



#StayAtHome

*We say thanks!*

*On this time we must all stick together.  
Take care of yourself and stay healthy.*

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*Reliable.  
International.  
Fast.*

**GUTMANN  
Still ready and  
willing to deliver!**

# GUTMANN Bausysteme cancels its participation in FENSTERBAU FRONTALE

WEISSENBURG, 13. MARCH 2020 – “International contacts at this fair are particularly important for the Group, as they are for many other manufacturers”, says Managing Director Arnd Brinkmann. “The current situation with Corona has caused a lot of uncertainty regarding the travel flexibility of all our customers and business partners – both in Germany and abroad. Faced with this uncertainty, is impossible to either plan or carry out such an important fair as FENSTERBAU FRONTALE. In addition, nobody knows how long the current state of affairs will last, or whether it will get worse. The health of our staff and our customers is paramount.”



*Managing Director  
Arnd Brinkmann*

## Watching the economy and costs

The market situation resulting from developments due to Corona obviously also plays a part. “We had already incurred significant overhead costs for the – understandably – postponed trade fair FENSTERBAU FRONTALE in March. For the time being, this money has been lost. As a result, we will have to keep a very close eye on the economic situation over the next few months so that we can respond flexibly in our budget”, says Arnd Brinkmann. The company’s budget for the year 2020 had naturally been planned in anticipation of FENSTERBAU FRONTALE taking place in March, but this strategy could not simply be postponed by three months, according to GUTMANN.

## Alternative ways to communicate innovation

Arnd Brinkmann says: “We are now working flat out on finding different ways to communicate the core messages and exciting innovations that we wanted to present to our customers and business partners at FENSTERBAU FRONTALE. Much of what we have to say needs to be communicated without delay, which is why even the later date does not make sense for us.” However, GUTMANN Bausysteme GmbH is generally convinced of the value of FENSTERBAU FRONTALE: “We will definitely be back again in 2022”, promises Arnd Brinkmann.

### IMPRINT

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*Closer to the customer!*

### CONCEPT & DESIGN

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www.modulbuero.de

### ABOUT GUTMANN

The globally active GUTMANN Group is one of the world’s leading manufacturers of high-quality aluminium products for construction and processing industries. The group consists of GUTMANN Bausysteme GmbH (building systems), GUTMANN AG with its subsidiaries GUTMANN Aluminium Draht GmbH (drawn aluminium wire), GARTNER EXTRUSION GmbH and NORDALU GmbH (extruded profiles and other specialised aluminium products). The companies of the GUTMANN Group employ around 1,300 people at three production sites in Germany and generate an annual turnover of approx. 340 million euros. The headquarters of the company, which was founded in 1937, is in Weißenburg in Bavaria.

# tuulo

## THIS DIGITAL TOOL MAKES WINDOW CONSTRUCTION EASIER THAN EVER BEFORE

Tuulo saves window manufacturer valuable time: this digital tool allows you to plan and order directly via the browser of your computer or tablet PC. All You need is Your material requirements – then You choose profile type, colour and surface finish from more than 650 surface variants. All entries are checked automatically, so errors are virtually impossible. Tuulo also adheres strictly to legal requirements and standards for fall protection when planning floor-to-ceiling French windows. Tuulo's smart configurator for "Fall Prevention Glazing GUTMANN FPS" only displays feasible solutions and suggests suitable accessories and

alternatives at the same time. No more time-consuming searches through catalogues, brochures or price lists! Intuitive menu navigation and a full-text search ensure that information is easy to find. Catalogues, drawings and CAD data can be downloaded directly. The filter function is another practical feature, which makes it easier, for example, to find the desired version of the article with its corresponding net purchase price. Finally, the consignment number, delivery address and requested delivery date are entered. After submission, the order is processed automatically. Has window construction ever been easier?

Test the free demo version!



See the window manufacturer presenting tuulo under the motto »Your tool is your browser window«. Watch the video on [www.tuulo.de/en](http://www.tuulo.de/en)



## Making of

The film for tuulo shows a window-maker explaining the most important functions and benefits of the new digital tool. Even his know-all apprentice is lost for words. The entire film only lasts a minute, but it took a whole day to make – several takes in the workshop were necessary. It was also possible to photograph the subject-matter for the advertising campaign at the same time. The film was shot on location at a family-run carpentry and joinery business in the Sauerland region of Germany. The team consisted of the producer, a cameraman, sound engineer, two actors, a photographer, an agency consultant and the tuulo project managers from GUTMANN. A round trip of nearly 800 kilometres to Weißenburg and back was well worth the time and effort, though. The result is truly outstanding.

*A big "thank you" to Fiumu and to everyone at Schreinerei Wigger for your outstanding support during filming!*

*Our special thanks go to Gabi Sonnenschein for the "Making-Of" photos!*



# Discover what's new at GUTMANN – and let yourself be inspired!

We are bringing our highlights to you: we would have loved to have shown you our exciting innovations at the FENSTERBAU FRONTALE 2020 trade fair in person, but unfortunately we had no alternative but to cancel our participation in the rescheduled event (→ see page 3). We are therefore now using not only tried and tested communication channels, but also digital tools. And what could be more appropriate than our customer magazine GUTNEWS? Read all about our new (trade fair) products here.

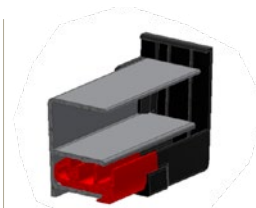
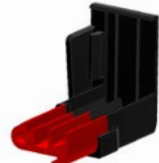
## In a class of its own!

One of many product highlights is the new aluminium sliding closure GUTMANN SLIMFLEX, which is a facelift for the proven GUTMANN aluminium sliding closure version BF. Yet another innovative product that underlines GUTMANN Bausysteme GmbH's expertise when it comes to outer window sills. The convincing features of this aluminium window sill sliding closure are the visual appeal of its design, safety and value for money. Now even easier to install, thinner and lighter.

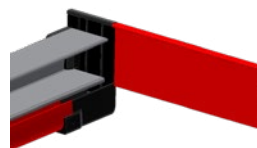
## Product details

- + New moulded form with significantly less material on screw pad (sliding closure with 40 mm droplet edge).
- + Integrated expansion compensation (3 mm).
- + Plaster edge width 22 mm.
- + Also for connection to brick/concrete.
- + Cost-efficient ONE-PIECE design.
- + Resistant to driving rain (system test).
- + Suitable for integration in all thermal insulation composite systems (ETIC).
- + Available in overhang depths from 50 mm to 500 mm for GUTMANN window sill systems.

New moulded form with significantly less material on screw pad



Narrow sealing strip UD 400-1 to match new sealing part





## The tried and tested fall prevention device GUTMANN FPS is now available as a ready-to-install set.

The GUTMANN exposed fall prevention device combines modern design, safety and transparency in an elegant, timeless form, thus removing the need for cumbersome additional structures and safety devices. Moreover, GUTMANN FPS can also be mounted on all conventional frame materials: wood, wood-aluminium, plastic, plastic-aluminium and aluminium.

- + Available as a ready-to-install set, including all accessories required.
- + Comprehensive documentation including order form and glass statics tables.
- + Invisible mounting.
- + Can be mounted on all conventional frame materials.
- + Certificate DIN 18008-4 with abP available.
- + NEW: also approved for Austria.
- + Glass pane can be fitted/removed on site.
- + Retrofitting adaption also possible.
- + Suitable for use with all fittings systems.



## Significant additions to the GUTMANN MIRA Series

*Four highlights of the MIRA wood-aluminium window series*

The MIRA wood-aluminium system is one of GUTMANN Bausysteme GmbH's most popular series. "The highlights included in this programme show our commitment to continuing our course to become a full-range supplier in this segment and provide practicable solutions that will convince architects, investors and fabricators", says Managing Director Arnd Brinkmann.



### GUTMANN MIRA contour glazing bead frames

The new GUTMANN MIRA contour glazing bead frames allow fast and easy construction of fixed glazing. The prefabricated frame means that glass profiles no longer need to be cut to size before fitting. An impressive system with high process reliability and a clear-cut, angular look.



### GUTMANN MIRA CTS

The narrow frame view of the new GUTMANN MIRA CTS offers an extremely high proportion of glass and allows the safe fitting of heavy glass weights. Thanks to an innovative milling contour, the total frame view is well under 100 mm. The profile system features an elegant shell design and modular construction, offering designers more creative freedom.



### GUTMANN MIRA RS

The GUTMANN MIRA RS system is also making its debut. A characteristic feature of this window is that the milling contour on the lower frame profile is the same as that of the wood-framed window. The lower frame allows a glimpse of the high-quality aluminium on the inside. This window is also available in special shapes such as round arches or angular designs.



### GUTMANN MIRA SF2

GUTMANN MIRA SF2 is another example of the continuous expansion of the system family range (also available in the version MIRA contour SF2). Increasing the angled surface in the profile to a maximum of 13° ensures better water drainage. This elegant solution also allows the unrestricted use of MIRA standard accessories, as well as a combination with sash profiles from the MIRA and MIRA contour range.

*From August 2020!*

# HORIZON

MINIMAL FRAMES

## PREFABRICATED ELEMENTS INCLUDING GLASS

GUTMANN's new minimalist sliding window system impresses with a truly unique panorama and provides maximum light incidence. Simple operation and individual design offer an unlimited room experience with the highest level of comfort.

The window frame can be completely hidden in the wall, floor and ceiling. As it is entirely concealed, a seamless transition allows an extensive and uninterrupted view outside. Even in the closed position, the face width of the central sash bar is almost invisible.

### Interested?

Contact us for your personal promotion package.

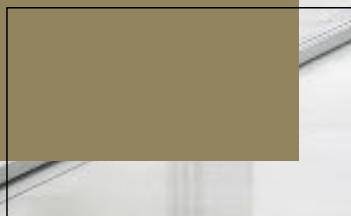
Hotline: 0800 3301862

[info@horizonminimalframes.de](mailto:info@horizonminimalframes.de)

[www.horizonminimalframes.de/en](http://www.horizonminimalframes.de/en)



GUTMANN





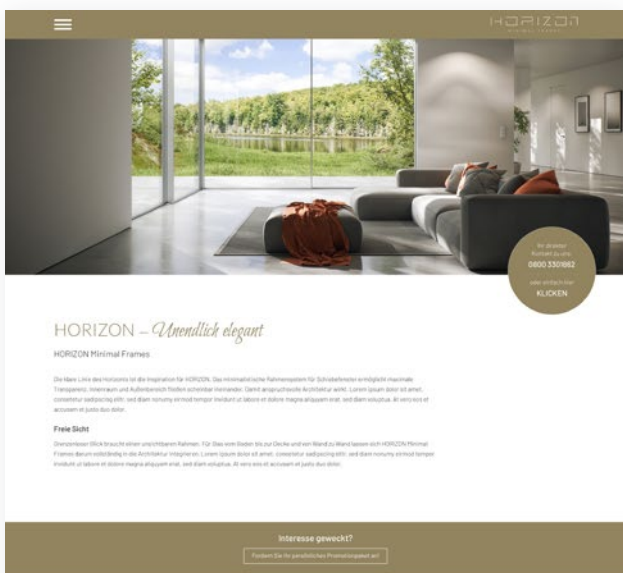
Visit our new  
Horizon microsite at:  
horizonminimalframes.de/en



HORIZON Minimal Frames – The clear line of the horizon was the inspiration for HORIZON, the minimalist frame system that gives sliding windows maximum transparency. Indoors and outdoors appear to flow seamlessly into one another. Sophisticated architecture for maximum effect.

The latest addition to the GUTMANN product portfolio: the sliding window system GUTMANN HORIZON. “This is the first step into a completely new product field for us”, says Managing Director Arnd Brinkmann, “and it is our response to the increasing demands coming from the market recently. The name HORIZON is definitely a description of the programme, too: this element offers broader views of the surroundings and admits plenty of sunlight and fresh air to the interior of your home. What’s more it provides a high degree of comfort and attractive, minimalist design.” The window frame can be completely hidden in the wall, floor and ceiling. As

it is entirely concealed, the seamless transition allows extensive, uninterrupted views outside. Even in the closed position, the face width of the central sash bar is almost invisible. There are two versions to choose from. GUTMANN HORIZON LUNA offers triple glazing, very good heat insulation (Uw value of 0.83 W/m²K) and the constructive scope to produce larger surface areas if required. GUTMANN HORIZON SOL is the solid standard minimal frame system with double glazing and all the other benefits of this new, easy-to-operate sliding window system.



## Ingenious details

### And other benefits



#### Developed with expertise

GUTMANN offers you an architectural highlight based on more than 80 years of experience. The minimalist system meets the highest standards of design, comfort and technology.



#### Safe and comfortable

Concealed electronic motors and locks ensure increased user comfort and safety. The unique multiple locking system provides outstanding, European-standard burglar resistance.



#### Flexible and adaptable

HORIZON allows a wide variety of opening options – such as one-, two- or three-rail systems or profile-free corner solutions for 360-degree panoramic views.



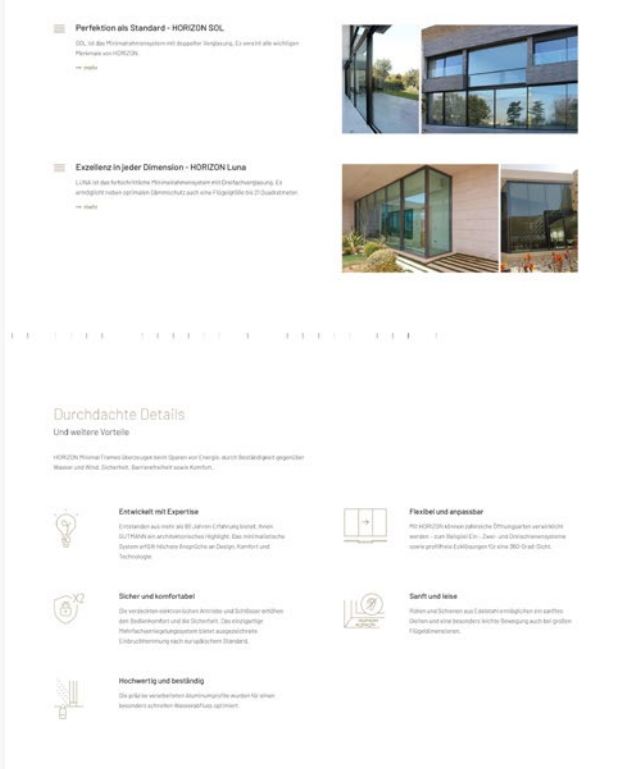
#### Soft and silent

Even large-scale sashes can be moved softly and particularly quietly on stainless steel rollers and rails.



#### High-quality and durable

The precision-engineered aluminium profiles have been optimised for exceptionally fast water drainage.



## New colour/design trends for your curtain walls

Exclusive finish and unique effects combined with durability:  
GUTMANN Corten steel and Concrete finish. For those in search of the unusual.

*Attractive and  
weatherproof*



Finish 1

Finish 2

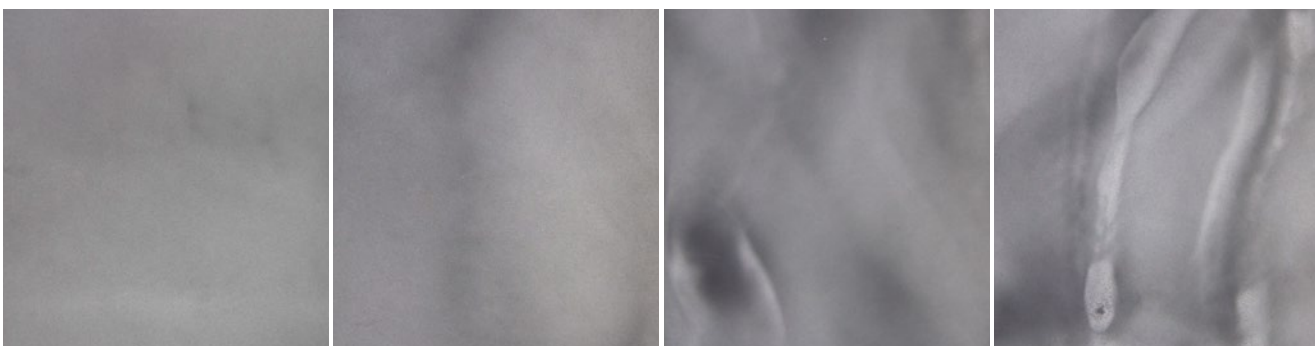
Finish 3

### Accentuation with a GUTMANN Corten steel finish

Properties with the remarkable rust-like look of a Corten steel finish really catch the eye. At the same time, the warm, earthy tone of Corten steel blends in naturally with the surroundings to combine harmoniously with the green of gardens and countryside – another reason why the Concrete steel look has been a popular choice for artists and architects for many years. Through its visual accentuation of buildings in an urban environment, the warm

character of a facade consisting of elements with a Corten steel finish provides a wonderful contrast to the grey of surrounding buildings. The aesthetically pleasing appearance is the result of a special manufacturing process that takes place during coating – combining an individual visual character with the benefits of a weatherproof surface finish.

*Easy to clean and durable*



Finish 1

Finish 2

Finish 3

Finish 4

### Modern design elements with a Concrete finish from GUTMANN

The discreet grey colour of concrete gives facades a certain urban charm. The strong character of the Industrial Look has been gaining in popularity as a design element for modern buildings in recent years. Its sturdy appearance means it easy to integrate into modern constructions, as well as providing an exciting contrast to traditional brickwork walls, for example.

The building elements are coated for easy cleaning; the plastic coating also prevents the unwanted weathering which is typical of Concrete elements which have been exposed to the weather even for only a short time. The visual strengths of this urban look in combination with its surface finish are a long-term source of pleasure.





## New curtain wall system GUTMANN GCW 050/060 with infill depths up to 65 mm

Modular construction for greater cost-effectiveness, rational production and easy assembly are the outstanding characteristics of the new aluminium curtain wall system GUTMANN GCW 050/060, which has successfully fulfilled all the latest requirements of the official approval process. GUTMANN GCW 050/060 is suitable both for vertical facades and for use in pitched roof construction, pyramids and conservatories. The system can also be used for structural glazing (SG), semi-SG or as a visual SG variant.

### New construction benefits

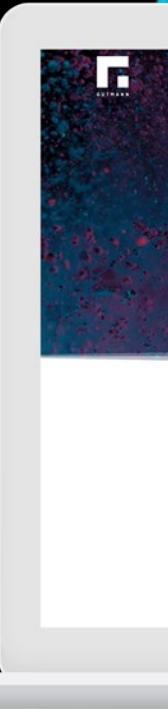
- + High infill depths up to 65 mm possible
- + Cruciform glass supports enable higher infill loads
- + New transom seal for subsequent injection of adhesive
- + Identical inner glass gaskets for mullions and transoms
- + Glazing with inner vulcanised seal frames possible
- + Inner glass gaskets with different gap dimensions available 4 mm – 16 mm
- + Symmetrical inner and outer glass gaskets for easy assembly and fitting.
- + Identical one-piece insulator can be used for mullions and transoms

### Existing construction benefits

- + Good market-standard Uf values
- + Identical profile for mullions and transom
- + Controlled drainage system
- + No notching of transom profiles required
- + Straight cutting for rational production and installation
- + Low edge radius for visually flawless transom connection with identical mullion and transom depths
- + Special connector for gap-free connection of transom to vertical mullion
- + Inner glass gasket with identical frame view all round
- + Static values can be increased by insertion of standard aluminium or steel profiles





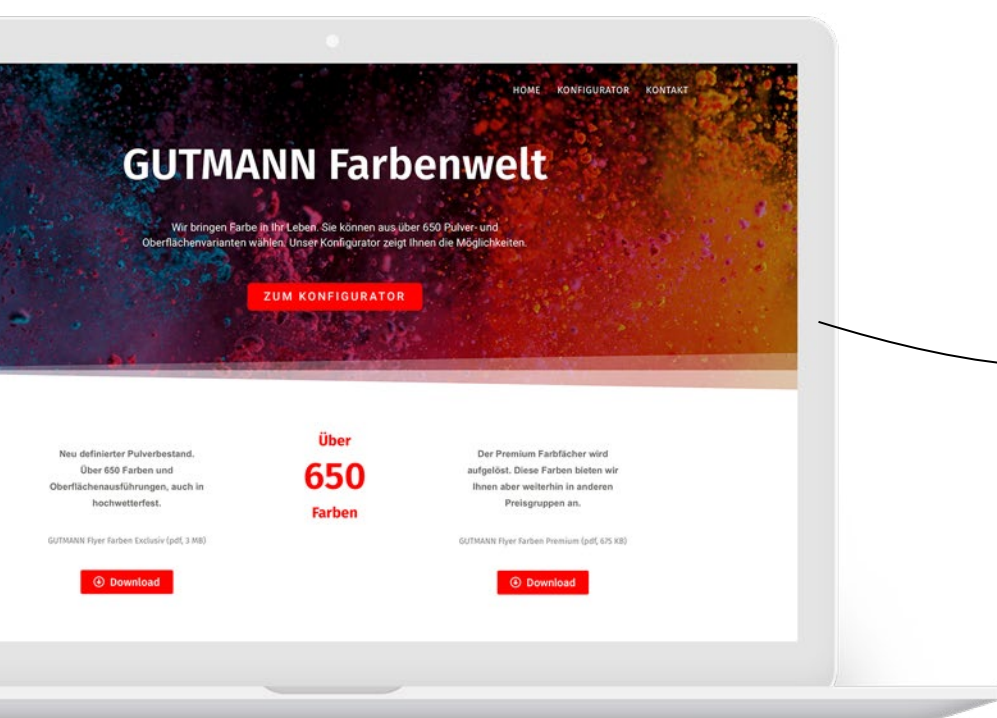


## It's all about colour!

It's all about colour at our Weißenburg site! Following the installation of the horizontal coating plant, the vertical powder-coating facility was successfully commissioned in Weißenburg in March 2019.

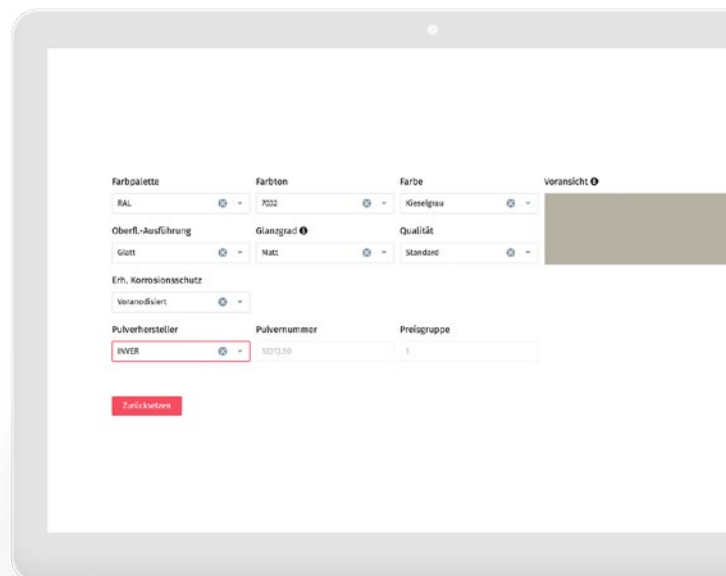
The benefits: **1. Everything is produced under one roof**, which saves processing costs and ensures reproducible colour consistency. In addition, stocks of untreated/uncoated products can be reduced. **2. Shorter lead times.** **3. Rapid response to customer requirements.**

[www.gutmann-farbenwelt.de](http://www.gutmann-farbenwelt.de)



### Easy colour configuration

We bring colour into your life. A newly defined powder inventory. More than 650 colours and surface finishes, also in highly weather-resistant versions. Easy, transparent online selection of colours and finishes available for powder coating, as well as price group information are possible on the internet. Always on, always up to date.



#### COATING BY GUTMANN



#### High-tech machines

In order to serve our customers even better, GUTMANN invested almost 7 million euros in a new powder coating facility with two coating lines at its Weißenburg site last year. The plant has a capacity of 1.4 million m<sup>2</sup> and is designed for coating smaller batch sizes.



#### High change rates

In addition to profiles, aluminium shells for wood and plastic windows as well as Z-shape and U-shape edgings can also be coated. One of the two lines is designed for high change rates, meaning up to 60 different colours can be applied in any one day.



#### Decorative and special colours

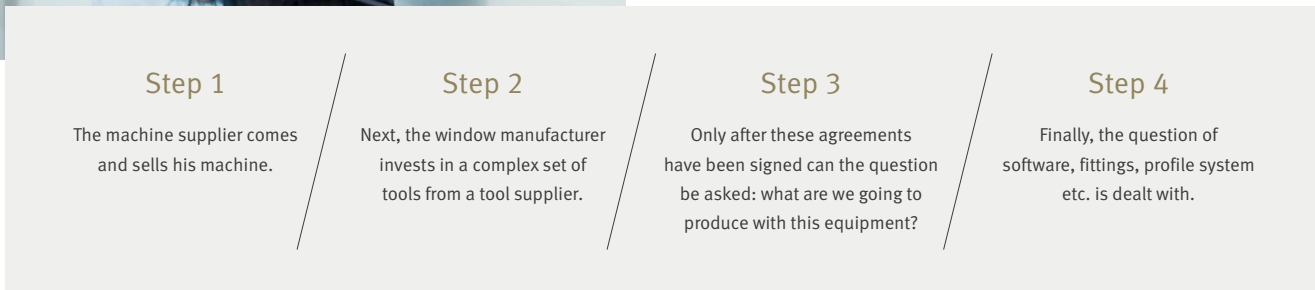
GUTMANN offers countless colour combination and variation options. All RAL, NCS, decorative or special colours are available, so the colours of windows, doors and curtain walls can be perfectly -matched to their surroundings.





## An example of cooperation and partnership!

*The classic procedure for a window manufacturer's investment project used to run as follows:*



Experience has shown that there is a better, more efficient way for the investor. We would like to illustrate this improved concept below, using the example of window manufacturer Trüb Fenster und Wintergärten from Karlsruhe.

The company Trüb decided to engage a neutral advisor – Raimund Drissner, a consultant for wood and wood/aluminium window producers – to support their investment project. With his help, the company began analysing the situation: What is our current status? Where do we want to go from here?

Based on the results, a concept for a completely customer-oriented future alignment of the company was created. Firstly, it includes the products and window systems the company wants to produce in future. Secondly, the partner companies with which cooperation agreements in the context of the investment project should be realised were defined.

In the case of the project in hand, the partner companies involved are Weinig (machine), Zuani TWT (window tools), Klaes (software) and Roto (fittings). GUTMANN (profile systems), as a major project partner, is also on board. The decisive mutual agreement between the company Trüb, Raimund Drissner and the project partners was concluded at the end of 2019. Representatives of the companies involved met to discuss the details of the concept and exchange all relevant information with the other participants in the all-day meeting.

The advantage of this procedure is that a maximum amount of information can be exchanged with a minimum of time and effort. At the same time, it ensures that all project partners have the same level of knowledge – an extremely efficient procedure which allows everyone to concentrate on the upcoming tasks.

The machine and corresponding tools will be manufactured according to a defined time schedule, and the software programmes will be adjusted in line with the customer concept. When the machine has been built, the facility will be “run in” at the machine manufacturer’s site. The purpose of this trial run, at which all partners involved in production of the profile systems defined in the project plan will be present, is to produce and approve a sample batch of windows.

Following successful approval, the production machine will be installed on the customer’s premises. After commissioning and adjustment of the in-house production processes, the investment project will be at the customer’s full disposal – and the successful future can begin!

As a partner for wood/aluminium profile systems, weather bars and door thresholds, GUTMANN also worked with the consultant to develop a partnership concept. This guarantees Trüb absolute security and reliability with respect to its future cooperation with system supplier GUTMANN. The concept defines:

- + responsible contact person
- + order placement and processing
- + pricing
- + logistics and delivery procedures
- + investment support
- + marketing support regarding material and activities



According to Trüb, this coherent concept fulfilled the company’s expectations in every respect. Thanks to careful planning and execution, the obstacles which had been feared before the start of the investment project had not arisen at all. As a customer from a previous project on similar lines put it: “I always felt that I was sitting alongside competent advisors who were interested in my objectives!”

**AUTUMN 2020**  
**Workshop Cooperation & Partnership Concept**  
Participating companies:  
Weinig, Zuani TWT, Klaes,  
Roto, Trüb, GUTMANN

**SAVE THE DATE**



## GUTMANN references

Let yourself be inspired by our references. GUTMANN Bausysteme GmbH or GUTMANN Middle East LLC were responsible for the conception and realisation of all properties. We offer the opportunity of installing windows, doors and curtain walls as provided for in the structural concept. No matter whether the focus is on public or private use, we particularly welcome the challenge of supporting your creativity and finding unorthodox solutions. No other system supplier focuses more than GUTMANN Bausysteme GmbH on the modularity, versatility and combinability of its products.



WATCH THE VIDEO:

THE PROPERTY IN MÜNSTER  
WON:

1<sup>ST</sup> Prize "Houses of the Year 2019" goes to the project "Respekt" in Münster, endowed by the Callwey Verlag publishing company

 [gtmnn.de/youtube](https://www.youtube.com/gtmnn.de)

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Image rights: hehnpohl architektur bda



*Residential building,  
Münster, Germany*



### SYSTEMS

GUTMANN MIRA contour integral,  
GUTMANN Lifting and sliding door with  
floor-level fixed glazing,  
GUTMANN Skylight

### COMPLETION 2018

ARCHITECT hehnpohl architektur bda

FABRICATOR Michels Fenster – Türen  
GmbH & Co. KG

*Residential building, Berlin, Germany*



### SYSTEMS

GUTMANN Exposed fall prevention device FPS  
GUTMANN MIRA contour integral

### COMPLETION 2018

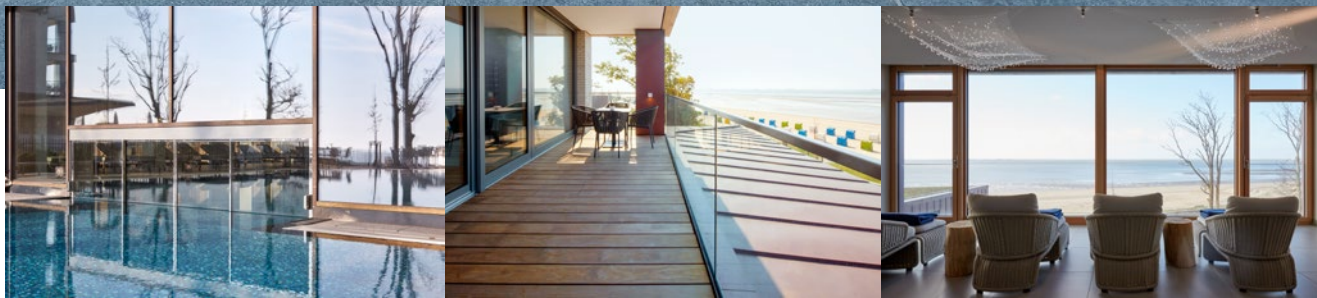
ARCHITECT koopX Architekten

FABRICATOR E. Pritzkow Fensterbau GmbH



Image rights: Markus Löffelhardt





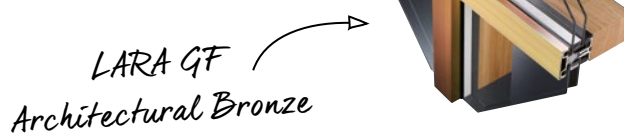
## With fine sea views – spa resort “Südstrand”

Tourists and locals love the harsh climate of the North Sea coast. The combination of sun, wind, ultraviolet rays, salt, temperature and humidity is what makes this maritime climate so unique. However, while seaside dwellers enjoy this pleasant, bracing climate, it also requires special consideration when it comes to planning building projects, because metal construction components are particularly susceptible to corrosion in a salt-laden atmosphere. With this in mind, aluminium was chosen deliberately as a building material when this property was planned. Prior to powder coating, the aluminium components were subjected to a special pre-treatment process known as pre-anodization, which reliably protects building elements in extremely aggressive environments against filiform corrosion, which would otherwise attack untreated aluminium components under the powder coating layer.



## Property data

<b>SYSTEMS</b>	MIRA contour, MIRA contour glass bead, LARA GF 50, Ground floor entrance hall LARA GF Architectural Bronze
<b>CONSTRUCTION STARTED</b>	2016
<b>COMPLETION</b>	2018
<b>WINDOW/CURTAIN WALL AREA</b>	approx. 12,000 m <sup>2</sup>
<b>SURFACE</b>	RAL 9007 with pre-anodization, architectural bronze
<b>FABRICATOR</b>	meralux G. Kistner GmbH
<b>ARCHITECT</b>	Gössler Kinz Kerber Kreienbaum Architekten BDA Mr. Schippmann
<b>PHOTOGRAPHER</b>	Daniel Ansidei



*LARA GF  
Architectural Bronze*

## Property description

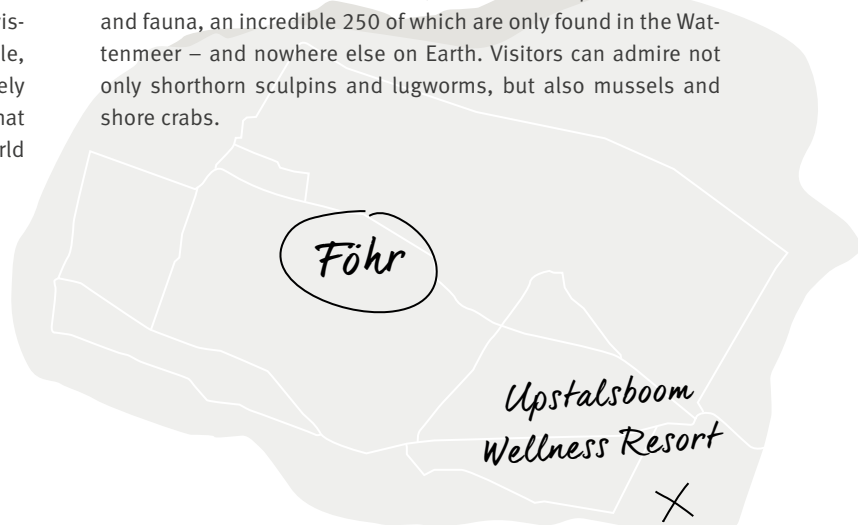
The new Upstalsboom Wellness Resort Südstrand in Wyk on the island of Föhr in the “Frisian Caribbean” has been a byword for premium-quality sustainable tourism since its opening on 01.10.2018. The luxurious complex takes its name from its superb location, right on Wyk’s south-facing beach (“Südstrand”), with unforgettable views of the North Sea and the offshore Hallig islands. The hotel offers every amenity and comfort that even the most discerning guest could ever want: 144 rooms and suites in six different categories, the exclusive beach bar ‘sydbar’, a lobby with reception area and the ‘hygge’ bar, the ‘bi a wik’ hotel restaurant with seating for 200 inside and a further 100 on the patio, in addition to the gourmet restaurant ‘biike’, which seats 60. Our resort also includes 23 exclusive residences that sleep 2-6. There is

direct access to the hotel via an underground passageway. Guests can choose between individual self-catering or use of the hotel’s own catering facilities. Our spa area covers 2,000 m<sup>2</sup> and offers opportunities for complete relaxation. The facilities on the two floors include four different saunas, a steam room, an extensive gym and treatment area, and an indoor and outdoor pool. The hotel also boasts an event area with rooms for meetings and functions with up to 199 persons. You can look forward to a unique experience during your stay in beautiful North Friesland! Mile after mile of white sandy beaches, lush green countryside and a pleasant maritime climate influenced by the Gulf Stream: the North Sea island of Föhr is a holiday paradise for young and old alike, which fully lives up to its folk nickname of “Frisian Caribbean”.

## Location

The beauty and diversity of Föhr’s unspoilt countryside are definitely two of the reasons why so many people spend their holidays here year after year. Another reason is the fact that, in Germany, only the town of Freiburg enjoys more hours of sunshine than Föhr. Another bonus is the authentic warmth and friendliness of the locals, and it is no wonder that anyone who has visited Föhr once will come back time and time again – if possible, every year. The roughly rectangular island of Föhr is completely surrounded by the “Wattenmeer”, unique tidal mudflats that have been officially under the protection of UNESCO as a World

Heritage Site since 2009, and for good reason: The Wattenmeer is a natural biotope with a diversity unequalled anywhere in the world. Every six hours, the constant ebb and flow of the tides change the land- and seascape almost magically. This unique habitat is home to more than 10,000 different species of flora and fauna, an incredible 250 of which are only found in the Wattenmeer – and nowhere else on Earth. Visitors can admire not only shorthorn sculpins and lugworms, but also mussels and shore crabs.





*Team Switzerland: Thomas Camenzind, Marco Panza,  
Patrick Helfenstein and Remo Heyer (from left to right)*



## Wood-aluminium system hits the nail on the head

One year ago, GUTMANN ALUSWISS AG. Smart Frames, a GUTMANN Group product, was launched as a new idea of the Swiss window market. Remo Heyer, key account manager of Smart Frames, explains what makes the compound system so special and talks about initial experiences with it.

**Mr. Heyer, how do you see the development of the wood-aluminium window market?**

Wood-aluminium windows traditionally have a relatively large share of the Swiss market – about 40 per cent. Although other very good products with other frame materials are penetrating the market, the position of wood-aluminium windows at the top end of the range will remain strong in future.

**Have you noticed a negative trend in the market?**

Construction work has constantly been on a very high level in Switzerland for many years. In recent years, window manufacturers in Switzerland have also strongly increased their production capacities and level of automation. As a result, there has been increased pressure on window prices for a number of years, too. Against the background of an increasing number of unoccupied rented properties in some regions of Switzerland, there is a growing fear that less building activity will lead to an even steeper rise in excess capacity, which would put even more pressure on prices.

**Is it difficult for companies to remain competitive?**

The industry will continue to develop: new business models, digitalisation, and even complex cooperation agreements. In-house production will not remain viable for all manufacturing businesses in future, since automation and increased efficiency often involve high investment costs.

**How has Smart Frames developed since the market launch?**

Smart Frames entered the Swiss wood-aluminium window market with a new idea in autumn 2018. The idea of the concept is to offer window producers the lowest-priced alternative wood-al-

uminium compound system in Switzerland with the minimum investment outlay. This simple yet irresistible idea soon had the whole country's attention.

**Are you satisfied, or have you set your sights higher for next year?**

We are now committed to keeping our promise on a daily basis, as we will be judged on our reliability. In the medium term, of course, we want to extend our activities to include all of Switzerland's language regions, and it goes without saying that we are taking the necessary measures to ensure this. Besides Smart Frames, we will also continue to promote and supply the rest of Germany-based GUTMANN Bausysteme GmbH's product range, such as aluminium systems, curtain wall systems, cladding systems, fall prevention devices, door thresholds and other equipment.

**What kind of experiences have there been with Smart Frames?**

Although Swiss window producers display a high level of supplier loyalty, Smart Frames has really hit the nail on the head and had a thoroughly positive response.

**What makes Smart Frames special?**

Clever, smart and affordable are the words that sum up the essence of Smart Frames. In a short time, we have managed to take over as price leader with a narrow range, intelligent production steps and digital ordering and processing. Another point in our favour is that we have concentrated the entire value chain – from profile stamping, coating or anodising right down to frame assembly – at one production site. This not only means optimised flexibility and delivery times, but it also good

for the environment. Ultimately, the package as a whole makes our products the best value for money in Switzerland.

**What advantages do wood-aluminium windows have over other frame materials?**

Wood-aluminium windows combine the cosiness of wood on the inside with weather-resistant metal on the outside. The outside and inside of windows constructed in this way can be a different colour. Thanks to the combination of these two materials, wood-aluminium windows can last for generations and give years of pleasure. Technically and aesthetically, wood-aluminium windows meet the highest standards in terms of noise reduction, thermal insulation and burglary protection.

**What do customers require of you/of companies in the market in general?**

As a supplier, we want to contribute to increasing efficiency by supporting our partners in Switzerland, for example by offering easy system processing, including comprehensive prefabrication of system components. We are convinced that, with the help of this fundamental principle, we can strengthen the position of Swiss window makers – as well as that of our customers – in the face of foreign competition.

**What trends do you foresee?**

*Various windows are available in the combined system: wood-aluminium "Smart B7" or also the lift and slide solution "Smart Pi"*



Due to the competition from foreign suppliers, pressure on prices will certainly continue at the same level, or possibly even increase. At the moment, innovations have the biggest chance of succeeding if they contribute to the optimisation of efficiency, which in turn also means a cheaper product.

**SMART FRAMES** Hotline: +41 (0) 583 10 12 21  
[info@smart-frames.net](mailto:info@smart-frames.net), [smart-frames.net](http://smart-frames.net)

**SMART FRAMES**

A GUTMANN Group brand



**Clever. In detail**

SMART FRAMES is the clever alternative for your volume business. In real terms, that means a high-quality wood-metal system with no tool changes, prepared master data solutions for all reputable window construction software, direct contacts and the choice of the best solution for the requirements of your building.



**Unbeatable. In value**

SMART FRAMES concentrates on key functions and benefits – and that is reflected in its outstanding price/performance ratio. But that does not mean doing without what is necessary or tried and tested. An additional bonus: SMART FRAMES offers you integrated manufacturing and distribution processes for exceptional quality, professional packaging solutions and punctual delivery.



**Smart. In use**

SMART FRAMES is convincing: it is an elegant, modular frame system which offers superb functionality and optimum thermal insulation. Rounded off by intelligent solutions, a slimmed-down range including all required accessories, plus fast, digital, straightforward ordering solutions.





# New design, new products – and proven ones

Our system overview with a new look! Clear, informative and precise – and full of ideas! System solutions for your windows, doors and curtain walls, attractively packaged so you can browse at leisure, with all the news. Make sure you are always up to date on the latest solutions, trending profile systems, application examples and innovative material combinations.



## New design

The new edition of our comprehensive system overview has not only been updated, but also has a new-look cover Voilà! As a particular eye-catcher, the GUTMANN logo with a 3D finish, punched and foil-wrapped, appears on a generous black background. The informative brochure is available in German and English:

[gutmann.de/de/gutmann-systemuebersicht-2020](http://gutmann.de/de/gutmann-systemuebersicht-2020)  
[gutmann.de/en/gutmann-systemuebersicht-2020](http://gutmann.de/en/gutmann-systemuebersicht-2020)

Download  
free!



## Old values

GUTMANN Bausysteme GmbH is a member of A/U/F – a cooperative association of system suppliers, processors and suppliers of the aluminium industry. A/U/F promotes the forward-looking, environmentally aware production, use and processing of aluminium and assures the qualified, responsible recycling of aluminium – in Germany and Europe. In addition, GUTMANN systems are passive-house certified – another beneficial step for the environment.



## New products

When an idea becomes reality, when plans are converted into facts, when castles in the air become dream homes, it always starts with unlimited possibilities.

*e.g. the new aluminium sliding closure GUTMANN SLOWFLEX*

