

UNITED STATES BANKRUPTCY COURT  
DISTRICT OF DELAWARE

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<i>In re</i>	:	Chapter 11 Case No.
	:	
ARMSTRONG WORLD INDUSTRIES, INC., <i>et al.</i> ,	:	00-4471 (RJN)
	:	
	:	
Debtors.	:	(Jointly Administered)
-----X	:	

BALLOT FOR ACCEPTING OR REJECTING  
ARMSTRONG WORLD INDUSTRIES, INC.'S PLAN OF REORGANIZATION  
DATED NOVEMBER 4, 2002

CLASS 6 -UNSECURED CLAIMS OTHER THAN CONVENIENCE CLAIMS  
[DESCRIPTION OF DEBT] (CUSIP # \_\_\_\_\_)

Armstrong World Industries, Inc. ("AWI"), as debtor in possession, is soliciting votes with respect to the Plan of Reorganization of Armstrong World Industries, Inc., dated November 4, 2002 (the "Plan"), from the holders of certain impaired claims against and interests in AWI. If you have any questions on how to properly complete this Ballot, please call Innisfree M&A Incorporated (the "Special Voting Agent") toll-free at (877) 750-2689.

This Ballot is to be completed by beneficial owners of the Class 6 debt securities noted above (the "Debt Securities"). Please complete, sign and date this Ballot and promptly return it to the Special Voting Agent, Innisfree M&A Incorporated, Attn: Armstrong World Industries, Inc., 501 Madison Avenue 20th Floor, New York, NY 10022. In order for your vote to be counted, your Ballot (or the Master Ballot cast on your behalf) must be RECEIVED by the Special Voting Agent by 5:00 p.m. Wilmington, Delaware time on [\_\_\_\_], 2003 (the "Voting Deadline").

**IF THE ENCLOSED ENVELOPE IS ADDRESSED TO YOUR NOMINEE, BANK, OR BROKER, PLEASE ALLOW ENOUGH TIME FOR THE NOMINEE, BANK, OR BROKER TO RECEIVE YOUR BALLOT AND TRANSMIT YOUR VOTE ON A MASTER BALLOT BEFORE THE VOTING DEADLINE.**

YOU MUST VOTE ALL CLASS 6 CLAIMS THAT YOU BENEFICIALLY HOLD EITHER TO ACCEPT OR REJECT THE PLAN, AND MAY NOT SPLIT YOUR VOTE.

**DO NOT RETURN ANY SECURITIES WITH THIS BALLOT**

On [\_\_\_\_], 2003, the United States Bankruptcy Court for the District of Delaware signed an order that establishes certain procedures (the "Voting Procedures") for the solicitation and tabulation of votes to accept or reject the Plan. The Voting Procedures are annexed as Exhibit "D" to the Disclosure Statement, dated December 20, 2002 (the "Disclosure Statement"), which accompanies this Ballot.

**PLEASE COMPLETE THE FOLLOWING:**

**Item 1. PRINCIPAL AMOUNT OF DEBT SECURITIES VOTED.** The undersigned certifies that as of [\_\_\_\_], 2003 (the "*Voting Record Date*"), the undersigned was either the beneficial owner, or the nominee of a beneficial owner, of Debt Securities in the aggregate unpaid principal amount set forth below (insert amount in box below). If your Debt Securities are held by a nominee, bank, or broker on your behalf and you do not know the amount, please contact your nominee, bank, or broker immediately.

\$ _____
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**Item 2. VOTE ON THE PLAN.** The beneficial owner of Debt Securities in the amount set forth in Item 1 (the "Beneficial Owner") hereby votes to:

- Check one box:            Accept the Plan
- Reject the Plan

*The Plan will be accepted by Class 6 if it is accepted by the holders of two-thirds in amount and more than one-half in number of Claims in Class 6 voting on the Plan. If the Plan is confirmed by the Bankruptcy Court, all holders of Claims against and Equity Interests in AWI (including those holders who abstain from voting on or reject the Plan, and those holders who are not entitled to vote on the Plan) will be bound by the confirmed Plan and the transactions contemplated thereby.*

**Item 3. IDENTIFY ALL OTHER CLASS 6 DEBT SECURITIES VOTED.** By returning this Ballot, the Beneficial Owner certifies that (a) this Ballot is the only Ballot submitted for the Class 6 Claims held by such Beneficial Owner, except for the Class 6 Claims identified in the following table, and (b) all Ballots for Class 6 Claims submitted by the Beneficial Owner indicate the same vote to accept or reject the Plan that the Beneficial Owner has indicated in Item 2 of this Ballot (please use additional sheets of paper if necessary):

Account Number	Name of Holder*	Amount of Other Class 6 Claims Voted	Type of Class 6 Claims Voted
		\$	
		\$	

\*Insert your name if the other Class 6 Claim is in your name; or, if the other Class 6 Claim is derived from debt instruments held in street name, insert the name of your bank or broker.

\*\* The following chart lists all publicly traded Class 6 debt securities of AWI by issuance, maturity, and CUSIP number:

Issuance	Maturity	CUSIP Number
9% Medium Term Notes	[to be provided]	04248H AN 6
9% Medium Term Notes	[to be provided]	04248H AS 5
9% Medium Term Notes	[to be provided]	04248H AU 0
6.35% Senior Debentures	2003	042476 AG 6
6.5% Senior Debentures	2005	042476 AD 3
9.75% Debentures	2008	042476 AA 9
7.45% Senior Notes	2029	042476 AH 4
7.45% Senior Quarterly Interest Bonds	2038	042476 60 0
5.95% Kankakee IRB's	[to be provided]	451889 AF 6

**Item 4. ACKNOWLEDGEMENTS AND CERTIFICATIONS.** By returning this Ballot, the Beneficial Owner acknowledges that it has been provided with a copy of the Disclosure Statement, including all exhibits thereto. The Beneficial Owner certifies that (i) it was the Beneficial Owner of the Debt Securities identified in Item 1 above on the Voting Record Date, and (ii) it has full power and authority to vote to accept or reject the Plan with respect to the Debt Securities described in Item 1 on the Voting Record Date. If this Ballot has been “prevalidated” by a bank or broker, such bank or broker certifies that it held the Debt Securities described in Item 1 as the registered or record owner on the Voting Record Date.

Print or Type Name of Claimant: \_\_\_\_\_

Social Security or Federal Tax I D. No of Claimant: \_\_\_\_\_

Signature: \_\_\_\_\_

Name of signatory (if different than claimant): \_\_\_\_\_

If by Authorized Agent, Title of Agent: \_\_\_\_\_

Street Address: \_\_\_\_\_

City, State, and Zip Code: \_\_\_\_\_

Telephone Number: \_\_\_\_\_

Date Completed: \_\_\_\_\_

**IF YOU HAVE ANY QUESTIONS REGARDING THE BALLOT, OR  
IF YOU DID NOT RECEIVE A COPY OF THE DISCLOSURE STATEMENT OR  
PLAN, OR IF YOU NEED ADDITIONAL COPIES OF THE BALLOT OR OTHER  
ENCLOSED MATERIALS, PLEASE CONTACT THE SPECIAL VOTING AGENT,  
INNISFREE M&A INCORPORATED, TOLL-FREE AT (877) 750-2689.**