

Sales Bulletin: 2010-72DDC

December 21, 2010

Product Discontinuation and Service Level Changes

Due to the continuous launch of new products and the closure of our Beaver Falls manufacturing facility, Armstrong will be discontinuing or changing the service level on many products and product families.

Product families that will be dropped due to the Beaver Falls closure include Cirrus Borders, Cirrus Classic Motifs, Latitudes, Sanserra, Stratus, Sticks, Terrain and Traces. For information on products that will be transitioning from Beaver Falls to other manufacturing facilities, please refer to the Beaver Falls transition bulletin (2010-67DDC) dated November 15, 2010.

In addition to these families, several other mineral fiber, fiberglass and i-Ceilings items will be dropped due to lowered market demand. Final orders for discontinued mineral fiber and fiberglass ceilings will be accepted until **Friday, February 11, 2011**. Final orders for i-Ceilings wireless panels will be accepted until **Thursday, December 30, 2010**.

If you require material for a current or upcoming project, please contact the Customer Focus Center.

The full list of discontinued products with recommended substitution, if applicable, is provided below. Following the discontinued products, please also see the full list of products with service level changes.

Thank you.

Discontinued Products – Mineral Fiber and Fiberglass

Item	Description	Size	Drop Date	Recommended Substitution
507	NATURAL FISSURED ANGLED TEGULAR 24"x 24"x 3/4"	24" x 24" x 3/4"	2/11/2011	FINE FISSURED 1717
518	CIRRUS CLASSIC MOTIFS BISTRO BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
524	CIRRUS CLASSIC MOTIFS COTILLION BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
526	CIRRUS CLASSIC MOTIFS EMBASSY BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
530	STRATUS BEVELED TEGULAR	24" x 24"x 3/4"	2/11/2011	NO SUBSTITUTION
530CM	STRATUS CAMEL SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
530CR	STRATUS CREAM SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
530HA	STRATUS HAZE SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
530PL	STRATUS PLATINUM SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
531	STRATUS ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
531CM	STRATUS CAMEL ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
531CR	STRATUS CREAM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
531HA	STRATUS HAZE ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
531PL	STRATUS PLATINUM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
536	NATURAL FISSURED SQUARE LAY-IN	24" x 24" x 3/4"	2/11/2011	FINE FISSURED 1713
552	NATURAL FISSURED BEVELED K4C4	12" x 12" x 3/4"	2/11/2011	FINE FISSURED 746
554	NATURAL FISSURED SQUARE K4C4	12" x 12" x 3/4"	2/11/2011	FINE FISSURED 746
561	CIRRUS PROFILES 9/16 BEADED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
562	CIRRUS PROFILES 9/16 BEADED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
571	SANSERRA SQUARE K4C4	12" x 12" x 3/4"	2/11/2011	FINE FISSURED 746
573	SANSERRA ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 584
584SP	CIRRUS ANGLED TEGULAR WITH INTERSEPT	24" x 24" x 3/4"	2/11/2011	CIRRUS 584
587	TERRAIN SQUARE TEGULAR	24" x 24"x 3/4"	2/11/2011	CIRRUS 589
588	LATITUDES SQUARE TEGULAR	24" x 24"x 3/4"	2/11/2011	CIRRUS 589
589SP	CIRRUS BEVELED TEGULAR WITH INTERSEPT	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
592	FINE FISSURED CONCEALED BEVELED K4C4	12" x 12" x 3/4"	2/11/2011	FINE FISSURED 746
595	TRACES FERNS SQUARE TEGULAR	24" x 24"x 3/4"	2/11/2011	CIRRUS 584
596	TRACES CORAL SQUARE TEGULAR	24" x 24"x 3/4"	2/11/2011	CIRRUS 589
623	CIRRUS PROFILES 15/16 BEADED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 584
650AD	STONES ADOBE ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 650
650CM	STONES CAMEL ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 650
650CR	STONES CREAM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 650
650HA	STONES HAZE ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 650
650PL	STONES PLATINUM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 650
650YS	STONES OYSTER ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 650
651AD	STONES ADOBE SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 651
651CM	STONES CAMEL SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 651
651CR	STONES CREAM SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 651

Item	Description	Size	Drop Date	Recommended Substitution
651HA	STONES HAZE SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 651
651PL	STONES PLATINUM SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 651
651YS	STONES OYSTER SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	STONES 651
654	STICKS ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
655	STICKS SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	NO SUBSTITUTION
704NF	CORTEGA NF ANGLED TEGULAR	24" x 24" x 5/8"	2/11/2011	CORTEGA 704
755NF	FISSURED NF SQ LAY-IN	24" x 48" x 5/8"	2/11/2011	FISSURED 755
756NF	FISSURED NF SQUARE LAY-IN	24" x 24" x 5/8"	2/11/2011	FISSURED 756
761	CORTEGA VPO SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	CORTEGA 769**
769NF	CORTEGA NF SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	CORTEGA 769
1728NF	FINE FISSURED NF SQUARE LAY-IN	24" x 24" x 5/8"	2/11/2011	FINE FISSURED 1728
1729SP	FINE FISSURED WITH INTERSEPT	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1729
1749	FINE FISSURED VPO SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1729**
1760CR	FINE FISSURED SECOND LOOK I CREAM ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1760
1760HA	FINE FISSURED SECOND LOOK I HAZE ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1760
1760CM	FINE FISSURED SECOND LOOK I CAMEL ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1760
1760PL	FINE FISSURED SECOND LOOK I PLATINUM ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1760
1761CR	FINE FISSURED SECOND LOOK II CREAM ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1761
1761HA	FINE FISSURED SECOND LOOK II HAZE ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1761
1761CM	FINE FISSURED SECOND LOOK II CAMEL ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1761
1761PL	FINE FISSURED SECOND LOOK II PLATINUM ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1761
1763	FINE FISSURED SECOND LOOK IV ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1760
1767	FINE FISSURED SECOND LOOK III ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED SECOND LOOK II 1766
1768	FINE FISSURED SECOND LOOK IV ANGLED TEGULAR	24" x 48" x 3/4"	2/11/2011	FINE FISSURED SECOND LOOK II 1766
1772NF	DUNE NF SQUARE LAY-IN	24" x 24" x 5/8"	2/11/2011	DUNE 1772
1774NF	DUNE NF ANGLED TEGULAR	24" x 24" x 5/8"	2/11/2011	DUNE 1774
1774SP	DUNE ANGLED TEGULAR WITH INTERSEPT	24" x 24" x 5/8"	2/11/2011	DUNE 1774
1775NF	DUNE NF BEVELED TEGULAR	24" x 24" x 5/8"	2/11/2011	DUNE 1775
1775SP	DUNE BEVELED TEGULAR WITH INTERSEPT	24" x 24" x 5/8"	2/11/2011	DUNE 1775
1810SP	FINE FISSURED HIGH NRC SQUARE LAY-IN WITH INTERSEPT	24" x 24" x 3/4"	2/11/2011	FINE FISSURED 1810
1811SP	FINE FISSURED HIGH NRC SQUARE LAY-IN WITH INTERSEPT	24" x 48" x 3/4"	2/11/2011	FINE FISSURED 1811
1828	FINE FISSURED HIGH NRC/CAC ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	FINE FISSURED 1717
1829	FINE FISSURED HIGH NRC/CAC BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	FINE FISSURED 1719
1830AD	FINE FISSURED ADOBE SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1830

Item	Description	Size	Drop Date	Recommended Substitution
1830BL	FINE FISSURED BLACK SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1830
1830CM	FINE FISSURED CAMEL SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1830
1830CR	FINE FISSURED CREAM SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1830
1830HA	FINE FISSURED HAZE SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1830
1830PL	FINE FISSURED PLATINUM SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	FINE FISSURED 1830
2600CM	GRAPHIS RUSTEX CUBIC BEV CAMEL ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2600
2600CR	GRAPHIS RUSTEX CUBIC BEV CREAM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2600
2600HA	GRAPHIS RUSTEX CUBIC BEV HAZE ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2600
2600PL	GRAPHIS RUSTEX CUBIC BEV PLATINUM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2600
2602CM	GRAPHIS RUSTEX LINEAR BEV CAMEL ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2602
2602CR	GRAPHIS RUSTEX LINEAR BEV CREAM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2602
2602HA	GRAPHIS RUSTEX LINEAR BEV HAZE ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2602
2602PL	GRAPHIS RUSTEX LINEAR BEV PLATINUM ANGLED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2602
2625CR	GRAPHIS RUSTEX GROOVED PLANK CREAM BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2625
2625HA	GRAPHIS RUSTEX GROOVED PLANK HAZE BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2625
2625PL	GRAPHIS RUSTEX GROOVED PLANK PLATINUM BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	GRAPHIS RUSTEX 2625
2712NF	DUNE NF SECOND LOOK II	24" x 48" x 3/4"	2/11/2011	DUNE SECOND LOOK II 2712
2767NF	CORTEGA NF SECOND LOOK II	24" x 48" x 3/4"	2/11/2011	CORETGA SECOND LOOK II 2767
2759	FINE FISSURED SECOND LOOK I ANGLED TEGULAR	20" x 60" x 3/4"	2/11/2011	NO SUBSTITUTION
3360	FORTIMA OPEN PLAN SCRIM BACK SQUARE LAY-IN	24" x 24" x 3/4"	2/11/2011	OPTIMA OPEN PLAN 3352
3363	FORTIMA OPEN PLAN SCRIM BACK SQUARE TEGULAR	24" x 24" x 3/4"	2/11/2011	OPTIMA OPEN PLAN 3355
3461	TIERRA SQUARE LAY-IN	24" x 48" x 5/8"	2/11/2011	TIERRA 3460
6498	CIRRUS BORDERS PLAIN PANEL 9/16 BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
6499	CIRRUS BORDERS PLAIN PANEL 15/16 BEVELED TEGULAR	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
8073	GRAPHIS LINEAR CORNER	24" x 24" x 3/4"	2/11/2011	GRAPHIS FINETEX LINEAR 8005
R100	CIRRUS BORDERS 9/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R101	CIRRUS BORDERS 9/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R102	CIRRUS BORDERS 9/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R103	CIRRUS BORDERS 9/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R104	CIRRUS BORDERS 9/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R105	CIRRUS BORDERS 9/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R150	CIRRUS BORDERS 15/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R151	CIRRUS BORDERS 15/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*

Item	Description	Size	Drop Date	Recommended Substitution
R152	CIRRUS BORDERS 15/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R153	CIRRUS BORDERS 15/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R154	CIRRUS BORDERS 15/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R155	CIRRUS BORDERS 15/16 TRADITIONAL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R300	CIRRUS BORDERS 9/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R301	CIRRUS BORDERS 9/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R302	CIRRUS BORDERS 9/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R303	CIRRUS BORDERS 9/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R304	CIRRUS BORDERS 9/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R305	CIRRUS BORDERS 9/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 589
R350	CIRRUS BORDERS 15/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R351	CIRRUS BORDERS 15/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R354	CIRRUS BORDERS 15/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*
R355	CIRRUS BORDERS 15/16 SCROLL	24" x 24" x 3/4"	2/11/2011	CIRRUS 584*

* Recommended substitution has a 15/16" angled tegular edge detail and should not be mixed with products with a 15/16" beveled tegular edge detail. Products with a 15/16" beveled tegular edge detail can be manufactured through Armstrong's specials process.

** Recommended substitution matches the visual only. For high wash performance, consider using Georgian High Washability, items 793, 794 and 823.

Service Level Changes – Mineral Fiber and Fiberglass

Item	Description	Size	Current Service Class	New Service Class
584CM	CIRRUS CAMEL ANGLED TEGULAR	24" x 24" x 3/4"	A	S
584HA	CIRRUS HAZE ANGLED TEGULAR	24" x 24" x 3/4"	A	S
584PL	CIRRUS PLATINUM ANGLED TEGULAR	24" x 24" x 3/4"	A	S
589CM	CIRRUS CAMEL BEVELED TEGULAR	24" x 24" x 3/4"	A	S
589HA	CIRRUS HAZE BEVELED TEGULAR	24" x 24" x 3/4"	A	S
589PL	CIRRUS PLATINUM BEVELED TEGULAR	24" x 24" x 3/4"	A	S
1728AD	FINE FISSURED ADOBE SQUARE LAY-IN	24" x 24" x 5/8"	C	S
1728CM	FINE FISSURED CAMEL SQUARE LAY-IN	24" x 24" x 5/8"	C	S
1728HA	FINE FISSURED HAZE SQUARE LAY-IN	24" x 24" x 5/8"	C	S
1728PL	FINE FISSURED PLATINUM SQUARE LAY-IN	24" x 24" x 5/8"	C	S
1729AD	FINE FISSURED ADOBE SQUARE LAY-IN	24" x 48" x 5/8"	C	S
1729CM	FINE FISSURED CAMEL SQUARE LAY-IN	24" x 48" x 5/8"	C	S
1729HA	FINE FISSURED HAZE SQUARE LAY-IN	24" x 48" x 5/8"	C	S
1729PL	FINE FISSURED PLATINUM SQUARE LAY-IN	24" x 48" x 5/8"	C	S
1732AD	FINE FISSURED ADOBE ANGLED TEGULAR	24" x 24" x 5/8"	C	S
1732CM	FINE FISSURED CAMEL ANGLED TEGULAR	24" x 24" x 5/8"	C	S
1732HA	FINE FISSURED HAZE ANGLED TEGULAR	24" x 24" x 5/8"	C	S
1732PL	FINE FISSURED PLATINUM ANGLED TEGULAR	24" x 24" x 5/8"	C	S
2904	SHASTA SQUARE LAY-IN	24" x 24" x 5/8"	A	C
2908	RANDOM FISSURED PERFORATED SQUARE LAY-IN	24" x 24" x 5/8"	A	C
2983	PEBBLED PERFORATED SQUARE LAY-IN	24" x 48" x 5/8"	A	C
3102	PAINTED NUBBY OPEN PLAN SQUARE LAY-IN	24" x 24" x 1"	A	C
3103	PAINTED NUBBY OPEN PLAN SQUARE LAY-IN	24" x 48" x 1"	A	C
3154	OPTIMA OPEN PLAN SQUARE LAY-IN	48" x 96" x 1"	A	C
3155	OPTIMA OPEN PLAN SQUARE LAY-IN	24" x 48" x 1-1/2"	A	C
3161	OPTIMA PLANK SQUARE LAY-IN	24" x 78" x 3/4"	A	C
3162	OPTIMA PLANK SQUARE LAY-IN	24" x 96" x 3/4"	A	C
3200	PAINTED NUBBY OPEN PLAN SQUARE TEGULAR	24" x 24" x 1"	A	C
3201	PAINTED NUBBY OPEN PLAN FLUSH TEGULAR	24" x 24" x 1"	A	C
3901	OPTIMA VECTOR WITH FOILBACK	24" x 24" x 7/8"	A	C

Discontinued Products – i-Ceilings

Item	Description	Size	Drop Date	Recommended Substitution
____WL1	i-ceilings Wireless Antenna Panel (ex: 19121WL1)	N/A	12/30/2010	NO SUBSTITUTION
____WL2	i-ceilings Wireless Antenna Panel (ex: 19122WL2)	N/A	12/30/2010	NO SUBSTITUTION
____WL3	i-ceilings Wireless Antenna Panel (ex: 19121WL3)	N/A	12/30/2010	NO SUBSTITUTION
____WL4	i-ceilings Wireless Antenna Panel (ex: 19122WL4)	N/A	12/30/2010	NO SUBSTITUTION