

Date: March 11, 2016
Sales Bulletin: 2016-08DDC

Clean Room Suspension Systems Update

Thank you for your patience as we make improvements to our 15/16" Clean Room products. Over the next few months, we will be fully transitioning to the new and improved products and the current style will no longer be available. The last available date depends on how quickly we sell out after the upcoming, final production run. However, we think the current style will no longer be available after the approximate dates below.

15/16" Clean Room Aluminum System – May 13, 2016

15/16" Clean Room Steel System – July 15, 2016

The current style Aluminum Clean Room products now carry a "B" suffix because of a change in manufacturing location. Product with the "B" suffix is exactly the same as product without the suffix. 1-1/2 Aluminum Clean will carry the "B" suffix going forward. It will not transition to having a "C" suffix because it is not undergoing the improvements.

Please take care to manage your inventory so you have complete systems to sell to customers because the current components will not be visually compatible with the improved components (textured PVC face vs. smooth capping, respectively).

The new, improved versions of these products will have a "C" suffix and cannot be mixed with products without a "C" suffix.

New item numbers for the new and improved 15/16" systems:

15/16" Clean Room Aluminum System – EA7900C, EA7920C, EA7940C, EA7812C

15/16" Clean Room Steel System – ES7901C, ES7920C, ES7940C, ES7801C

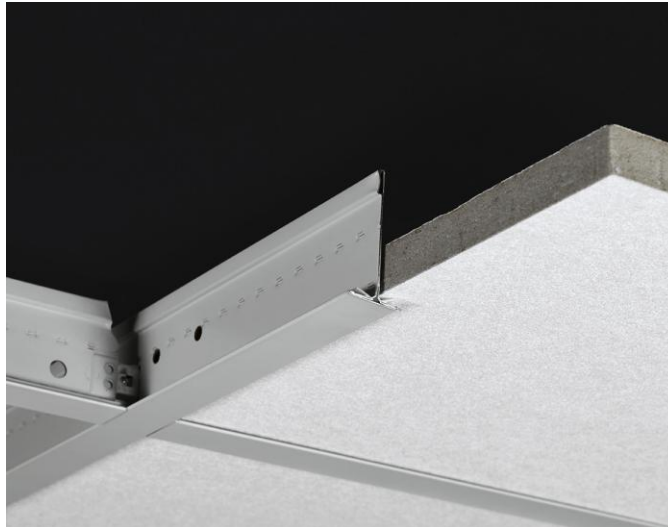
New item numbers for the 1-1/2" system which isn't changing:

1-1/2" Clean Room Aluminum System – EA7903B, EA7927B, EA7947B, EA7813B

Please reach out to the CFC with any questions.

Thank you for your business.

Clean Room Grid Improved Connection Strength, Easier Cutting, Lighter Cartons, Matching Capping



Product Description	15/16" Clean Room Suspension Systems have undergone a makeover. They have never looked better or been easier to install.
Problem	<ul style="list-style-type: none">• Clean Room suspension systems were not available with XL end details so customers complained about the connection strength. As a result, they could not be used on seismic DEF projects without screwing the connections together to meet code.• The PVC in the bulb made the product difficult to cut and made the cartons very heavy.• The textured PVC face was accepted, but not preferred by specifiers.
Solution	<ul style="list-style-type: none">• The improved Clean Room grid has XL end details and now meets DEF requirements without additional screws.• Without PVC in the bulb, the cartons are lighter and the product cuts easier.• Now the product matches the capping on the rest of our product line.
SKU's	15/16" Steel and Aluminum Clean Room suspension systems will have these improvements. However, 1-1/2" Aluminum Clean Room <u>will not be changing</u> ; we will continue to offer it as it is now.

	<p>The improved products will carry a “C” suffix and cannot be mixed with the old material.</p> <p>There are 9 new items:</p> <p>Clean Room Steel:</p> <ul style="list-style-type: none"> • ES7901C - 12’ HD Main Beam, Routs 12” OC • ES7920C – 2’ Cross Tee • ES7940C – 4’ Cross Tee, Center Rout • ES7801C – 12’ Angle Molding – 15/16” Flange <p>Clean Room Aluminum:</p> <ul style="list-style-type: none"> • EA7900C – 12’ ID Main Beam, Routs 12” OC • EA7920C – 2’ Cross Tee • EA7940C – 4’ Cross Tee, Center Rout • EA7812C – 12’ Angle Molding – 15/16” Flange (goes with EA7900 series) • EA7813 – New item number for EA7801 (goes with EA7903 series) <p>We now have two aluminum molding options:</p> <ul style="list-style-type: none"> • EA7812 which has a “C” suffix to indicate that it matches EA7900, EA7920, and EA7940. • EA7813 matches EA7903, EA7927, and EA7947. It replaces EA7801A which is exactly the same.
<p>Benefits to Contractors</p>	<p>Clean Room will now be a much easier install:</p> <ul style="list-style-type: none"> • Cut with less effort • Tees will snap in just as they do with the other systems they often install
<p>Benefits to Architects and Designers</p>	<p>Architects will appreciate the new finish and the fact that they can use the product with confidence on seismic DEF projects.</p>
<p>Installation Considerations</p>	<p>We had to increase the height of the <u>aluminum</u> Clean Room system by just over ¼” when we took the PVC out of the bulb so it was strong enough to meet the duty rating. For that reason, customers should use the fixtures we recommend on the data page or confirm compatibility with the lighting manufacturer for fixtures not listed.</p> <p>We have an FAQ document that provides guidance for selecting and installing Clean Room grid.</p>
<p>Competitive Analysis</p>	<p>Both USG and CMC have Clean Room grid. They have factory-applied gaskets; however, plastic film must be removed before installation.</p>
<p>Sales Tools</p>	<p>Literature:</p> <ul style="list-style-type: none"> • Data Page Clean Room Aluminum BPCS-3070 • Data Page Clean Room Steel BPCS-4121 • Clean Room FAQ BPCS-5068

	<p>Samples:</p> <ul style="list-style-type: none"> • Clean Room Steel submittal sample • Clean Room Aluminum submittal sample <p>Web: www.armstrong.com/cleanroom</p> <ul style="list-style-type: none"> • Updated specifications, data pages, and FAQ • CAD Details available on the product page and in the online CAD library • Revit models with parametric data on the product page and online Revit library • Guide specifications loaded into Build-A-Spec • Item numbers added to Green Genie
Availability and Ordering	<p>We will be selling out of the old product before the new improved products will ship. For projects with future phases into 2016, new material should be used, please coordinate with the CFC.</p> <p>Orders Go Through: CFC</p> <p>Service Class: A</p>
Pricing	<p>Please see pricing summary for 2015 Fall Launch.</p>
Questions	<p>Contact your Armstrong Rep or TechlineSM customer support at 1-877-ARMSTRONG</p>