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Press Release
FOR IMMEDIATE RELEASE
February 2, 2021

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New ProjectWorks™ Service from Armstrong Revolutionizes How Contractors Estimate Ceiling System Costs

Free service takes the guesswork out of estimating a suspended ceiling project, providing contractors with a convenient, complete work package in 48 hours or less



LANCASTER, Pa. – With the introduction of its new ProjectWorks™ service, Armstrong Ceiling & Wall Solutions is revolutionizing the way contractors estimate ceiling system costs, taking the guesswork out of the process and providing everything needed to bid a project with confidence in 48 hours or less.

The free [ProjectWorks](#) service digitizes and streamlines the specification, tracking, and closing process for suspended ceiling projects from pre-construction through installation, providing contractors with one efficient, convenient work package, including accurate budgeting, design drawings, and a comprehensive bill of materials.

Ensuring Timely and Successful Projects

Commenting on the new service, Construction Manager Brendan O'Neil of Acoustek, Inc., North Dartmouth, MA, said: "Recently we completed a DESIGNFlex™ feature ceiling installation for a valued client where budgetary and schedule constraints presented exceptionally difficult challenges to overcome. The support that the ProjectWorks staff was able to provide in close collaboration with our firm, the general contractor, and the design team proved to be invaluable in ensuring a timely and successful project delivery."

Estimator Jose Guzman of Ceiling Concepts in Los Alamitos, CA, said: "The ProjectWorks program from Armstrong made me very comfortable about my quantities when estimating a project. It is definitely a value add. The ProjectWorks team sent me drawings and a bill of materials in one day to help me submit a winning bid."

A More Efficient Way to Estimate Projects

As contractors adjust to the necessary protocols and procedures on job sites to align with local CDC guidelines, along with their own work requirements to keep their employees safe, Armstrong believes it can play a role to help contractors find a more efficient way to estimate projects. "Our innovation over the past several years has focused on developing products aimed at contractors that install faster and take less skill to construct, but this digital solution is targeted to address and solve inefficiencies and concerns in the estimating process," said Charlie Chiappone, Senior Vice-President, Ceiling Solutions, Armstrong World Industries.

Armstrong supports ProjectWorks with a focused team working directly with the visionary or contractor, collaborating to bring the project to life, and delivering the work package in less than 48 hours.

To learn more about ProjectWorks and get started with faster, easier estimating on ceiling projects, visit armstrongceilings.com/projectworks-contractor. For information about the other services Armstrong offers for contractors, visit the all new [Contractor Club](#). If help is needed, reach out to an Armstrong TechLine expert at armstrongceilings.com/techline.

About Armstrong World Industries

Armstrong World Industries, Inc. (AWI) is a leader in the design and manufacture of innovative commercial and residential ceiling, wall and suspension system solutions in the Americas. With over \$1 billion in revenue in 2019, AWI has about 2,500 employees and a manufacturing network of 15 facilities plus five plants dedicated to its WAVE joint venture.

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