

*signed plant
C.M. Rigay*

-Paoli, Pennsylvania

March 25, 1965

To: All Regional Sales Managers
All Area Sales Managers
All Salesmen

General Sales Bulletin #22-65

Subject: CENTER TAPER BOARD

Cc: Mr. R.I. Fredericks Paoli
Mr. K.A. McCaskill Paoli

By: C.E. Abbey /ghp

File - Wallboard Manual - Section 5-B

Years ago, the Bestwall Gypsum Company offered a center tapered gypsum wallboard to be used in laminated ceilings to help eliminate nail popping from this area. Beading and ridging and nail pops in a ceiling are an eye sore that frequently gives an otherwise good gypsum wallboard application, a poor acceptance to actual rejection. Bestwall Sales representatives should impress on their drywall contractors the old adage that "An ounce of prevention is worth a pound of cure".

A way to reduce or even eliminate joint beading and ridging is to laminate the wallboard application for ceilings or sidewalls using either 2 layers of gypsum wallboard in various combinations of thickness depending on what is desired insofar as sound and fire resistance is concerned, or using Bestwall's "strip lamination" installation. This puts a solid board in back of both edge and end joints which will compensate for practically all conditions that might contribute to ridging and beading.

Since Bestwall's Laminating Compound requires overnite drying to reach full strength, the Company's recommendations in the ceiling application of laminated gypsum wallboard require nails in the edges and ends of the board and also, down the center of the board into each framing member or on 16" centers when that line falls beneath a framing member. Since nail popping seldom ever occurs beneath the paper tape and cement, this center tapered board was offered to permit the applicator to apply a tape down the center of the board over the nail fasteners placed there.

Properly finished following Bestwall's specifications, gave a beautiful ceiling of lasting satisfactory performance.

It is true that laminated work costs more than single layer work. However, where the drywall contractor is concerned with costs and yet wants to eliminate call-backs and excessive amounts of work due to conditions over which he has no control contributing to ridging and beading and nail pops, he should use at least the "strip lamination" application recommended by Bestwall and include the use of center tapered board.

(Over)

PLAINTIFF'S EXHIBIT

GP-799

SGP 0025264

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Please notice Price Schedule 1, page 3 effective February 8, 1965 which has been changed to show that 3/8" and 1/2" center taper board is not a stock item but that in the 1/2" and 3/8" thickness, center taper will be made on order with a minimum quantity of 2000' on a maximum of two weeks lead time at all plants except Wilmington. Page 9 of Pacific Coast Schedules 1, 2, and 3 will be changed to show the same note.

To our knowledge, no other manufacturer offers a center tapered board. This is a plus you can offer your drywall contractors. The product is available at no premium over the comparable regular board product.

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