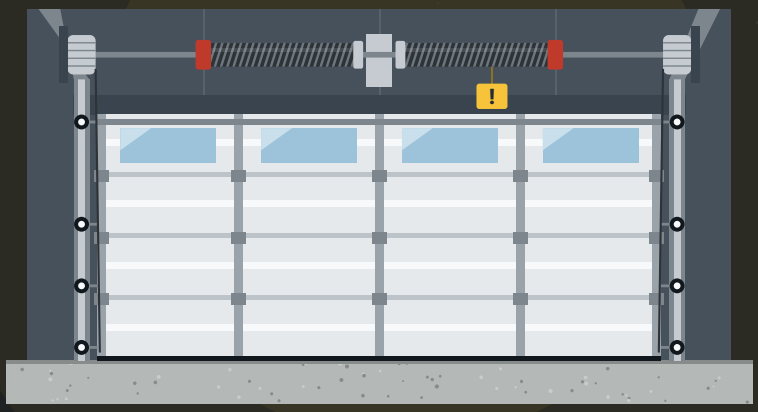
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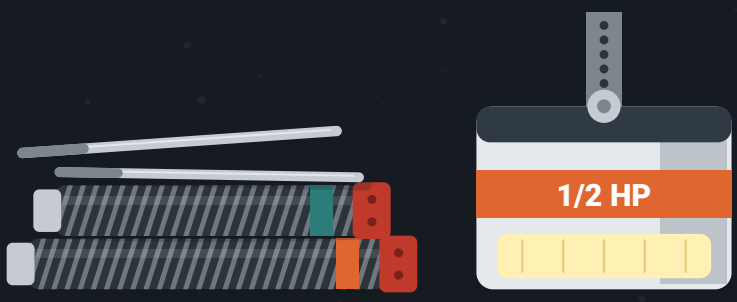
FREE KIT FOR GARAGE DOOR TECHS

2026 GARAGE DOOR PRICES & ESTIMATE KIT



What to charge for springs, cables, rollers, openers and new doors in the US, a spring guide, a price list already filled in, an estimate to print and the texts that close the job.

- Service call, hourly, after-hours rates
- 14 repair jobs + new 8x7 and 16x7 doors
- Spring guide: weight, IPPT, cycles
- Printable estimate + safety checklist
- 10 mistakes + ready-to-send texts



HOW TO USE THIS KIT

Six tools to price garage door jobs with confidence, look professional and get called back.

1 SPRING GUIDE

Page 3: weight, torque, turns, IPPT and cycles to order the right spring. Winding stays with trained techs.

2 YOUR PRICE

Also on page 3: parts + labor + trip + margin, with a worked example: spring pair, rollers and a tune-up.

3 RATES + PRICE TABLES

Page 4: service call, hourly, after-hours, minimum and new doors. Page 5: 14 jobs, from cables to photo eyes.

4 ESTIMATE

Print the template on page 6. Write the size, weight, spring sizes, cycles and warranty, and get it signed.

5 SAFETY CHECK

Page 7: balance, auto-reverse, photo eyes and locks before you hand off. Page 8: the 10 mistakes.

6 TEXTS + PRICE LIST

Copy the client texts on page 9. Page 10 has 25 jobs already priced, big tickets and upsells.

WHAT'S INSIDE



3 Spring guide, price formula, worked example

4 Rates + new doors: 7 materials, 8x7 and 16x7

5 Price table: 14 garage door jobs

6 Estimate template (print)

7 Safety check before you hand off

8 10 mistakes that cost you money

9 Ready-to-send client messages

10 Bonus: 25 flat-rate prices + upsells

PRICE RANGES
US estimates, 2026

25 JOBS PRICED
Filled in, ready to use

SPRING GUIDE
Weight, IPPT, cycles

vifalio.com
Free kit

Independent guide, not tied to any brand. Prices are rounded regional estimates for 2026 and vary by state, city and job. Torsion springs: trained techs only.

SPRING GUIDE: WEIGHT, IPPT, CYCLES

Use it to order the right spring and price it. Measure wire, inside diameter and length on the old spring, then confirm the IPPT with the door weight.

DANGER: a wound torsion spring stores enough force to break bones. Winding, unwinding or adjusting it is only for a trained tech with proper winding bars, never for the homeowner.

WIRE SIZE	INSIDE DIA.	LENGTH	WIND	DRUM
20 coils ÷ 20	1-3/4 or 2 in	coils only	left or right	4 in · 7.5 turns

SPRING MATH · 7 FT TALL DOORS, 4 IN DRUMS

Step	Single 8x7	Double 16x7	How to get it
Weight, insulated steel	110 lb	200 lb	Door label or the maker's chart
Lift torque, 4 in drum	220 in-lb	400 in-lb	Weight x 2 in (drum radius)
Turns, 7 ft tall door	7.5	7.5	84 ÷ 12.57 + 1 = 7.68, nearest 1/2 turn
IPPT, whole door	29.33	53.33	Torque ÷ turns (inch-pounds per turn)
Springs on the shaft	1	2	2 springs on wide or heavy doors
IPPT per spring	29.33	26.67	Pick wire, ID and length on a chart
Cycles a year (4 a day)	1,460	1,460	10k = 6.8 yrs · 20k = 13.7 · 30k = 20.5

PRICE FORMULA

PARTS	+ LABOR	+ TRIP	+ AFTER-HOURS	+ MARGIN	≥ MINIMUM
springs, rollers	hours x rate	truck, fuel	nights, weekends		

EXAMPLE: 16x7 insulated steel door, 200 lb · spring pair + rollers + tune-up

Torque 200 x 2 = 400 in-lb · 400 ÷ 7.5 turns = 53.33 IPPT ÷ 2 springs = 26.67 each · 20k cycles ÷ 1,460 = 13.7 yrs
Parts $130 + $60 + $15 = $205 · labor 2 hours at $95 · trip $45 · margin 30% on $440

Springs	2 springs x $65 (26.67 IPPT each, 20k cycles)	**$130.00**
Rollers	10 rollers x $6 (nylon, sealed bearing)	**$60.00**
Tune-up kit	1 kit x $15 (lube, bolts, bearing check)	**$15.00**
Labor	2 hours x $95 (springs, rollers, balance, tests)	**$190.00**
Trip	1 call x $45 (truck, fuel, drive time)	**$45.00**
Margin	30% of $440.00 (overhead, warranty and profit)	**$132.00**
TOTAL	$572.00 rounded up	**$575.00**

Illustrative: $575.00 for 3 jobs in one visit, inside the $550 - $1,125 they add up to on page 5, above a $150 minimum.

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NEW GARAGE DOORS, INSTALLED

Door	Single 8x7	Double 16x7	What changes the price
Steel, non-insulated	**$800 - $1,400**	**$1,300 - $2,200**	Builder grade, 1 layer, 25 or 24 gauge; dents easily; rentals and sheds
Steel, insulated 2-layer	**$1,100 - $1,900**	**$1,700 - $3,000**	Steel + polystyrene: the most common sale; quieter and stiffer
Steel, insulated 3-layer	**$1,400 - $2,400**	**$2,200 - $3,800**	Steel both sides, polyurethane, R-12 to R-18; heated garages
Faux wood	**$1,800 - $3,200**	**$2,800 - $5,000**	Wood look on steel or composite, no rot; trim and windows add 10-25%
Real wood (cedar)	**$2,500 - $5,000**	**$4,000 - $9,000**	Custom and heavy: size the springs; stain or paint every 2-3 years
Aluminum + glass	**$2,000 - $4,000**	**$3,500 - $7,000**	Full-view modern look; tempered or frosted glass; insulated costs more
Fiberglass	**$1,500 - $2,800**	**$2,500 - $4,500**	Coastal areas: no rust, no dents; can fade or crack in deep cold

SERVICE CALL RATES (2026)

SERVICE CALL	PER HOUR	AFTER-HOURS	JOB MINIMUM
$75 - $150	**$85 - $150**	**+$100 - $250**	**$125 - $200**
Diagnostic, credited if hired	Labor, parts on top	Nights, weekends, holidays	Smallest ticket you write

COST INPUTS FOR YOUR BID (2026)

- **Torsion spring, oil-tempered: $35 - $90 each; high-cycle +$15 - $40.**
- **Lift cables: $10 - $25 a pair; bottom brackets $10 - $20.**
- **Bottom seal: $1 - $3 per ft; vinyl stop molding $2 - $5 per ft.**
- **Photo eyes $35 - $80 a set; keypad $30 - $60; remote $25 - $50.**
- **Extension springs: $25 - $60 a pair; safety cables $8 - $15.**
- **Nylon rollers, sealed bearing: $3 - $8 each.**
- **Pro opener: chain $180 - $280; belt $230 - $380; wall-mount $400 - $700.**
- **Truck, fuel, drive time $25 - $60 a call; lube and bolts $10 - $25.**

Sources: HomeAdvisor, Angi, Fixr and 2026 cost guides, plus our estimates. Rounded regional estimates; doors installed with track, springs and labor, removal extra. Varies by state, brand and job.

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PRICE TABLE - 14 GARAGE DOOR JOBS

Job	Typical range	What changes the price
Torsion spring, 1 spring	**$175 - $350 per job**	Single-spring door; standard 10k-cycle spring, cables checked
Torsion springs, pair	**$275 - $550 per job**	Replace both even if one broke; high-cycle 20k-30k is the top end
Extension springs, pair	**$175 - $375 per job**	Side springs on lighter doors, with a safety cable through each one
Lift cables, pair	**$150 - $300 per job**	Frayed or off the drum; cheaper as an add-on to a spring job
Rollers, set of 10	**$150 - $350 per job**	Nylon sealed-bearing rollers run quiet; steel ones are the low end
Off-track door, track realign	**$150 - $350 per job**	Bent track or a door hit by a car; new track sections are the high end
Dented panel, 1 section	**$300 - $900 per section**	Match model and color; on old doors a new door may make more sense
Bottom seal + weatherstripping	**$125 - $325 per door**	Bottom rubber in its retainer, plus vinyl stops on the sides and top
Tune-up (adjust + lube + tests)	**$125 - $225 per door**	Balance, lube, tighten, set limits, auto-reverse and photo eye tests
Opener, chain or belt drive	**$450 - $850 installed**	Chain is the low end; belt with battery backup and Wi-Fi the high end
Opener, wall-mount (jackshaft)	**$750 - $1,400 installed**	Frees the ceiling; needs a torsion shaft and an outlet on the side wall
Safety sensors (photo eyes)	**$125 - $250 per pair**	New pair, wiring and alignment, no more than 6 in off the floor
Keypad + 2 remotes	**$125 - $275 per job**	Program them and clear old codes; a Wi-Fi hub or app costs more
Old door removal + haul-off	**$125 - $300 per door**	Springs unwound by the tech first; dump fee included

Sources: HomeAdvisor, Angi, Fixr and 2026 cost guides, plus our estimates. Rounded regional estimates; parts + labor unless noted. Varies by state, brand and job.

ESTIMATE



FROM (your business)

Name: _____

Phone / email: _____

_____

_____

_____

CLIENT

Name: _____

Phone / email: _____

Job address: _____

Date: _____

Estimate #: _____

JOB (door size · material · weight · springs: wire / ID / length / IPPT · cycles · opener · photo eyes · warranty)

_____

_____

_____

Item	Qty (parts / hours)	Rate	Total

Parts	
Labor + trip	
After-hours / minimum	
TOTAL	**$**

Door: ___ x ___ ft · ___ lb · springs ___ wire x ___ in ID x ___ in · ___ cycles · wind L / R

Safety tests: Balance · auto-reverse (2x4) · photo eyes · emergency release: done and on the invoice

Warranty: Springs ___ years · parts ___ years · labor ___ days

Payment: Card · Cash · Zelle · Check · Deposit ____% on new doors and openers

Valid until: _____

_____ _____

Client approval (signature and date)

SAFETY CHECK BEFORE YOU HAND OFF

Run all 10 on every job, before you take payment. Write the results on the invoice.

1. **Balance test**
   Opener disconnected, lift the door halfway: it stays put. Drifts up or down? The springs need work.
2. **Auto-reverse on contact**
   A 2x4 laid flat under the door: it must reverse when it touches. Test again after any change.
3. **Photo eyes**
   No more than 6 in off the floor, aligned, lights steady. Break the beam: the door goes back up.
4. **Force and travel limits**
   The door seals on the floor and stops fully open without pulling on the opener rail.
5. **Springs, cables, drums**
   Same wind on both springs, set screws tight, cables tight and even on both drums.
6. **Locks and lock bars**
   With an opener, disable or remove the manual lock; on manual doors both bars latch in the track.
7. **Emergency release**
   Red handle within reach (about 6 ft), pulls free and re-engages; show the client how it works.
8. **Rollers, hinges, track**
   Bolts tight, rollers turn, track plumb; lube springs, hinges and bearings, never the track.
9. **Wall button and remotes**
   Button at least 5 ft high, out of kids' reach; remotes and keypad work, old codes cleared.
10. **Hand-off**
    Warning tags on the springs, spring sizes and cycles on the invoice, warranty explained, ask for a review.

DANGER: a wound torsion spring stores enough force to break bones. Winding, unwinding or adjusting it is only for a trained tech with proper winding bars, never for the homeowner.

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10 MISTAKES THAT COST YOU MONEY

Each one costs you money, a callback or a door you fix twice.

1 Selling 1 spring on a 2-spring door

The other one has the same cycles and breaks soon. Quote the pair: $275 - $550, not a second trip.

2 Guessing the spring size

Wrong IPPT means a heavy or jumpy door and a free callback. Weigh it, measure 20 coils, ID and length.

3 Skipping the service call fee

Driving out to diagnose costs you truck time. Charge $75 - $150 and credit it if they hire you.

4 Coaching the client on springs

Never talk a homeowner through winding or loosening a torsion spring. It is a trained tech's job, with bars.

5 No after-hours fee

Night, weekend and holiday calls cost you more. Add $100 - $250 and say it before you drive out.

6 Pricing by the hour only

Flat rates per job (page 10) sell easier and pay you for speed. Keep the hourly rate for odd jobs.

7 Not testing auto-reverse

A door that doesn't reverse can crush a kid or a car. Do the 2x4 and photo eye tests on every job.

8 Ignoring rollers and cables

Worn rollers and frayed cables come back as a callback next month. Offer them with every spring job.

9 Going below the minimum

A remote or a seal still costs a trip. Never write a ticket below $125 - $200.

10 No written warranty

Write the spring cycles and warranty years on the invoice. It sells high-cycle springs and avoids fights.

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READY-TO-SEND MESSAGES

Copy, change the name and send by text or WhatsApp.

Sending the estimate

Hi [Name], here is your estimate: a pair of [20k-cycle] springs, 10 new rollers and a full tune-up on your [16x7] door, $[total]. Same-day install, [3]-year spring warranty.

Spring just broke

Please don't use the door or touch the spring: it is under high tension. Leave the car where it is. I can be there [today at 4]. Service call $[fee], credited to the repair.

Client asks why 2 springs

Both springs have the same cycles, so when one breaks the other is close. Replacing the pair keeps the door balanced and saves you a second visit.

High-cycle upgrade

Standard springs last about [10,000] cycles, around 7 years at 4 a day. For $[X] more, [20,000]-cycle springs last about 14 years.

Opener upgrade

Your opener is [15] years old and has no battery backup. A belt drive with backup and app control is $[price] installed: quiet, and it works in a power outage.

After the job

All done, [Name]! The door is balanced, auto-reverse and sensors tested. A quick review helps a lot: [link]. Want a yearly tune-up for $[price]?

BONUS · FLAT-RATE PRICE LIST: 25 JOBS

Filled in, not blank: suggested 2026 flat rates for a mid-cost US area. Adjust 10-20% for your area, your parts cost and your brand.

WEIGH THE DOOR · MEASURE THE SPRING · SELL THE PAIR · TEST AUTO-REVERSE · NEVER BELOW MINIMUM

Job	Price
1. Service call + diagnostic	$95
2. Tune-up: lube, adjust, safety tests	$149
3. Torsion spring, 1 spring	$225
4. Torsion springs, pair	$375
5. High-cycle pair, 30k cycles	$495
6. Extension springs, pair	$250
7. Lift cables, pair	$195
8. Rollers, 10 nylon	$225
9. Off-track door, realign	$225
10. Dented panels, 2 sections x $550	$1,100
11. Bottom seal + weatherstripping	$195
12. New photo eyes, pair	$165
13. Keypad + 2 remotes	$175

Job	Price
14. Chain drive opener, installed	$495
15. Belt drive opener + battery	$695
16. Wall-mount opener	$995
17. After-hours add-on	$150
18. Labor, 3 hours x $95	$285
19. Old door removal	$175
20. Single 8x7, steel, 1 layer	$1,100
21. Single 8x7, insulated 2-layer	$1,450
22. Double 16x7, insulated 2-layer	$2,300
23. Double 16x7, insulated 3-layer	$2,900
24. Double 16x7, faux wood	$3,800
25. Single 8x7, aluminum + glass	$2,900

BIG TICKETS: QUOTE THEM RIGHT

SPRING PAIR
$275 - $550
Torsion, installed

CHAIN / BELT OPENER
$450 - $850
Installed, 2 remotes

WALL-MOUNT OPENER
$750 - $1,400
Jackshaft, installed

NEW 16x7, 2-LAYER
$1,700 - $3,000
Insulated steel

4 WAYS TO CHARGE MORE

$ Sell high-cycle springs
20k-30k cycle springs for about $40 - $100 more per pair; write the cycles on the invoice.

$ Rollers + cables with springs
Add them to every spring job: one trip, a quieter door and fewer callbacks.

$ Battery backup + smart opener
Belt drive with battery backup and an app: the top of the $450 - $850 range.

$ Yearly tune-up plan
Sign clients up for a yearly tune-up at $125 - $225 per door: steady work in slow months.

PRICE RANGES
US estimates, 2026

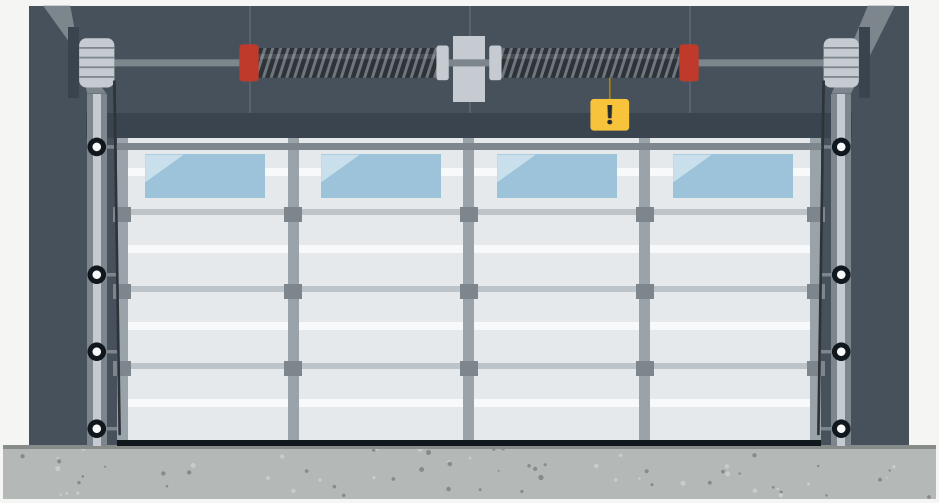
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SPRING GUIDE
Weight, IPPT, cycles

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BALANCE IT TEST IT, GET PAID

Weigh the door, match the IPPT, sell the pair and test auto-reverse and the photo eyes every time. More free guides for garage door techs at vifalio.com.

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