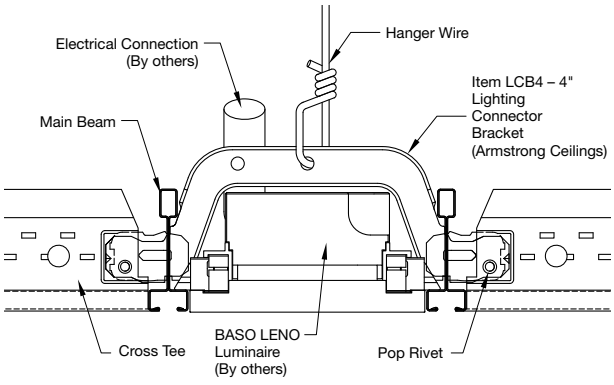
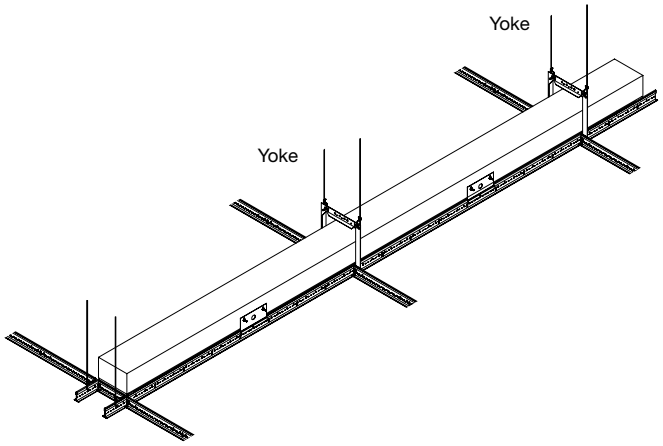
Armstrong® Linear Lighting Integration with BASO™ LENO vs. Traditional Solution

Armstrong Linear Lighting Solution	Traditional Linear Lighting Solution
1. Armstrong and BASO partnered to co-develop a seamless solution that installs from below ceiling and lighting system	1. Ceiling and lighting system does not install from below
2. Minimal on-site coordination required	2. Multiple trade coordination between acoustical and electrical contractor increasing time and labor on project
3. The Armstrong patented lighting connector bracket (LCB4) installs easily and comes in a low profile design	3. Support brackets and yokes require multiple suspension points and on-site assembly and coordination
4. Seismically tested and approved (supporting documentation available)	4. Seismic test reports may not be available for specific lighting and ceiling interfaces
5. When the BASO LENO is installed with an Armstrong ceiling the lighting fixture is not required to be independently supported to the structure above	5. BASO LENO fixture needs to be independently supported to the structure above
6. BASO LENO fixture is no taller than the Armstrong grid and offers zero plenum interference, eliminating field conflicts	6. Yoke is +8" tall, creating an opportunity for construction issues and RFI's
7. Factory cut, finished, and painted ceiling grid and tiles through our FastSize™ program	7. Ceiling grid and tiles may need to be field cut and painted adding time, material, and labor to the project
8. BASO LENO finished edge is painted to match the Armstrong global white finish	8. The finished edges of traditional linear lighting fixtures may not match the color or edge detail of a traditional ceiling system





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