	BRILLANT-COLOR Basislack, hochglänzend	20,00



#### Prices of the additives

#### **Important:**

If prices are not available for individual products, they may not be calculated correctly.

If you get new base materials, the prices must be added to the list.

Α	С	D	Е
	Nummer	Name	Preis
	LPM 4813	Lösemittel Pigmentkonzentrat, GELB-ROTSTICHIG	90,00€
	LPM 4814	Lösemittel Pigmentkonzentrat, GELB	90,00€
	LPM 4815	Lösemittel Pigmentkonzentrat, GELB	90,00€
	LPM 4820	Lösemittel Pigmentkonzentrat, orange	90,00€
	LPM 4830	Lösemittel Pigmentkonzentrat, oxidrot	90,00€
	LPM 4834	Lösemittel Pigmentkonzentrat, rot-blaustichig	90,00€
	LPM 4835	Lösemittel Pigmentkonzentrat, ROT-GELBSTICHIG	90.00€
	LPM 4840	Lösemittel Pigmentkonzentrat, violett	0,00€
	LPM 4845	Lösemittel Pigmentkonzentrat, LILA	30,00€
	LPM 4850	Lösemittel Pigmentkonzentrat, blau-rotstichig	90,00€
	LPM 4855	Lösemittel Pigmentkonzentrat, BLAU-GRUENSTICH	90,00€
	LPM 4860	Lösemittel Pigmentkonzentrat, GRUEN	90,00€
	LPM 4870	Lösemittel Pigmentkonzentrat, weiss	90,00€
	LPM 4896	Lösemittel Pigmentkonzentrat, schwarz	90,00€
	NR 1173	Zusatzmittel	50,00€



You work without **pre-filled containers**?
e.g. for stains, oils, lacquer-in-lacquer mixed lacquers, CREATIVE METALLIC, ...

→ Choose **path 1** 

Do you work with an automatic mixing machine? Fill the basecoats yourself on the scale, select **path 1**.

If you purchase the basecoats prefilled, there are 2 ways to calculate the additional costs of small containers by entering a separate price for each prefilled container. In the following we show the pricing with **path 1** as well as an alternative.

Under certain circumstances, a combination of the ways is also useful if you work with both the scale and pre-filled containers. The data can then be entered in different ways for **each product.** 



#### Path 1

In the spreadsheet Base Prices, enter your prices for the base coats that you dose with the scale, regardless of whether you only work with the scale or fill containers for the automatic mixing machine yourself.

ID	<b>+</b> †	Name	Base	Preis 🔻
	10	DB 45245-FT [Hesse UNA-COLOR, seidenmatt]/LiL	None	0,00€
	11	DB 45245-FT [Hesse UNA-COLOR, seidenmatt]/Paste	DBM 42994-0901	20,00€
	11	DB 45245-FT [Hesse UNA-COLOR, seidenmatt]/Paste	None	0,00€
	20	DB 42214-FT [Hesse UNA-COLOR Perlstruktur fein]/LiL	None	0,00€
	21	DB 42214-FT [Hesse UNA-COLOR Perlstruktur fein]/Paste	DBM 42994-0901	20,00€
	21	DB 42214-FT [Hesse UNA-COLOR Perlstruktur fein]/Paste	None	0,00€
	30	DB 45205-FT [Hesse UNA-THIX-COLOR, seidenmatt]/LiL	None	0,00€
	31	DB 45205-FT [Hesse UNA-THIX-COLOR, seidenmatt]/Paste	DBM 42994-0903	20,00€
	31	DB 45205-FT [Hesse UNA-THIX-COLOR, seidenmatt]/Paste	None	0,00€

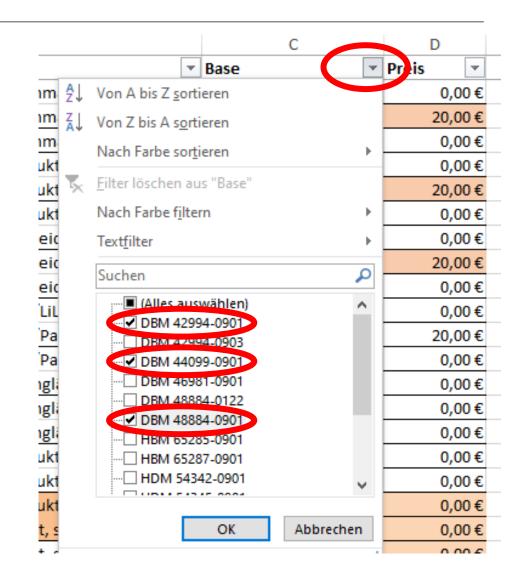
No prices are entered for formulations that do not have a base, such as stains or varnish-in-varnish formulations from mixed varnishes. The prices entered from the table are sufficient here



For easier entry, you can use the Excel filter function:

- Select the base coats you are using and confirm with "OK".
- Enter the prices and remove the filter again.

	C			D
~	Base	Ţ,	Prei	~
Paste	DBM 42994-0901			20,00€
in]/Paste	DBM 42994-0901			20,00€
	DBM 42994-0901			20,00€
nd]/Paste	DBM 42994-0901			20,00€
ittel]/Paste	DBM 42994-0901			20,00€
nmatt]/Paste	DBM 42994-0901			20,00€





#### Path 1

For all products, you can still have surcharges added for small containers to get paid for the higher expense.

ID ▼	Name 1	Base	-	Gebind∈▼	Preis 🔻 🗷
790	BE XX-FT [Hesse Edelholzbeize]/Beize	None		1	10,00€
790	BE XX-FT [Hesse Edelholzbeize]/Beize	None		3	20,00€
790	BE XX-FT [Hesse Edelholzbeize]/Beize	None		5	30,00€
790	BE XX-FT [Hesse Edelholzbeize]/Beize	None		15	0,00€
790	BE XX-FT [Hesse Edelholzbeize]/Beize	None		25	0,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901		1	10,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901		3	20,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901		5	30,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901		15	0,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901		25	0,00€

- Editing in the list Product Prices
- The surcharge is calculated per container, not per liter.
- The easiest way to process is to select the same additive price for all coatings/stains.
- The Excel filter function can also be used for this purpose in the Container column.



If you buy **ready prefilled containers** at your automatic paste blending system, you will purchase the small, prefilled containers more expensively than the large containers. If you want to calculate the price exactly and not with a flat surcharge, then add the additional costs on top. (Small container surcharge)

You can also slam this difference in the list. Product Prices

Add the extra cost of the small bundle to the price of the base that you entered in the List Base Prices at the base material.

The price refers to a surcharge per container.

Example: Base material HBM 65295-0901 in 20 I container 20 €/I, in 2.4 I container 25 €/I

Entry in list Base Prices and Colorant Prices with 20 €/I

The 3-liter container is prefilled with 2.4l. With a liter price of 25€/l, this corresponds to 2.4l x 25€/l = 60€/container. However, the program calculates with the base material price of 20 €/l, resulting in 2.4l x 20€/l = 48 € per 2.4 l container. You can enter the difference of 12 € on the container in the list Product Prices as a surcharge.

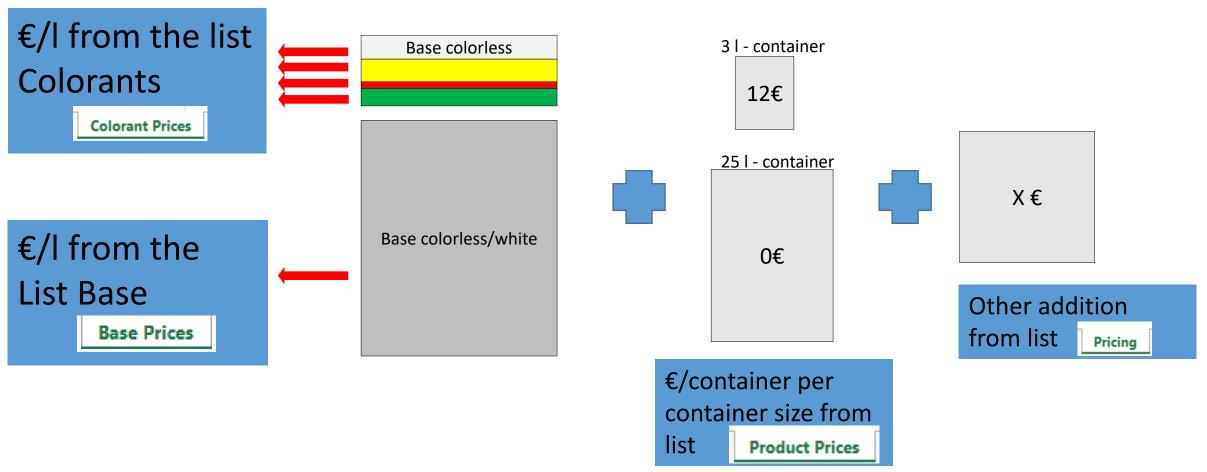
Other surcharges such as handling costs can still be added.

2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901	1	0,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901	3	12,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901	5	0,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901	15	0,00€
2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste	HBM 65285-0901	25	0,00€



# This is how the price is created

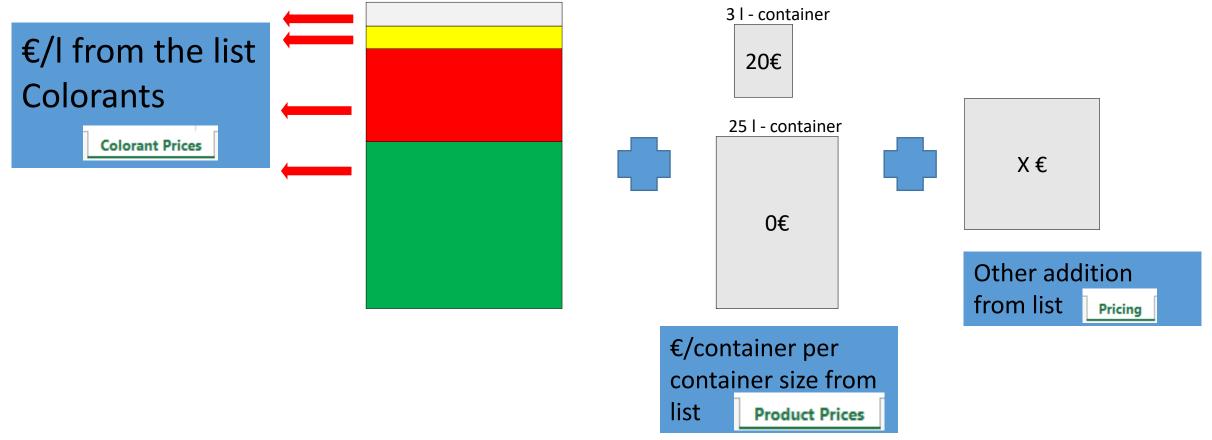
#### Varnish with base





# This is how the price is created

# Öl / Beize / Lack-in-Lack / CREATIVE METALLIC ohne Basis





# Alternative way

# Alternative way for ready pre-filled containers

Another way of calculation for paints with base is as follows: you **do not** enter the base prices in the list <a href="Base Prices">Base Prices</a></a>
Instead, enter the complete container price of the prefilled base material in the list. <a href="Product Prices">Product Prices</a>

Example: Base material HBM 65295-0901 (prefilled): in 20 l container 20 €/l, in 2.4 l container 25 €/l according to price list No entry in list Base Prices Instead, the price of a complete pre-filled container is entered:

The 3-liter container is prefilled with 2.4l. With a price per liter of  $25 \le l$ , this corresponds to  $2.4l \times 25 \le l$  =  $60 \le l$  container, which you enter on the container in the list l Product Prices as a surcharge.

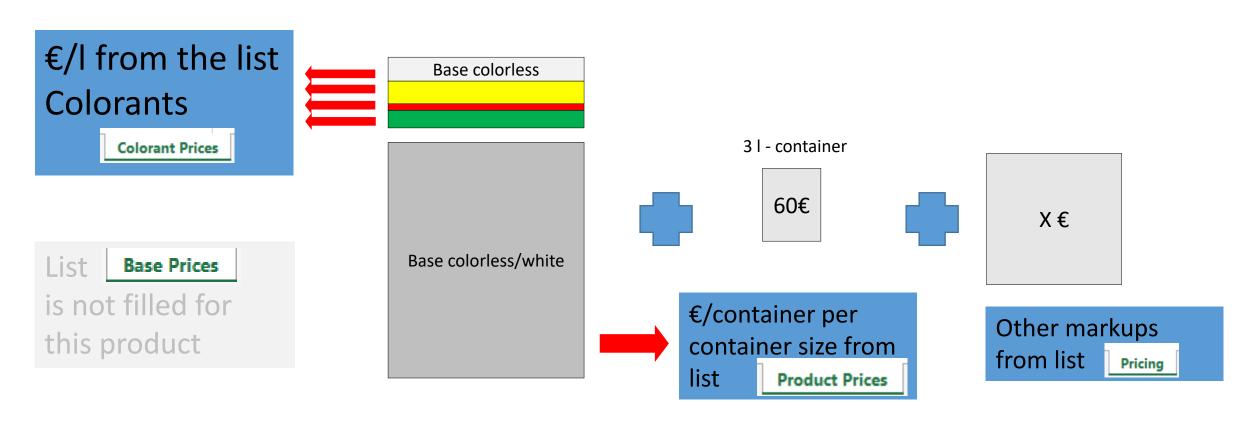
Other surcharges such as handling costs can still be added.

ID	~	Name	T	Base	r (	Gebind€▼ I	Preis	~
	2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste		HBM 65285-0901		1		0,00€
	2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste		HBM 65285-0901		3		60,00€
	2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste		HBM 65285-0901		5		0,00€
	2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste		HBM 65285-0901		15		0,00€
	2301	HB 65282-FT [Hesse COOL-COLOR, matt]/Paste		HBM 65285-0901		25		0,00€



# This is how the price is created

# Varnish with base: alternative way for ready prefilled containers





## Sales prices

The entered prices of the spreadsheets \_\_\_\_\_\_ and \_\_\_\_\_ and \_\_\_\_\_ , depending on the design, also of the \_\_\_\_\_\_ product Prices \_\_\_\_ are used to calculate the purchase price.

If you would rather have a **sales price** displayed, you can control this using various surcharges. The table Pricing is mainly used for this purpose.

Depending on the design of the calculation, additional costs for small containers can also be added to the prices in the list.

Product Prices



# Other surcharges

Sheet Pricing :

**VAT:** If this is to be displayed, the tax rate must be entered and the *incl. VAT* field must contain the value "WAHR"

No calculation: set VAT to 0%.

Key	Value
VAT	0,00%
Colorant margin	45,00%
Base margin	45,00%
Product margin	45,00%
Surcharge per can	0,00€
Incl. VAT	WAHR
Minimum price	0,00€
Incl. VAT	WAHR

Margins: Margins can be entered to determine the sales price. (for colorant, bases, products)

**Surcharge per container:** This can be used to calculate general costs such as packaging, labeling, handling per container.

Minimum price: This is the lower price limit for a container.



### Important notes

Once you have entered your data, check the results to see if they match what you want.

In the tables, Product Prices | Base Prices | the **prices** are **product-related**. Different prices can be entered here for each product in order to set price priorities.

If **new coating systems or base materials** are added, prices must be supplemented.

Surcharges for small containers are calculated only for the defined sizes 1, 3, 5, 15, 25 liters. These are NOT taken into account for **intermediate sizes**. Product Prices

The final prices shown are prices per container.

The **net price** is shown in brackets, when the value added tax is used.





## Price adjustments

#### Implementation of price adjustments

If prices of different products are changed, you can enter them manually into the lists:

Product Prices	Base Prices	Colorant Prices
----------------	-------------	-----------------

Alternatively, if prices are changed as a percentage across all products, you can use Excel to calculate them.

Example: Increase rate 10%

Enter formula, insert calculated value in column E as number again and delete formula again

Check if all values were adjusted and the Calculation fits.

E	G	E	
		Preis	
0,00€	=E2*110%	55,00€	
€		55,00€	:
	55	55,00€	:
)€		55,00€	:
50 00 €		55,00 €	:



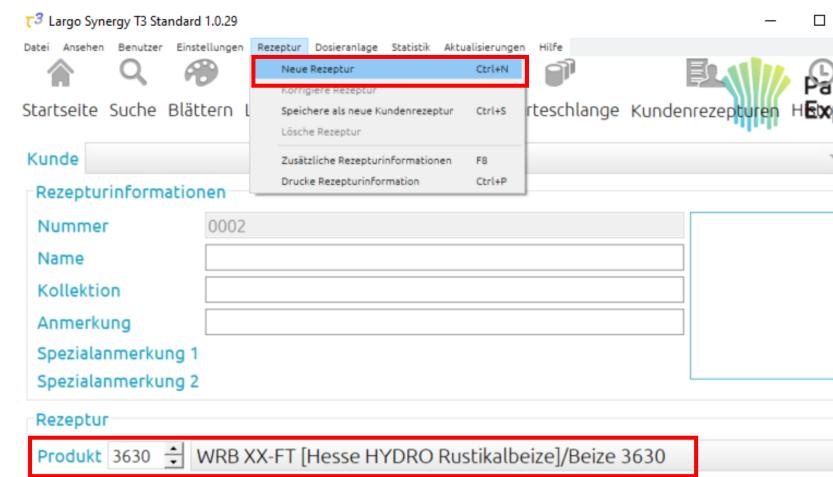
## Adding a new product

## Adding a new product to the calculation

- Open a new recipe (Ctrl + N)
- Search for the product you want to add

 Remember the product ID (example: 3630)

Remember name
 (example: WRB XX-FT [Hesse HYDRO Rustikalbeize])





# Zufügen eines neuen Produktes

Open the Excel list

**Product Prices** 

Mark and copy (Ctrl + C) a comparable product



For colour lacquer, the base material may have to be entered

	ID Name	▼ B	Base 🔻	I	ebinde Preis	<b>▼</b> Barcode	<b>v</b>
ı	2021 HB 65285-FT [Hesse COOL-COLOR, seidenmatt],	/F N	None		1	0,00€	
1	2021 HB 65285-FT [Hesse COOL-COLOR, seidenmatt],	/F H	HBM 65285-0901	Ш	1	0,00€	



# Zufügen eines neuen Produktes

• Paste at the bottom (Ctrl + C)

4	Α	В	С	D	Е	F	G	H
989	2590	DB 42361-FT [Hesse FANTASTIC-COLOR Perlstru	None	5	0,00€			
990	2590	DB 42361-FT [Hesse FANTASTIC-COLOR Peristru	None	15	0,00€			
991	2590	DB 42361-FT [Hesse FANTASTIC-COLOR Perlstru	None	25	0,00€			
992	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfarl	None	1	0,00€			
993	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfar	None	3	0,00€			
994	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfar	None	5	0,00€			
995	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfar	None	15	0,00€			
996	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfar	None	25	0,00€			
997	850	WUR XX-FT [Hesse HYDRO Multibeize]/Beize	None	1	0,00€			
998	850	WUR XX-FT [Hesse HYDRO Multibeize]/Beize	None	3	0,00€			
999	850	WUR XX-FT [Hesse HYDRO Multibeize]/Beize	None	5	0,00€			
1000	850	WUR XX-FT [Hesse HYDRO Multibeize]/Beize	None	15	0,00€			
1001	850	WUR XX-FT [Hesse HYDRO Multibeize]/Beize	None	25	0,00€			
1002							扫	
1003								
1004								
1005								

Rewrite the data with those of the new product. Add the prices

_						
989	2590	DB 42361-FT [Hesse FANTASTIC-COLOR Perlstrukt	None	5	0,00€	
990	2590	DB 42361-FT [Hesse FANTASTIC-COLOR Perlstrukt	None	15	0,00€	
991	2590	DB 42361-FT [Hesse FANTASTIC-COLOR Perlstrukt	None	25	0,00€	
992	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfarbla	None	1	0,00€	
993	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfarbla	None	3	0,00€	
994	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfarbla	None	5	0,00€	
995	2610	DB 42395-FT [Hesse FANTASTIC-COLOR Glasfarbla	None	15	0,00€	
996	2640	DO 40005 ST (University ANTASTIC COLOR Classical In	<b>≟</b> ne	25	0,00.0	
997	630	WRB XX-FT [Hesse HYDRO Rustikalbeize]/Beize	None	1	20,00€	
998	630	WRB XX-FT [Hesse HYDRO Rustikalbeize]/Beize	None	3	10,00€	
999	630	WRB XX-FT [Hesse HYDRO Rustikalbeize]/Beize	None	5	5,00€	
1000	630	WRB XX-FT [Hesse HYDRO Rustikalbeize]/Beize	None	15	0,00€	
1001	630	WRB XX-FT [Hesse HYDRO Rustikalbeize]/Beize	None	25	0,00€	
1002					_	_
1003						

- Save the file
- Check the calculation