

Hill, Reggie [reggie@floorconsult.com](mailto:reggie@floorconsult.com)

9/19/11

to me, Andrea, John

fyi

----- Forwarded message -----  
From: **Wendy S. Booker** <[WSBooker@armstrong.com](mailto:WSBooker@armstrong.com)>  
Date: Sun, Sep 18, 2011 at 10:07 PM  
Subject: RE: new recommended floor care products  
To: "Hill, Reggie" <[reggie@floorconsult.com](mailto:reggie@floorconsult.com)>

Reggie,

Here is the list you requested.

Reggie,

Per our conversation, below are the recommended substitutions for the recently dropped Armstrong products.

Dropped Product	Suggested Replacement
<ul style="list-style-type: none"><li>• Pattern Plus Shine</li><li>• Pattern Plus Shine Remover</li><li>• Spray Shield</li><li>• Spray Tone</li><li>• Lite N Natural</li><li>• Dark N Rich</li></ul>	<ul style="list-style-type: none"><li>• Shinekeeper</li><li>• New Beginning</li><li>• Betco Easy Task</li><li>• Dura Seal Neutral Liquid Wax</li><li>• Dura Seal Neutral Wax</li><li>• Dura Seal Coffee Wax</li></ul>

Feel free to work with Rick Herr to show the Technical team the products you reference. If I am available, I'll join part of the conversation.

**Wendy S. Booker**

Product Manager, IMA

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