How to Quote a DSA Unit

Stay informed and provide on the spot service to your customers. Quoting a DSA Unit is quick and simple, by following four steps to calculate dealer cost for Standard, DP-50 and Direct-Set units. Contact your DSA Representative if you have questions or need assistance.

FIND YOUR DEALER COST

step 1 Select List Price in current year price guide, available in both hard-copy and pdf. Use Standard List Price for standard units or DP-50 List Price for DP-50 rated units.

step 2 Select List Price(s) for casing, hardware, pre-finishing, transom, side lites, or other additions to the unit.

step 3 Combine all selected List Prices to determine the Total List Price.

step 4 Apply the appropriate Dealer Multiplier to the Total List Price to determine Dealer Cost. When pricing Standard and Direct-Set units, use Standard Multiplier. Use DP-50 Multiplier for DP-50 units.

Example 1: Standard Unit

Quoting an Alexandria 6LT E-04 with Pre-finishing and Segment Arch Transom at Dealer Standard Multiplier (0.90)

Step 1: Alexandria 6LT E-04 Standard List Price ($5,000)

Step 2: Pre-finishing ($2,000), Transom ($2,000)

Step 3: $5,000 + $2,000 + $2,000 = $9,000

Step 4: $9,000 x .9 = $8,100

DSA
Master Crafted Doors

10681 World Trade Blvd, Raleigh, NC 27617
(919) 781-3200 • www.DSADoors.com

Example 2: DP-50 Unit

Quoting a DP-50 Tuscany E-03 with Pre-finishing, Ashland Multipoint Lock, and EMTEK Handleset at Dealer DP-50 Multiplier (0.95)

Step 1: Tuscany E-03 DP-50 List Price ($5,000)

Step 2: Pre-finishing ($1,000), Ashland MP Lock ($1,000), EMTEK Handleset ($1,000)

Step 3: $5,000 + $1,000 + $1,000 + $1,000 = $8,000

Step 4: $8,000 x .95 = $7,600

Example 3: Direct-Set Unit

Quoting a Flores 4LT Square E-01+SL with Pull Bars, Smart Lock and Roller Catch at Dealer Standard Multiplier (0.90)

Step 1: Flores 4LT Sq E-01 Standard List Price ($5,000)

Step 2: Direct Set E-01+SL Configuration ($1,000), Pull Bars ($500), Smart Lock ($1,000), Roller Catch ($200)

Step 3: $5,000 + $1,000 + $500 + $1,000 + $200 = $7,700

Step 4: $7,700 x .9 = $6,930