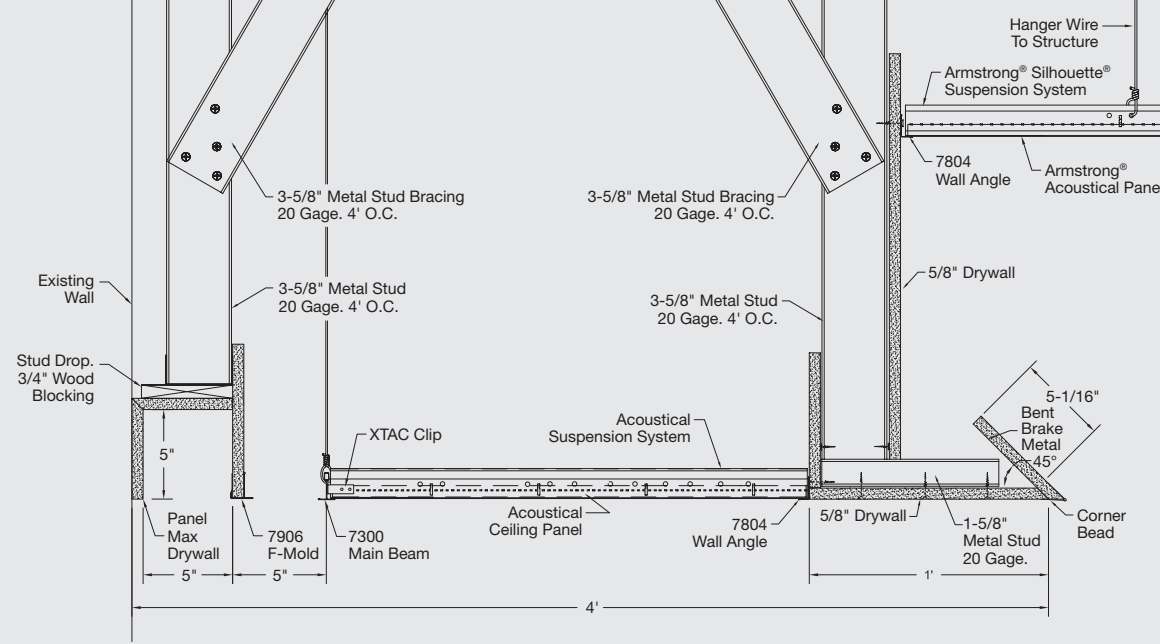


# 17% Savings

- ▶ Be More Competitive
- ▶ Compress Your Schedule
- ▶ Improve Production

SEE HOW!

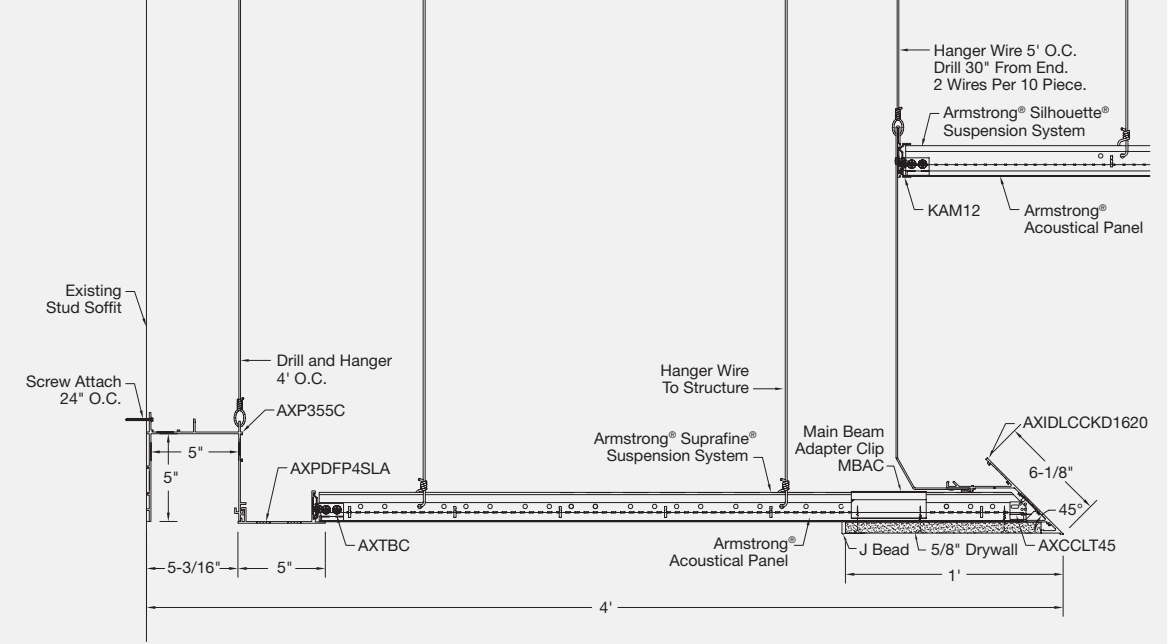
TIME, MATERIAL,  
& LABOR STUDY



## TRADITIONAL STUD & TRACK

Material Description	Quantity	Cost
3 5/8" Stud, 25 ga. 108"	50	-
3 5/8" Stud, 25 ga. 120"	14	-
3 5/8" Stud, 18 ga. 120"	6	-
Drywall Board 5/8" (48" x 108")	10	-
Framing Angle	12	-
Fuel Surcharge, Tax, Misc.	1	-
Corner Bead 10' Long	6	-
Accessories	1	-
76018 Main Beam	6	-
7804 Angle Molding	6	-
XL76458 Cross Tee	28	-
XL76208 Cross Tee	24	-
1912 Ceiling Tile	48	-
<b>Material Cost</b>		<b>\$ 790.98</b>
Distributor Markup	15%	\$ 909.63
Contractor Markup	15%	\$ 1,046.07
<b>TOTAL MATERIAL COST</b>		<b>\$ 1,046.07</b>

Description of Labor Task	Hours	Labor Rate	Cost
Set Up Time	2	\$ 110	\$ 220.00
Cut Parts and Make Jig	6	\$ 110	\$ 660.00
Framing	45	\$ 110	\$ 4,950.00
Cut Knife Edge® Drywall	8	\$ 110	\$ 880.00
Drywall Installations	4	\$ 110	\$ 440.00
Acoustical Ceiling Installation	16	\$ 110	\$ 1,760.00
Frame Soffit Knife Edge® Detail	14	\$ 110	\$ 1,540.00
Corner Bead	2	\$ 110	\$ 220.00
Tape and 1st Coat of	8	\$ 110	\$ 880.00
2nd Coat	6	\$ 110	\$ 660.00
3rd Coat	6	\$ 110	\$ 660.00
Prime and Paint	12	\$ 110	\$ 1,320.00
<b>TOTAL LABOR COST</b>	<b>129</b>		<b>\$ 14,190.00</b>
<b>TOTAL INSTALLED COST</b>			<b>\$ 15,236.07</b>



## ARMSTRONG CEILING SOLUTIONS

Material Description	Item Number	Quantity	Cost
Axiom® Indirect Light Cove	AXIDLCKD1620	50	-
Axiom Indirect Light Cove Corner	AXIDLCKD1620IC or OC	2	-
Axiom 5" x 5" pocket	AXP355CWH	60	-
Axiom 5" x 5" pocket Corner	AXP355CISC	2	-
Axiom Diffuser Plate	AXPDFP4SLAWH	60	-
Main Beam	76018	6	-
Angle Molding	7804	6	-
48" cross tee	XL76458	28	-
24" cross tee	XL76208	24	-
Ceiling Tile	1912	48	-
Drywall Grid		24	-
Drywall Board 5/8" (48" x 108")		10	-
AXTBC, AXSPICEB, Hanger Wire		1	-
<b>Material Cost</b>			<b>\$ 6,200.98</b>
Distributor Markup	15%		\$ 7,131.13
Contractor Markup	15%		\$ 8,200.80
<b>TOTAL MATERIAL COST</b>			<b>\$ 8,200.80</b>

Description of Labor Task	Hours	Labor Rate	Cost
Axiom Building Perimeter Pocket Installation	10	\$ 110	\$ 1,100.00
Axiom Light Cove Installation	10	\$ 110	\$ 1,100.00
Diffuser Face Plate, Corners, and Bead Installation	4	\$ 110	\$ 440.00
Ceiling Grid Installation	6	\$ 110	\$ 660.00
Drywall Grid and Drywall Board Installation	6	\$ 110	\$ 660.00
Finishing (+ Prime & Paint)	8	\$ 110	\$ 880.00
<b>TOTAL LABOR COST</b>	<b>44</b>		<b>\$ 4,840.00</b>
<b>TOTAL INSTALLED COST</b>			<b>\$ 13,040.80</b>

### Axiom® Light Coves

- ▶ Install 90% faster with just 10% of the labor of traditional light coves
- ▶ Offer predictable lighting performance and perfect integration with all Armstrong® suspension systems
- ▶ 10 finished feet installed in one step – just add lights

### Axiom® Building Perimeter Shade Pockets

- ▶ Installs 12X faster than drywall shade pockets (2X faster than other pockets)
- ▶ Reduce risk associated with field fabricated, labor intensive accommodation of air distribution, window pockets, and ceiling elevation changes at the perimeter of a building
- ▶ Replace the framing, boarding, taping, mudding, sanding, and painting commonly used for drywall pockets





# Traditional Stud & Track **vs.** Axiom<sup>®</sup> Indirect Light Coves & Perimeter Pockets

## COST COMPARISON OVERVIEW

Armstrong <sup>®</sup> Ceilings	Cost	% Total Cost
Material Cost	\$ 8,200.80	65%
Labor Cost	\$ 4,840.00	35%
Installed Cost	\$ 13,040.80	100%
Traditional	Cost	% Total Cost
Material Cost	\$ 1,046.07	7%
Labor Cost	\$ 14,190.00	93%
Installed Cost	\$ 15,236.07	100%
Armstrong <sup>®</sup> Ceilings	Cost	%
Material Premium	\$ 7,154.73	87%
Labor Savings	\$ 9,790.00	69%
<b>SAVINGS</b>	<b>\$ 2,195.27</b>	<b>17%</b>

Improve construction efficiencies on the job-site with pre-engineered integrated ceiling solutions.

- ▶ Minimize the construction schedule
- ▶ Eliminate guesswork
- ▶ Reduce construction coordination

**SEE DETAILED  
COMPARISON  
ON OTHER SIDE**

FASTER. EASIER. BETTER.