Pretty PDF

The same quotation, four ways

One quotation from Nordvale GmbH, a fictional maker of flow meters: sixteen sensors, sixteen transmitters, two days of commissioning and a calibration certificate for each sensor. The figures are the same on every page.

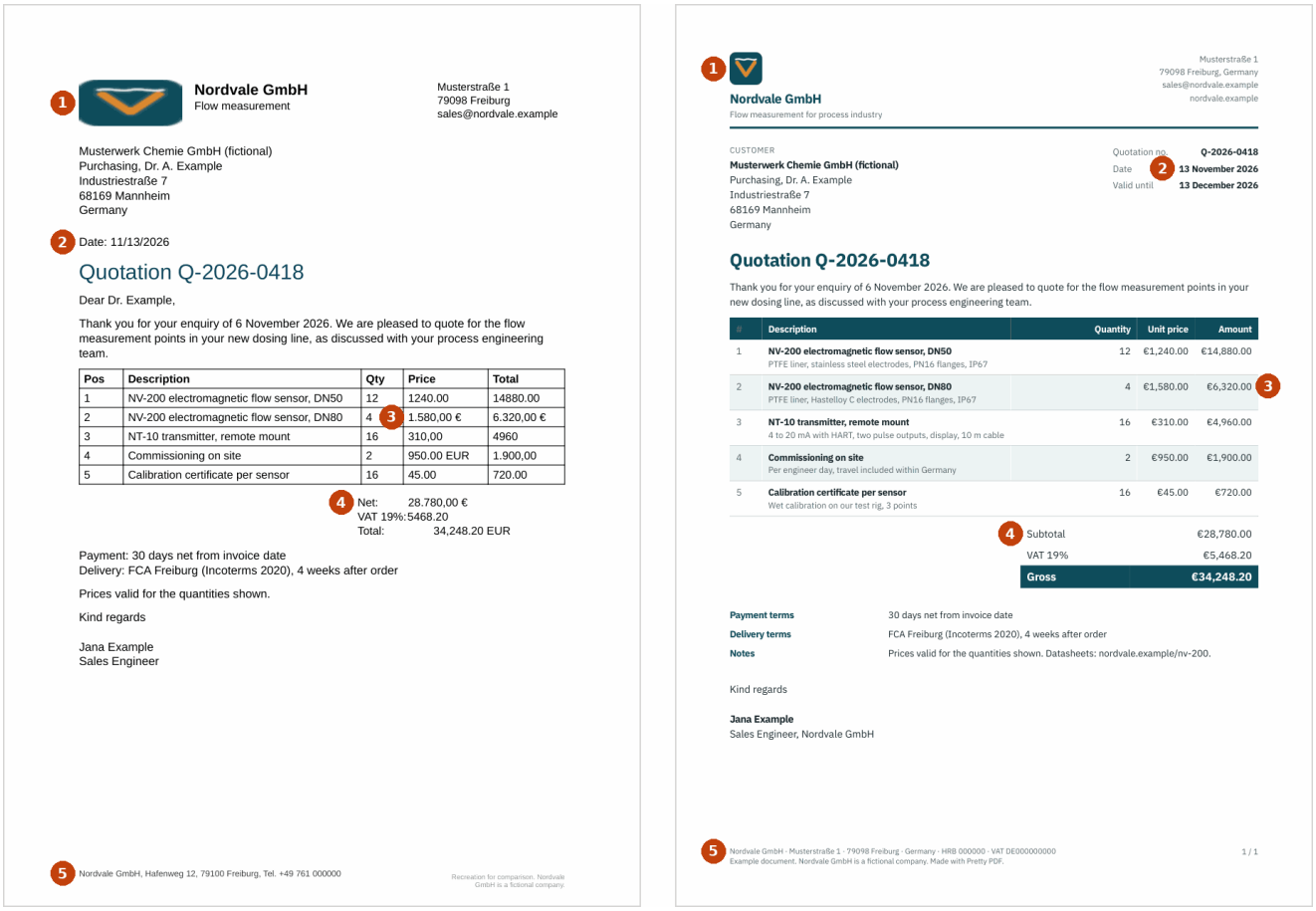
On each of the next three pages, the left side is how this quotation often looks when it comes from Word with its default styles, from an ERP report layout, or from a chat assistant. The right side is the same quotation made by Pretty PDF. The numbers on both sides point to the same thing.

About the left-hand pages. We made them ourselves for this comparison, from faults we see in real company documents. No named product produced them, and none of them is meant to show a particular one. Nordvale GmbH and its customer are fictional.

How to use it

Put one quotation your company sent last month next to these pages and go through the numbers. Each one is a check that takes about a minute. For more than one document, use the ten-document self-audit: prettypdfprinter.com/self-audit.

1. From Word, with the default styles



Nordvale GmbH
Flow measurement

Musterstraße 1
79098 Freiburg
sales@nordvale.example

Musterwerk Chemie GmbH (fictional)
Purchasing, Dr. A. Example
Industriestraße 7
68169 Mannheim
Germany

Date: 11/13/2026

Quotation Q-2026-0418

Dear Dr. Example,

Thank you for your enquiry of 6 November 2026. We are pleased to quote for the flow measurement points in your new dosing line, as discussed with your process engineering team.

Pos	Description	Qty	Price	Total
1	NV-200 electromagnetic flow sensor, DN50	12	1240.00	14880.00
2	NV-200 electromagnetic flow sensor, DN80	4	1.580,00 €	6.320,00 €
3	NT-10 transmitter, remote mount	16	310,00	4960
4	Commissioning on site	2	950.00 EUR	1.900,00
5	Calibration certificate per sensor	16	45.00	720.00

Net: 28.780,00 €
VAT 19%: 5468.20
Total: 34,248.20 EUR

Payment: 30 days net from invoice date
Delivery: FCA Freiburg (Incoterms 2020), 4 weeks after order

Prices valid for the quantities shown.

Kind regards

Jana Example
Sales Engineer

Nordvale GmbH, Hafenweg 12, 79100 Freiburg, Tel. +49 761 000000

Recreation for comparison. Nordvale GmbH is a fictional company.

Nordvale GmbH
Flow measurement for process industry

Musterstraße 1
79098 Freiburg, Germany
sales@nordvale.example
nordvale.example

CUSTOMER
Musterwerk Chemie GmbH (fictional)
Purchasing, Dr. A. Example
Industriestraße 7
68169 Mannheim
Germany

Quotation no. Q-2026-0418
Date 13 November 2026
Valid until 13 December 2026

Quotation Q-2026-0418

Thank you for your enquiry of 6 November 2026. We are pleased to quote for the flow measurement points in your new dosing line, as discussed with your process engineering team.

#	Description	Quantity	Unit price	Amount
1	**NV-200 electromagnetic flow sensor, DN50** PTFE liner, stainless steel electrodes, PN16 flanges, IP67	12	€1,240.00	€14,880.00
2	**NV-200 electromagnetic flow sensor, DN80** PTFE liner, Hastelloy C electrodes, PN16 flanges, IP67	4	€1,580.00	€6,320.00
3	**NT-10 transmitter, remote mount** 4 to 20 mA with HART, two pulse outputs, display, 10 m cable	16	€310.00	€4,960.00
4	**Commissioning on site** Per engineer day, travel included within Germany	2	€950.00	€1,900.00
5	**Calibration certificate per sensor** Wet calibration on our test rig, 3 points	16	€45.00	€720.00

Subtotal €28,780.00
VAT 19% €5,468.20
Gross €34,248.20

Payment terms 30 days net from invoice date
Delivery terms FCA Freiburg (Incoterms 2020), 4 weeks after order
Notes Prices valid for the quantities shown. Datasheets: nordvale.example/nv-200.

Kind regards

Jana Example
Sales Engineer, Nordvale GmbH

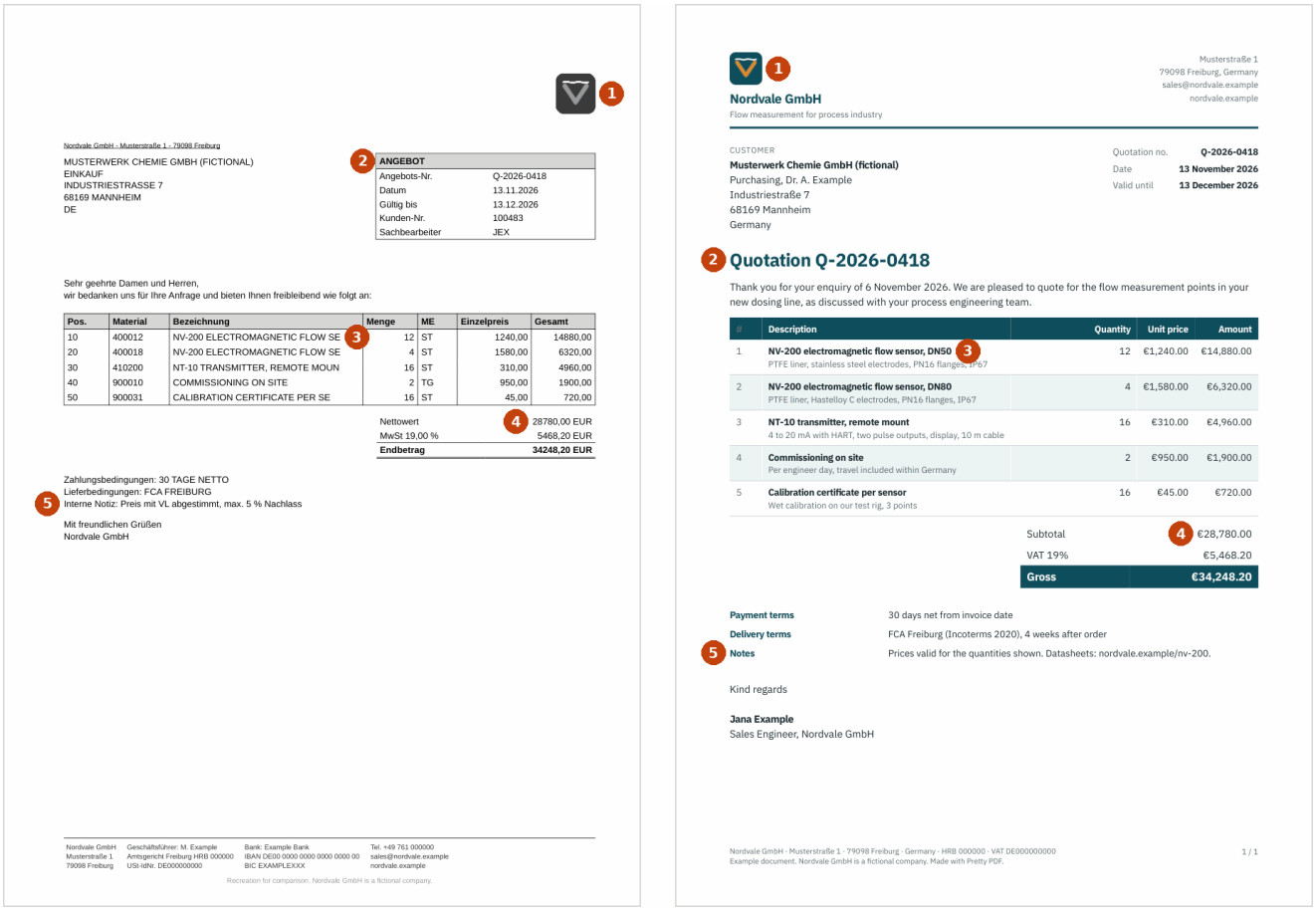
Nordvale GmbH · Musterstraße 1 · 79098 Freiburg · Germany · HRB 000000 · VAT DE000000000
Example document. Nordvale GmbH is a fictional company. Made with Pretty PDF.

1 / 1

Left: our recreation of a quotation typed into a new Word document. Right: Pretty PDF.

1. **Logo.** Pasted from the website and stretched to fit, so it prints soft and out of shape. Pretty PDF uses your logo file at print resolution, in the same place on every document.
2. **Date.** A date field set to US English prints 11/13/2026 on a quotation for Germany. Pretty PDF writes the date the way the reader's locale writes it.
3. **Prices.** Typed by hand, in three formats, aligned left. Pretty PDF formats every amount the same way for the locale, aligned right.
4. **Totals.** Typed, not calculated. They are right here, but nothing checks them when a line changes. Pretty PDF calculates them from the lines on every document.
5. **Footer.** Carried over from an older quotation, with the old address. Pretty PDF keeps company details in one place, the template, so every document carries the current ones.

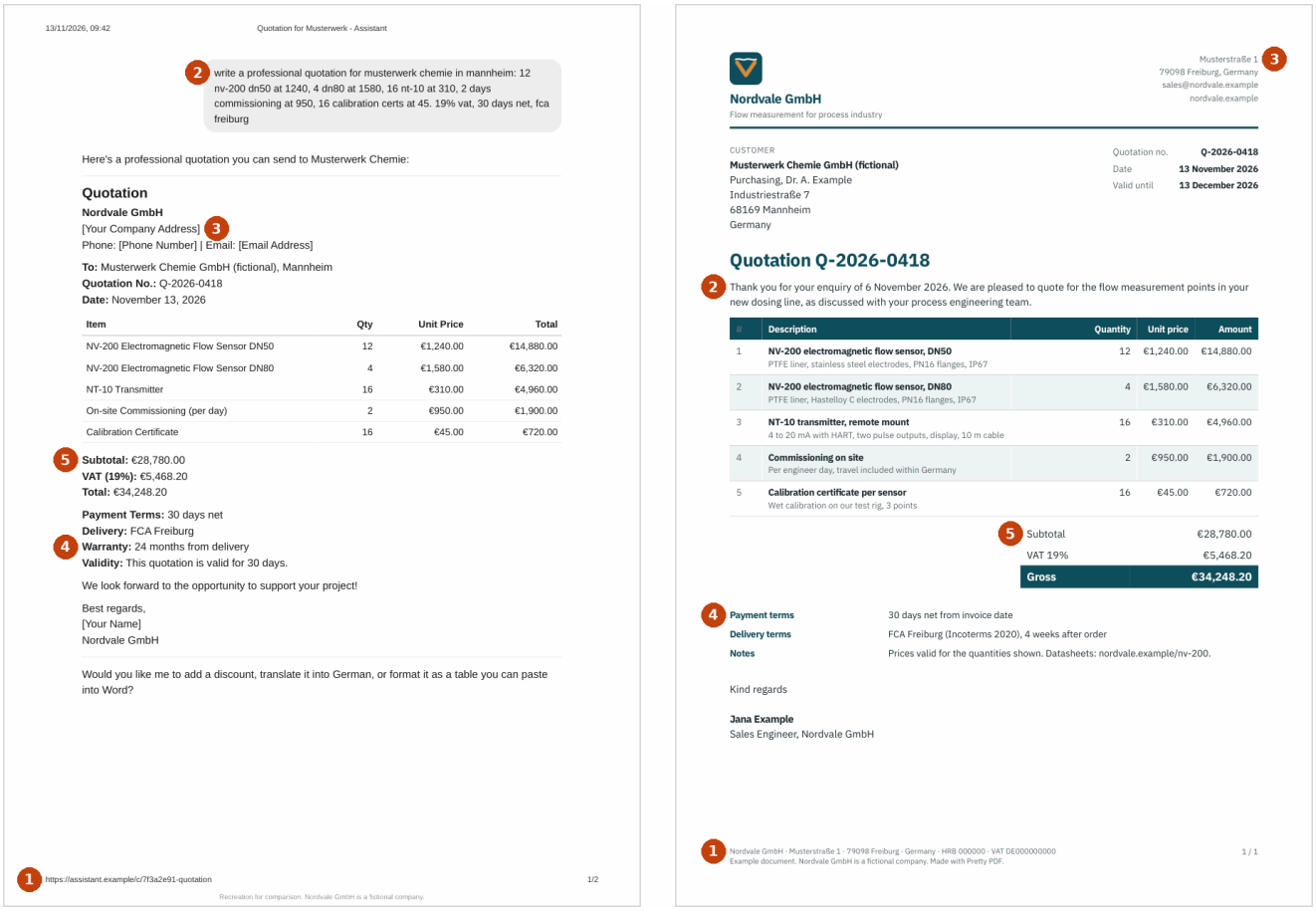
2. From an ERP report layout



Left: our recreation of a quotation printed from a typical ERP report layout. Right: Pretty PDF.

1. **Logo.** An old logo file, small and grey, left in the layout since it was built. Pretty PDF uses the current logo; when it changes, we change the template once.
2. **Language.** The quotation is meant to be in English, but the layout's labels and standard text are German. Pretty PDF prints the labels of the document's language.
3. **Item text.** Cut at the field length and set in capitals, so the DN50 and DN80 sensors read the same. Pretty PDF prints the full name and a detail line.
4. **Numbers.** No thousands separator, and a decimal comma in an English document. Pretty PDF formats numbers for the locale.
5. **Internal note.** A text meant for colleagues prints on the customer's copy, discount limit included. Pretty PDF prints only the fields the template has a place for.

3. From a chat assistant, printed from the browser



Left: our recreation of a quotation drafted in a chat assistant and printed from the browser. Right: Pretty PDF.

1. **Header and footer.** The browser adds the print time, the page title and the chat's web address. Pretty PDF's header and footer are part of your design: company details and page numbers.
2. **The conversation.** The prompt and the assistant's own sentences print with the quotation. With Pretty PDF connected, the assistant sends the content and gets back the finished document, without the conversation around it.
3. **Letterhead.** No logo, and brackets where the address, phone and signer should be. Pretty PDF takes the company details from the template, so none are missing.
4. **Terms.** A warranty term that nobody at Nordvale gave: the assistant added it. Pretty PDF's layout has a place for each term and prints the ones your team sends.
5. **Totals.** Written by the model. They are right here, and nothing checked them. Pretty PDF calculates totals from the lines and ignores any totals sent with the content.

What the three have in common

None of the three is a careless person's work. Each fault comes from the tool doing what it was set up to do: Word keeps whatever was typed, the ERP layout keeps what it was built with, and the assistant writes what it was asked for. The fix in each case is the same: the design, the company details and the arithmetic live in one template, and every document is made from it.

Your own documents

- **Check them:** the ten-document self-audit takes about twenty minutes: prettypdfprinter.com/self-audit.
- **See them made this way:** get your free sample pack. Up to three of your documents, built from your website and checked by a person, within five working days. Watermarked, with placeholder prices. No call, no trial billing: prettypdfprinter.com/sample.