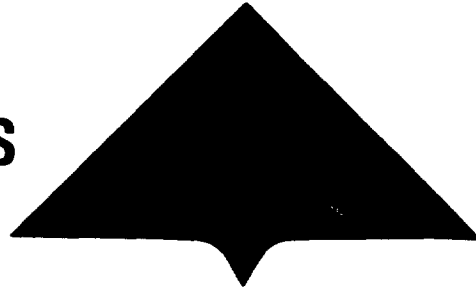


GENERAL SALES INFORMATION



GEORGIA-PACIFIC JOINT TREATMENT PRODUCTS
CONFORM TO ASTM SPECIFICATION NO. C475-64
AND FEDERAL SPECIFICATION NO. SS-J-570.

ADVANTAGES OF G-P JOINT SYSTEM PRODUCTS

MIXING STABILITY

Georgia-Pacific products are stable in wet mix consistency avoiding annoying adjustment before use.

PLASTICITY

Georgia-Pacific products have smoother application properties. Plasticity enables better control in application and provides better shearing and feathering qualities.

DURABILITY BOND

Georgia-Pacific products develop greater strength and water resistance. They produce an excellent bond and joints as strong as the board itself.

LESS SHRINKAGE

Georgia-Pacific products exhibit the lowest shrinkage compatible with excellent job results.

QUALITY

Quality standards and controls are the very best known to the industry.

NATURAL LIMITATIONS

1. Protect powder against moisture.
2. Each coat must be thoroughly dry before each succeeding coat or final decoration is applied.
3. During winter season or when temperature is less than 55°F, finishes should not be applied unless building has a controlled heat of at least 55°F for period of 24 hours before installation and until a permanent heating system is in operation. Use only clean mixing water at room temperature.
4. Do not mix one Georgia-Pacific product with another, or with any other material.

PLAINTIFF'S EXHIBIT

GP-1517

SGP 0022971

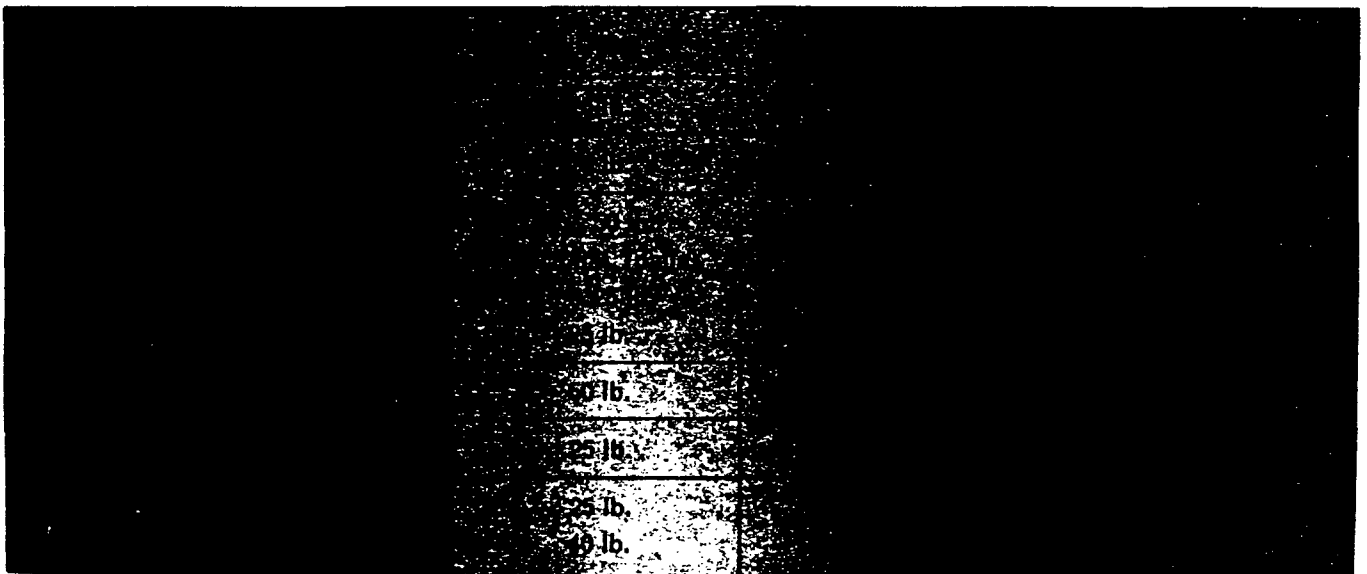


Joint System Products relate to gypsum wallboard in the same manner wood moldings relate to hardwood paneling. Whenever you sell or quote on gypsum wallboard your immediate second thought should relate to a sale or quote on joint compound to use with the board. This is not only good selling but profitable for all concerned. When this initial effort is made by you with a customer, you will find that future orders will automatically include the joint system products and result in a nice increase in the amount of the billing and the percentage of profit.

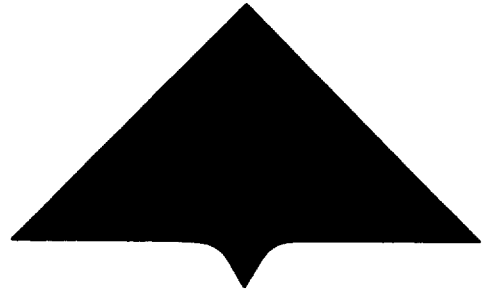
A good rule-of-thumb is "for every 1,000 square feet of gypsum wallboard you sell, you should also sell, as an accessory item, 50* pounds of a joint system product."

* When corner beads are to be covered with joint system — 60 pounds of joint system per 1000' wallboard is a more accurate figure.

PACKAGE COLOR CODING



JOINT SYSTEM PRODUCTS



Joint System is the material for reinforcing and concealing gypsum wall-board joints to provide a smooth monolithic surface that will accept various types of decoration.

Today's complete G-P Joint System Products include ready-mixed as well as conventional powder compounds suitable for application by either hand tools or mechanical equipment.

The following pages give detailed information concerning the use of G-P Joint System Products.



BEDDING COMPOUND

G-P Bedding Compound is designed to provide maximum adhesion of wallboard tape to the joints, and for the initial application to nail heads and corner bead. It

spreads smoothly and may be hand or machine applied. Since it is used for this express purpose, G-P builds in the maximum taping and adhesive qualities.

COVERAGE: Approximately 10 lbs. per 1,000 square feet. (Used in conjunction with 40 lbs. of Topping Compound.)

AVAILABLE IN 25 LB. BAGS.

TOPPING COMPOUND

G-P Topping Compound is specifically designed for the second and third coats over the Bedding Compound. Since it is used only for topping, we are able to reduce the

amount of adhesive and incorporate other materials which reduce the shrinkage and make it easier to sand and work.

COVERAGE: Approximately 40 lbs. per 1,000 square feet. (Over 10 lbs. of Bedding Compound.)

AVAILABLE IN 25 LB. BAGS.

TRIPLE DUTY JOINT COMPOUND

G-P Triple Duty Joint Compound is a multi-purpose product for use where the finest results of the specialized Bedding and Topping Compounds are not necessary. A single bag offers taping, topping and texturing. It can be used for all coats in the reinforcing and concealing of joints in gypsum wallboard construction. The binder in Triple Duty gives this product a wet

life of 30 to 60 days duration. This allows pre-mixing in large quantities prior to application. Triple Duty can be applied using standard hand or mechanical tools. The product has low shrinkage and it is easily sanded. When the application is completed, the surface is ready for priming and decoration as desired, with no further preparation necessary.

COVERAGE: Approximately 50 lbs. per 1,000 square feet (12-50 lbs. per 1,000 square feet when used as a texturing material).

AVAILABLE IN 25 AND 50 LB. BAGS.

ALL PURPOSE JOINT COMPOUND

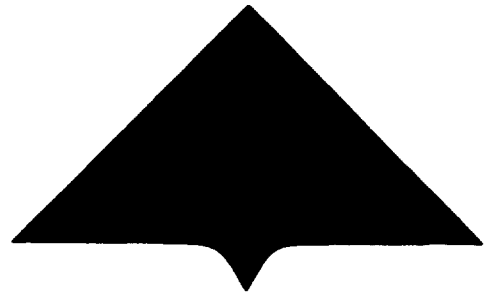
G-P All Purpose Joint Compound is used for bedding tape, topping, corner beads, nail spotting and texturing. Be sure each coat or layer of compound is thoroughly dry before applying succeeding coats. When used for texturing, for

best results apply a vinyl primer to the entire area before texturing. The texture may be applied with a roller, sponge, brush or other suitable implement depending on the type of configuration desired.

COVERAGE: Approximately 50 lbs. per 1,000 square feet.

AVAILABLE IN A 25 LB. BAG AND AN 18 LB. BAG WITH A 250' ROLL OF TAPE.

JOINT SYSTEM PRODUCTS



READY MIX



G-P Ready Mix Joint Compound is a prepared wet mix material designed to bond tape to wallboard for joint reinforcement — to fill and finish joints — cover and finish nail heads and corner bead — and for texturing.

Controlled formulation and mixing results in:

- greater coverage
- saving in job mixing time
- easy sanding — smooth working
- uniform consistency

Ready Mix can be stored approximately one year and not lose any of its bonding or working properties.

Available in either machine or hand tool consistency. It is packaged in one gallon or five gallon pails. Coverage: approximately 5 gallons per 1,000 square feet of wallboard.

APPLICATION: It is best to use the Ready Mix compound at the consistency you receive it, to minimize shrinkage. If a thinner material is desired, Ready Mix can be easily thinned with water using a potato masher type mixing paddle. A drill type mixer is not recommended as this tends to whip air into the compound. Add the water gradually to speed the thinning process. Lukewarm water should be used. Do not use hot water. If overthinning occurs, simply add additional Ready Mix compound to thicken and then remix.

When storing the wet mix in a pail for prolonged periods, cover the mix with a damp cloth or a thin layer of water. When reusing, pour off water and remix.

G-P Ready Mix joint compounds are formulated so that they will not be destroyed if frozen unless it has been frozen and thawed several times, or is subjected to extremely low temperatures. If the material becomes frozen, allow it to thaw at room temperature. Do not force the thawing process. When Ready Mix freezes and thaws, the compound may settle to the bottom of the can. In the event this occurs, the compound should be thoroughly mixed insuring that the bottom layers have been mixed throughout. Following this, water may be added to obtain the desired consistency, and the compound should be thoroughly remixed as before.

DECORATION: For best results a prime coat should be used over the entire wallboard surface before final decoration.

SPEED SET JOINT COMPOUND

DESCRIPTION: G-P Speed Set Joint Compound is a quick setting material to be used for taping, finishing joints, concealing nail heads, and covering corner beads, when time is important.

Speed Set comes 3 ways:

1. With 1/2 hour working time, setting hard in about 1 hour. It will be identified on the bag in inch high red letters "1/2 hour working."
2. With a 1 hour working time, setting hard in about 1½ hours. It will be identified on the bag in inch high red letters "1 hour working."
3. With a 2 hour working time, setting hard in about 2½ hours. It will be identified on the bag in inch high red letters "2 hour working."

MIXING: Add 25 lbs. of G-P Speed Set to 1½ gallons of clean (potable) water with continuous mixing. Allow to soak a minimum of 5 minutes. Remix, adding water if necessary to obtain proper working consistency. The mix may tend to stiffen slightly for as much as 10 minutes after it is mixed.

APPLICATION: Apply G-P Speed Set to joints and embed tape, leaving a uniform thickness under the tapes. Fill corner beads and spot nail heads. Apply finish coats over tapes, corner beads and nail heads after previous application has hardened (set). As an alternative, G-P Triple Duty or Ready Mix may be used for finishing.

PRECAUTIONS:

1. Do not mix more material than can be applied within the working time.
2. Do not mix with other joint compounds in either wet or dry form.
3. Clean tools and mixing equipment after each batch to prevent acceleration of setting time.
4. If stiffening occurs, except within the first 10 minutes, setting action is starting and material should be discarded.
5. Do not retemper mix — never add part of a previous batch to a fresh batch.
6. Minimum air and water temperature of 55° must be maintained in working areas until joints are completely dry.

DECORATION: For best results, a prime coat should be used over the entire wallboard surface before the final decoration. Be sure the entire surface is thoroughly dry before application of a primer.

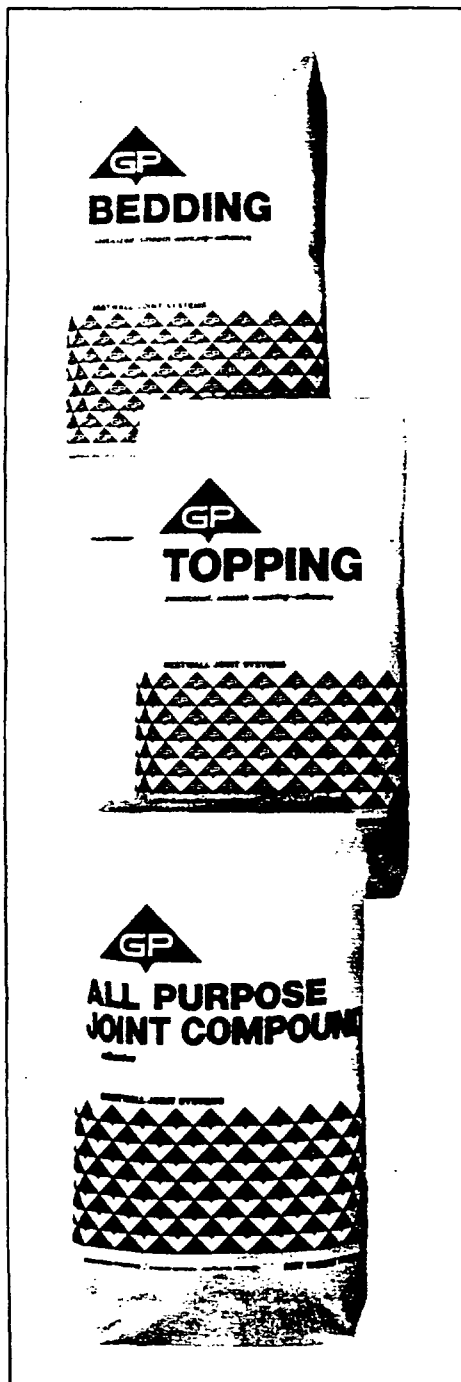


SGP 0022976



joint system products

Bedding, Topping and All Purpose Compounds



Georgia-Pacific offers a complete new line of Joint Treatment compounds for those who demand the very finest in powder products. G-P Bedding, G-P Topping and G-P All Purpose compounds are new formulations that incorporate certain advanced chemicals that build in a variety of superior performance features. These products are easily identified in their bright sun yellow colored bags.

advantages:

The new G-P Joint Treatment Compounds:

- ... go into solution *fast*. They can be used almost immediately after mixing.
- ... retain their mixed consistency for extended periods of time.
- ... are compatible with most other types of joint compounds.

G-P Bedding

This product is formulated primarily for embedding the wallboard tape. It may also be used to coat metal trim, fasteners and corner beads. G-P bedding spreads smoothly, has superior bonding qualities, and maximum resistance to edge cracking.

coverage: Approximately 10 lbs. per 1,000 square feet. (Used in conjunction with 40 lbs. of Topping Compound.) Available in 25 lb. bags.

G-P Topping

This product is specially formulated to give superior finishing results. Used for second and third coats over the bedding coat, this product is extremely smooth working, has excellent feathering qualities, low shrinkage, and is easier to sand. Available in either white or buff color.

coverage: Approximately 40 lbs. per 1,000 square feet. (Over 10 lbs. of Bedding Compound.) Available in 25 lb. bags.

G-P All Purpose

This product is formulated as a one bag system which can be used for topping, bedding and texturing. It has very good topping and bedding characteristics along with good texturing properties. G-P All Purpose is easy to mix, smooth working with relatively low shrinkage.

coverage: Approximately 50 lbs. per 1,000 square feet. Available in a 25 lb. bag and an 18 lb. bag with a 250' roll of tape.

SGP 0022977