TRADITIONAL STUD & TRACK

**Material Description** | **Quantity** | **Cost**
--- | --- | ---
3 5/8" Stud, 25 ga. 10' | 50 | –
3 5/8" Stud, 25 ga. 12' | 14 | –
3 5/8" Stud, 18 ga. 10' | 6 | –
Drywall Board 3/8" (48" x 108") | 10 | –
Framing Angle | 12 | –
Fuel Surcharge, Tax, Misc. | 1 | –
Corner Bead 10' Long | 6 | –
Accessories | 1 | –
79018 Main Beam | 6 | –
7804 Angle Molding | 6 | –
XL76458 Cross Tee | 28 | –
XL76208 Cross Tee | 24 | –
1912 Ceiling Tile | 48 | –

**Material Cost** $790.98

**Distributor Markup** 15% $909.63

**Contractor Markup** 15% $1,046.07

**TOTAL MATERIAL COST** $1,046.07

**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
Acoustical Ceiling Installation | 16 | $110 | $1,760.00
Frame Soft Knoll Edge® Total | 14 | $110 | $1,540.00
Corner Bead | 2 | $110 | $220.00
Tape and 1st Coat of | 8 | $110 | $880.00
Stir Coat | 6 | $110 | $660.00
Stir Coat | 6 | $110 | $660.00
Prime and Paint | 12 | $110 | $1,320.00

**TOTAL LABOR COST** $14,190.00

**TOTAL INSTALLED COST** $15,236.07

**ARMSTRONG CEILING SOLUTIONS**

**Material Description** | **Item Number** | **Quantity** | **Cost**
--- | --- | --- | ---
Axiom® Indirect Light Cove | AXIDLC1620 | 50 | –
Axiom Indirect Light Cove Corner | AXIDLC1620C | 2 | –
Axiom 5" x 5" pocket | AXSPLICEB | 60 | –
Axiom 5" x 5" pocket Corner | AXSPLICEB | 2 | –
Axiom Face Plate | AXPDFP4SLA | 60 | –
Main Beam | 79018 | 6 | –
Angle Molding | 7804 | 6 | –
48" Cross Tee | XL76458 | 28 | –
24" Cross Tee | XL76208 | 24 | –
Ceiling Tile | 1912 | 48 | –

**Material Cost** $6,200.98

**Distributor Markup** 15% $7,131.13

**Contractor Markup** 15% $8,200.80

**TOTAL MATERIAL COST** $8,200.80

**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
Officer Face Plastic, Corner, and Bead Installation | 4 | $110 | $440.00
Ceiling Grid Installation | 6 | $110 | $660.00
Drywall Head and Drywall Board Installation | 6 | $110 | $660.00
Finishing (Prime & Paint) | 8 | $110 | $880.00

**TOTAL LABOR COST** $4,840.00

**TOTAL INSTALLED COST** $13,040.80

Axiom® Light Coves

- Install 30% faster with just 10% of the labor of traditional light coves
- Offer predictable lighting performance and perfect integration with all Armstrong® suspension systems
- Rework 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 common used for drywall pockets
## COST COMPARISON OVERVIEW

<table>
<thead>
<tr>
<th>Armstrong® Ceilings</th>
<th>Cost</th>
<th>% Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material Cost</td>
<td>$8,200.80</td>
<td>65%</td>
</tr>
<tr>
<td>Labor Cost</td>
<td>$4,840.00</td>
<td>35%</td>
</tr>
<tr>
<td>Installed Cost</td>
<td>$13,040.80</td>
<td>100%</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Traditional Cost</th>
<th>Cost</th>
<th>% Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Material Cost</td>
<td>$1,046.07</td>
<td>7%</td>
</tr>
<tr>
<td>Labor Cost</td>
<td>$14,190.00</td>
<td>93%</td>
</tr>
<tr>
<td>Installed Cost</td>
<td>$15,236.07</td>
<td>100%</td>
</tr>
</tbody>
</table>

**SAVINGS** $2,195.27 17%

Traditional Stud & Track vs. Axiom® Indirect Light Coves & Perimeter Pockets

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