

PLAINTIFF'S EXHIBIT

GP-1052

BESTWALL

BESTWALL GYPSUM COMPANY

SALES HELPS

SGP 0025826

BESTWALL

SALES
HELPS

SGP 0025827



intracompany memo

to	* See Below	location	All Locations
from	G. S. Nelson	location	Portland
subject	<u>Master Literature Guide</u>	date	March 8, 1976

Attached is the 1976 Master Literature and Sales Aids Guide. All literature, samples and specialty items along with their prices are listed.

Within three weeks, each location will receive a complete, two volume master literature set containing most of the literature listed in the guide. *2 ? Portland*

Please place all orders for material on the attached Sales Promotion Materials Order form. Additional copies of these are available from Portland Advertising.

Thank you.


G. S. N.

GSN:cc

Attachment

- * Regional Managers
 - Branch Managers
 - Inside Salesmen
 - Outside Salesmen
 - National Sales Reps - Dealers
 - National Sales Reps - Industrials
 - National Sales Reps - Shelter
 - Gypsum Regional Managers
 - Distribution Division Staff
 - Building Products Division
 - Gypsum Division Staff
 - Southern Division
 - Crossett Division
 - Savannah Mill
 - Eugene Mill
 - Advertising Dept.

SGP 0025828



1978 to come

Table of Contents

Page

Specialties

General Product Catalog	1
Prefinished Paneling	1
Prefinished Molding	1
Doors	1
Flooring	1
Siding	1
Advertising Aids	2
Binders	2
Home Building Ideas	2

Commodities

Gypsum	2, 3, 4
Lumber	4, 5
Hardboard	5
Particleboard	5
Softwood Plywood	5
Industrial Products	5



Specialties

Form No.

Price

General**General Product Information**

Building Products Catalog		\$.50
(includes Panelings, Sidings, Gypsum board)		
Building Products Pocket Guide	5285	.25
FTC Advertising Guidelines	5753	N/C
Guide to Remodeling Merchandising	2754	.25
Contractor Guide to Estimating	5064	.25
"Help" Project Booklet	6962	N/C
"How to Buy and Use" Product Brochures	6985	N/C

Prefinished Paneling**General Paneling Information**

Interior Paneling		.15
Tips on Selling Georgia-Pacific Panelings	1492	N/C
How to Install Wall Paneling (8½"x11")	1939	.02
How to Install Plywood Wall Paneling (3¾"x8¾")	5270	.02
Spec Sheet - Panel Adhesive	5209	N/C

Stuffers

Renaissance	3941	N/C
Vinyl Shield	6381-1	N/C
Bungalow	6381-2	N/C
Monitor	6381-3	N/C
Oxford	6799	N/C

Decorating Idea Brochures

How to Make Beautiful Things Happen With Walls - 32 pages	5567	.25
Four Idea Brochures: Living Rooms and Dining Rooms, Family Rooms and Dens, Bedrooms and Dressing Rooms, Kitchens and Nooks	5188	N/C

Moldings**Wood Moldings**

W/P Series Molding Patterns 1967 Edition		.50
Wood Moldings Brochure (WWPA)		.75
From Tree to Trim		3.00

Doors

Spec Sheet - Prefinished Coachdoor	6696	N/C
G-P Coachdoor Stuffer	5724	N/C
G-P Coachdoor Samples		
1½" - 15"x36", Walnut only (bored for lockset)		5.50 ea
G-P InDoor Samples		
1¾" - 15"x36", Walnut and Maple		5.50 ea.
½" Door Skins, Walnut, Maple and Butternut		.20 ea



Specialties		Form No.	Price
Flooring	Vinyl Shield Floor Tile Stuffer	5850	N/C
Siding	Catalog Siding Catalog		.15
	Hardboard Siding (lap and panel)		
	Spec Sheet - Hardboard Siding	4217	N/C
	Hardboard Siding Application	4233	N/C
	Hardboard Siding Guarantee	4237	N/C
	Plywood Siding		
	Spec Sheet - Softwood Plywood Siding/Pine	4301	N/C
	Spec Sheet - MDO Plywood Siding	5484	N/C
	Spec Sheet - Softwood Plywood Siding	5485	N/C
	Spec Sheet - Cedar Plywood Siding	5486	N/C
	Spec Sheet - Redwood Plywood Siding	5487	N/C
	Saw Textured Redwood/More Than One Idea	RW-2	N/C
	Spec Sheet - Rough Sawn 303 Fir Plywood Siding	6290	N/C
	Siding Samples (16"x6")	Send to Advertising Department, Portland.	
	Fir Plywood Siding	3/8" Fir Rough Sawn no groove 3/8" Fir Rough Sawn Channel Groove 4" o.c. 5/8" Fir Rough Sawn Reverse B&B 12" o.c. 5/8" Fir Rough Sawn T 1-11 4" o.c.	
	Pine Plywood Siding	3/8" Pine Rough Sawn Plain 3/8" Pine Rough Sawn Town and Country 4" o.c. 5/8" Pine Rough Sawn Reverse B&B 12" o.c. 5/8" Pine Rough Sawn T 1-11 4" o.c.	
	Cedar Plywood Siding	3/8" Cedar Rough Sawn Plain 5/8" Cedar Rough Sawn T 1-11 4" o.c. 5/8" Cedar Rough Sawn Reverse B&B 12" o.c.	
	Redwood Plywood Siding	3/8" Redwood Rough Sawn Plain 5/8" Redwood Rough Sawn T 1-11 4" o.c. 5/8" Redwood Rough Sawn Reverse B&B 12" o.c.	



Specialties

Form No.

Price

Siding

(cont'd)

Primed Hardboard Siding

7/16" Hardboard Lap Smooth
 7/16" Hardboard Lap Textured
 7/16" Hardboard Panel Textured
 Channel Grooved 4" o.c., 6" o.c., 8" o.c.
 Reverse B&B 12" o.c.
 V Grooved 5 1/8" o.c.

Advertising Aids**General**

Merchandising and Display Catalog
 Individual Ad Repro Proofs
 Panel Posters (Available approx. March 1, 1977)

N/C
 N/C
 .20 ea

Binders**General**

Product Information Marketing Manual (PIMM)

N/C

Dealer

Dealer Product Price Guide Dividers

.75

Architect

Design/Specifier - Chateau II and Renaissance Sample Chips

5.00

Gypsum

Gypsum Product Literature Binder

2.00

Lumber

Redwood Data Book
 Softwood Lumber Binder

10.00
 N/C

Mobile Home

Mobile Home Presentation Brochure
 and Product Specification Sheets

N/C



Specialties

Form No.

Price

Home Building Ideas

New Homes

Bookful of Ideas for Your New Home – APA
Redwood Homes – CRA

T-635

.10
.30

Vacation Homes

Great Ideas for Second Homes – APA
Redwood Vacation Homes – CRA

T-610

.50
.30

Commodities

Form No.

Price

Gypsum Products

Wallboard

Gypsum Board Catalog
Folder – "Do-It-Yourself" Gypsum Board Application Instructions
Spec Sheet – Metal Corners and Metal Casings – East
Spec Sheet – Metal Corners and Metal Casings – West
Spec Sheet – Product Specification Directory
Folder – "Do-It-Yourself" Wall and Ceiling Texture
Spec Sheet – GP Class A Wall Panels Vinyl Surface Gypsum Board
Spec Sheet – Class A Prefinished Gypsum Ceiling Paneling
Spec Sheet – Class A Prefinished Gypsum Wall Paneling
Spec Sheet – Gypsum Wall Systems
Spec Sheet – Gypsum Board and Joint Systems Products

GWA-5
GP-6605E
GP-6605W
PSD-20
6546
6698
6911
6911
6840
6322-20

.10
.03
N/C
N/C
N/C
N/C
N/C
N/C
N/C
N/C

Firestop

Spec Sheet – Regular and Firestop Gypsum Sheathing
Spec Sheet – Fire Door Core

6307
6890

N/C
N/C

Special Boards

Spec Sheet – Round Edge Gypsum Board
Spec Sheet – Soffit Board
Spec Sheet – Water Resistant Tile Backer Board
Spec Sheet – PreDec Textured Gypsum Panel (Ceiling)
Brochure – Shaft Liner
Shaft Liner Spec Data Sheet

RE-95
SB-33
TB-10
PD-44
SL-5295

.03
N/C
N/C
N/C
N/C
N/C

Eternawall

Brochure – Standard Line Swatched Insert
CSI Spec Data Sheet – Eternawall

ET-50
SDE-90

.25
N/C



Commodities

Form No.

Price

Gypsum Products

(cont'd)

Gypsum Wallboard (cont'd)

Adhesive Nail-On Application of Gypsum Wallboard

GA-65

N/C

Special Recommendations—Gypsum Wallboard in
Bath-Shower Areas

GA-45

N/C

Simplified Practice Recommendation R-266-63 Gypsum Board
Products

GA-30

N/C

Lath and Plaster

Brochure—Plaster Products—Dens-Cote Veneer/Lath & Plaster

DC/P-25

N/C

Sheathing

Fire Resistant Gypsum Sheathing

GA-251

.10

Gypsum Sheathing Nailing and Stapling Recommendations

GA-205

.01

Gypsum Concrete and Roof Decks

How to Inspect a Gypsum Roof Deck

GA-305

.08

Miscellaneous

Dealer Scratch Pads Small

SP-1

.05

Dealer Scratch Pads Large

SP-5

.10

Pocket Protectors

PP-16

.15

Gypsum Calculator

N/C

Knife Blades

Package with two # 1992 Stanley heavy duty blades

KB-2

.10

Ordering Procedure for Gypsum Samples

All salesmen are to order Gypsum Samples on the Paneling

Sample form filling in the quantity, sample code number, unit

price and total price. Forward to the Ft. Dodge, Iowa, Gypsum Plant

for shipment of order.

SAMPLE PRICE DOES NOT INCLUDE SHIPPING COST.

Gypsum Wallboard Samples

1/2" Regular Gypsum Wallboard—Tapered Edge

GW-2

.30

1/2" Regular Gypsum Wallboard—Round Edge

GW-3

.30

1/2" Tile Backer Board—Tapered Edge

TB-4

.40

1/2" Gypsum Board—Tapered Edge with Joint System—Decorated

GJS-14

2.00

3/8" Gypsum Backer (Square Edge)

RB-7

.30

1" Gypsum Core Board (T&G)

CB-15

1.20

1/2" Gypsum Insulating Board—Tapered Edge

IW-6

.40

1/2" Firestop—Tapered Edge

FX-1

.30

5/8" Firestop—Tapered Edge

FX-1a

.30

1/4" Gypsum Sound Deadening Board

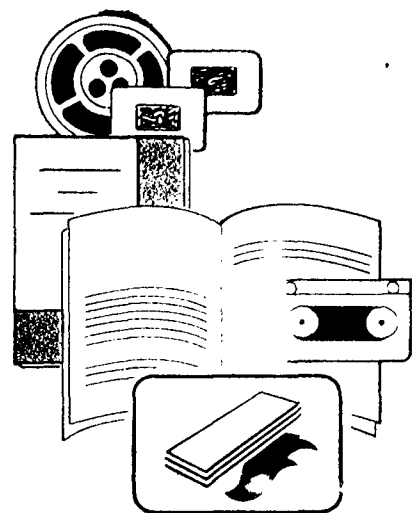
GSD-3

.30

5/16" PreDec Samples (white)

PD-40

.40



HOW TO USE THIS PUBLICATION LIST

GYPSUM ASSOCIATION CODE NUMBER

Each publication has been assigned a Gypsum Association code number for ease in ordering. This code consists of a three digit subject number followed by the year of publication. This publication date will be useful in determining whether your file copies of each publication are the most recent editions available.

ORDER FORM

To assist you in ordering Gypsum Association publications, a convenient order form has been included on the back page of this brochure. Simply indicate the publications you desire, complete the shipping information, detach the form and mail it to
Gypsum Association
1603 Orrington Avenue, Suite #1210
Evanston, Illinois 60201

Letters and purchase orders are also acceptable. Please do not include your remittance with your order, as we will bill you following shipment.

PRICES

Please note that quoted prices for publications are for more than one copy only. Orders for only one copy of any publication, or orders totalling less than \$1.00 will be filled free of charge. Prices apply for two or more copies of the same publication. The first copy of any publication is free.

Prices may vary according to our costs of reprinting or revising the various publications, and are subject to change without notice. Since prices reflect our actual printing costs, there is no quantity discount.

All prices do not include shipping costs, which are added to each invoice.

SHIPMENT OF ORDERS

Unless special shipping arrangements are requested, the Gypsum Association reserves the right to select the means of shipment. Orders totalling less than 16 ounces will normally be shipped via Third Class Mail, while those weighing more than one pound will usually be shipped via United Parcel Service. Providing a complete street address rather than a post office box number will help to speed delivery via UPS.

A Notice of Shipment for large orders will be provided if such notice is requested at the time an order is placed.

FIRE RESISTANCE

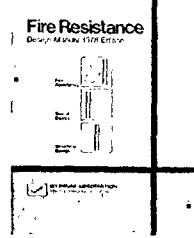
FIRE RESISTANCE MANUAL

The 1978 edition of the Fire Resistance Design Manual is the most comprehensive design manual ever produced by the Gypsum Association. Its 72 pages provide fire test data for 234 wall, ceiling, column, beam and roof deck assemblies using gypsum board or gypsum plaster. Sound transmission loss data also supplied for most wall and ceiling assemblies. This convenient, accurate, up-to-date book allows designer to quickly and easily determine essential characteristics of a wide range of fire resistant construction assemblies classified according to use and fire resistance ratings. Also includes structural height limitation of nonload-bearing partitions.

This manual has been referenced by the three major model building codes as well as the Minimum Property Standards published by the United States Department of Housing and Urban Development. It has also been approved for use by many major city and county codes.

(GA-600-78)

Price \$1.00



GYPSUM BOARD PRODUCTS

USING GYPSUM BOARD FOR WALLS AND CEILINGS

This manual, written in a style readily understandable to the beginning tradesman, describes the different kinds of gypsum wallboard, their uses and correct method of handling and installation. Information is technically exact and comprehensive. Excellent use of many diagrams and photographs takes present and potential drywall mechanic step-by-step along the way to quality craftsmanship.

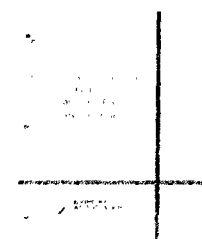
(GA-201-77)

Price 50¢

RECOMMENDED SPECIFICATIONS FOR THE APPLICATION AND FINISHING OF GYPSUM BOARD

This 16 page illustrated booklet details the proper procedure to be used in the application and finishing of gypsum board, including related accessories. It is of great value to those in the construction industry or others who may have the occasion to install gypsum board.

(GA-216-78) Available in early 1978



RECOMMENDED STANDARD SPECIFICATION FOR 5/16 INCH MH GYPSUM BOARD

This single sheet contains recommended specifications for 5/16" gypsum board for use in manufactured housing. It includes information on core composition, flexure strength, dimensions, hardness, nail pull resistance, finish and packaging.

(GA-217-75)

Price 10¢

RECOMMENDED SPECIFICATIONS FOR THE APPLICATION OF 5/16" MH GYPSUM BOARD TO WOOD FRAMING

This 4-page specification covers the minimum requirements for application of 5/16" gypsum board interior wall and ceiling finish for manufactured or mobile home housing units.

(GA-218-76)

Price 10¢

RECOMMENDATIONS FOR INSTALLATION OF STEEL DOOR FRAMES IN STEEL STUD GYPSUM BOARD FIRE RATED PARTITIONS

This 4-page brochure recommends proper arrangement and reinforcement details for single and double egress steel door frames installed in gypsum board wall systems.

(GA-219-78)

Price 15¢

FIRE RESISTANT GYPSUM SHEATHING

Including specifications, application procedures, and diagrams, this 4 page brochure explains the use of gypsum as a fire resistant sheathing material under a variety of exterior finishes.

(GA-252-75)

Price 10¢

fire resistant
gypsum sheathing



MOBILE HOMES

GYPSUM DRYWALL IN MOBILE HOMES (A MARKETING PROGRAM)

This marketing kit has been put together to assist the mobile home dealer in promoting the sale of his homes which feature gypsum board in their interiors. It includes the following items: 10 "Safe and Sound" seals for application on and in the home; 10 brochures on the advantages of gypsum drywall in mobile homes; two ads which the dealer may reproduce under his own name in his local paper; a brochure explaining the availability of two 30-second TV commercials which the Gypsum Association will supply dealers at no cost and to which they can add their



GYPSUM DRYWALL
IN MOBILE HOMES
A MARKETING PROGRAM

own dealership identification; radio commercials for local dealer use; a news release for use with local press; reprints of full page advertisements which have appeared in trade publications; Recommended Specifications for the Application of 5/16" MH Gypsum Board to Wood Framing; Recommendations for Cutting Gypsum Board; Recommendations for Warehouse Storage of Gypsum Board; and Recommendations for Handling Gypsum Board with a Fork Truck. Individual items from this kit may also be ordered separately.

(GA-403-77)

Price \$1.50

GYPSUM LATH AND PLASTER

MANUAL OF GYPSUM VENEER PLASTER

This 12-page illustrated brochure explains what veneer plaster is and how it should be applied. On-the-job photographs and pictures of finished projects illustrate the recommended use of these thin coat, high strength, quickly applied systems designed to retain the versatility, beauty, and durability of the long established plastering art.

(GA-151-74)

Price 25¢

veneer plaster



GYPSUM ROOF DECKS

POURED GYPSUM ROOF DECKS—DESIGN DATA

This 16-page brochure, illustrated with photographs and sketches, contains pertinent results of industry tests along with basic design data for gypsum roof decks.

(GA-300-73)

Price 24¢

GENERAL INTEREST

THIS IS THE GYPSUM ASSOCIATION

This 16-page brochure answers many frequently asked questions about the Gypsum Association. Explains how and why the Association was formed and how it fulfills its two primary objectives:

promoting gypsum products on behalf of member companies, and serving as an information center for the building industry as a whole. Of special interest to industry salesmen, architects, specifications writers, building code officials, contractors and others.

(GA-500-71)

Price 15¢

*this is the
Gypsum
Association*

WE LIVE HERE TOO

This attractive 6-panel illustrated brochure explains in an easy-to-read style how the gypsum industry is fulfilling its ecological responsibilities. The brochure outlines many of the lesser-known uses of gypsum in foodstuffs, drugs and cosmetics, as a soil additive, and as a water purification agent. The pamphlet explains the three systems in use at gypsum plants to limit the amount of dust that is released into the surrounding area.

(GA-501-71)



Price 5¢

GYPSUM, CONSTRUCTION MATERIAL SINCE 3000 BC

Reprinted from the October, 1971 issue of ROCK PRODUCTS magazine, this 4-page illustrated article discusses the 75 year history of the gypsum industry from 1896 until 1971.

(GA-502-72)

Price 5¢

GYPSUM IN THE AGE OF MAN

Containing 30 articles of general interest by noted experts within the gypsum industry, this 48-page volume covers such subjects as the history of the gypsum industry, the fire resistance of gypsum products, sound control in residential construction, and new uses for this versatile building material. This publication is a valuable reference for all those connected with the building industry.

(GA-504-74)

Price 45¢



ASTM STANDARDS ON GYPSUM PRODUCTS

The Gypsum Association stocks copies of some American Society for Testing and Materials Standards for gypsum products. These standards are made available to our member companies at cost. Currently on hand are:

(C 36-75)

Price 5¢

Standard Specification for Installation of Steel Framing Members to Receive Screw-Attached Gypsum Wallboard, Backing Board, or Water Resistant Backing Board.

(C 754-74)

Price 25¢

BUILDING REHABILITATION

GYPSUM ASSOCIATION SPECIFICATIONS FOR COVERING EXISTING INTERIOR WALLS AND CEILINGS WITH GYPSUM BOARD PRODUCTS

An 8-page illustrated brochure describes methods for

covering walls and ceilings to make lead-based paint inaccessible to children.

Congress passed Public Law 91-695, the "Lead-Based Paint Poisoning Prevention Act," providing for the detection, treatment and elimination of the nationwide hazard of lead-based paint poisoning in children. Such poisoning results when children eat chips of lead-based paint peeled from surfaces of older buildings.

(GA-650-71)

Price 10¢

SAFETY

INDUSTRIAL SAFETY MANUAL

The third edition of the Industrial Safety Manual is an authoritative 128 page safety reference covering most gypsum industry production operations. Useful as a supplement to established member company safety programs or for day to day reference, the 6" x 9" loose-leaf manual presents safety guidelines in accordance with existing governmental safety standards. Contains a 48-page section describing potential gypsum operational hazards and suggested corrective procedures keyed to the Plant Safety Training Program slide-cassette presentation.



The manual is 3-hole punched for easy insertion into a notebook or binder to facilitate periodic update.

(GA-700-75)

Price \$1.40

SAFETY REFERENCE DIGEST

A 48-page compendium of articles reprinted from past issues of the Gypsum Association Safety Bulletin.

Several of the more than 80 articles were written almost a quarter century ago and are as pertinent today as when initially published. The Safety Reference Digest contains information about a wide range of safety subjects and will be helpful to supervisors when preparing employee safety lectures.

(GA-711-77)

Price \$1.35



WATCHFUL WALLY SAFETY MEDALLION

This 2" x 1-3/8" die-cast vinyl likeness of Watchful Wally, the gypsum industry safety mascot, carries the message, "Safety Is No Accident." Constructed of flexible magnetized vinyl, the safety medallion will adhere to any magnetic surface. It is particularly effective as a safety reminder on bulletin boards, lockers, work benches, filing cabinets, access doors, or any other smooth, metallic surface.

(GA-701-74)

Price 5¢/\$1.00

WATCHFUL WALLY BUMPER STICKER

Featuring Wally behind the wheel of a Tin Lizzie, this attractive 7-3/4" x 2-3/4" black, white and red bumper sticker is captioned "Drive To Survive."

(GA-702-71)

Price 3/5¢

FORK LIFT DRIVER TRAINING MANUAL

Designed for classroom use in conjunction with the Gypsum Association Fork Lift Truck Driver Training Program, this 22-page spiral bound student manual contains chapters on the basic principles of a lift truck, operations of a lift truck, safety rules, preventive maintenance. Meets OSHA Driver Certification requirements.

(GA-703-74)

Price \$1.75



FORK LIFT DRIVER TRAINING INSTRUCTOR'S GUIDE

The 32-page Instructor's Guide contains complete instructions for administering the Gypsum Association Fork Lift Truck Driver Training Program. Included in each of four sessions are an outline for classroom instruction, an examination, and suggested field work. The concluding section includes a final exam and instructions for preparing a student road test. Required text for use with training manual.

(GA-704-74)

Price \$1.75

FORK LIFT TRUCK OPERATOR IDENTIFICATION CARD

Containing space for all the information generally required on company vehicular permits, the wallet-sized operator identification card is designed for presentation to certified lift truck drivers. Meets OSHA driver certification requirements.

(GA-705-74)

Price 10¢

FORK LIFT TRUCK DRIVER TRAINING PROGRAM

For your convenience in ordering fork lift truck driver training materials, all of the aforementioned items have been packaged as the Gypsum Association Fork Lift Truck Training Program. The complete program provides the film "Don't Drop The Ball," an Instructor's Guide, 15 Driver Training Manuals, and 15 Operator's Identification Cards, all at substantial savings. Meets OSHA driver certification requirements.

(GA-708-74)

Price \$112.00

FORK LIFT TRUCK DRIVER TRAINING KIT

The Fork Lift Truck Driver Training Kit contains all of the above "program" items EXCEPT the film "Don't Drop The Ball." Excellent method for restocking program materials.

(GA-707-74)

Price \$27.00

MATERIALS HANDLING

MATERIALS HANDLING MANUAL

Covering characteristics of gypsum board products, recommendations for loading rail cars and trucks, use of fork trucks, storage and handling procedures, and safety recommendations, the well-illustrated Second Edition contains important information on warehouse operations where gypsum products are handled. Looseleaf format permits periodic update.

(GA-800-71)

Price \$2.00

FILMS

(All are 16mm color-sound films. Actual prices of films vary with current market costs of producing prints.)

"TIME TO LIVE"

This 16½ minute film effectively demonstrates the fire resistance qualities of gypsum board products and how these products provide the valuable time needed to protect life and property in a fire emergency. Footage of actual fires is interwoven with laboratory and construction scenes to make the point that appropriate gypsum products should be included in construction plans to provide maximum fire protection. Included are scenes from residential, high rise and mobile home construction.

Price \$111.00

(Super 8 prints of "Time to Live" are also available for use on both Fairchild and MPO Videotronic projectors)

"SHAPING THE FUTURE WITH GYPSUM WALLBOARD"

23½ minutes. An informational film of interest to all audiences. It treats the mining and processing of gypsum from raw rock to its many uses in the modern world, emphasizing the application of gypsum wallboard for effective, fire-resistant construction in modern buildings.

Price \$105.00

"FIRE ON THE RISE"

27 minutes. An effective demonstration of what to do in the event of fire in a high rise building and how the concept of "balanced protection" can avoid serious consequences in such a fire. Shot on location, the film covers the key elements in balanced protection: early detection and warning, containment, suppression, control systems, rehearsed evacuation plan, and properly trained and equipped fire services. Features New York City Fire Commissioner John O'Hagan.

Price \$162.50

"SAFETY ZONE"

27 minutes. This award winning film, shot on location in gypsum mines and plants, emphasizes safety practices that should be standard practice in all industries. The film takes the point of view that your "safety zone" is your brain. It shows how thinking and "using your head" can avoid potential dangers, demonstrating specific examples. Useful for educating new employees and retraining old ones. General enough for showing to outside groups.

Price \$175.00

"DON'T DROP THE BALL"

"Don't Drop The Ball" is a motion picture devoted to an important professional, the fork lift truck operator. Filmed on location in gypsum plants where the lift truck is the very heart of materials handling operations, "Don't Drop The Ball!" examines what it means to be a professional lift truck driver.

This 18 minute film compares the experienced fork truck operator to a professional sportsman. Both are really good at their chosen occupations due to a little talent and a lot of hard work. Both have studied the rules and know the safety hazards associated with their work. Both are successful because of a constant, unyielding desire to be the very best. Both are pros.

Designed for use with the Fork Lift Truck Driver Training Program in meeting the OSHA driver certification requirement.

Price \$92.00

MATERIALS HANDLING TRAINING FILM

This 22 minute 16mm color film covers in detail the railroad flatcar loading practices which must be followed in order to load bulkhead flatcars in accordance with the Association of American Railroads Mandatory Loading Rules for shipments of gypsum board travelling more than 750 miles. The film is an excellent training tool for new and veteran loading personnel.

Price \$99.00

SLIDE PROGRAMS

ECOLOGY SLIDE PROGRAM

Entitled "We Live Here Too," this slide-lecture presentation describes the numerous consumer uses of gypsum in industry. Appropriate for showing to community groups or employees, the complete program includes forty-eight 35mm slides, a cassette recording of the script by a professional narrator, a script for the projectionist, plastic litter bags for distribution to the audience, copies of the "We Live Here Too" brochure. Program time is 12 minutes.

(GA-595-72)

Price \$28.50

AUDIO CASSETTE PROGRAMS

FIRE RESISTANCE MANUAL ORIENTATION PROGRAM

This program (available to member companies only) consists of an audio tape and a meeting guide to familiarize member company personnel, particularly the sales staff, with the importance of proper use of the Fire Resistance Design Manual. It is designed for use in regional meetings and takes the participants step-by-step through the Manual to demonstrate effective use of the book with contractors and building officials.

(GA-601-78)

Price \$4.00

PLANT SAFETY TRAINING PROGRAM

Designed to stimulate discussions about common safety topics, this slide-cassette program has been expanded to two volumes.

Volume One examines eight safety subjects which are of vital concern to all gypsum industry employees: walking and working surfaces, mobile equipment, operating machinery, pinch points, electrical equipment, hand tools, falling objects, and chemicals and flammables. 137 35mm slides and a professionally narrated tape cassette are included.

(GA-709-76)

Price \$49.50

Volume Two discusses catch points, squeeze points, shear points, sharp and pointed objects, and handling explosives. This volume also includes a condensed version of the popular Gypsum Association Safety Seminar program for supervisors who are unable to attend the day-long seminars. 155 slides and two tape cassettes are included.

(GA-709-77)

Price \$52.00

Price for both volumes \$100.00



GYP SUM ASSOCIATION

1603 Orrington Avenue
Evanston, Illinois 60201

Eastern Office
10 Connecticut Avenue, N.W.
Washington, D.C. 20036

Western Office
1820 North Highland Avenue
Hollywood, California 90028

MEMBERS

The Celotex Corporation
The Flintkote Company
Georgia-Pacific Corporation
Gold Bond Building Products
Division of National Gypsum Company
Grand Rapids Gypsum Company
Kaiser Cement & Gypsum Corporation
Pabco Gypsum
Division of Pacific Coast Building Products, Inc.
Republic Gypsum Company
Temple Industries
Division of Temple Industries Inc.
United States Gypsum Company
Western Gypsum Company

Printed in U.S.A. 1/78

SGP 0025841

Instructions

To order publications, simply fill out this form and return it to:

GYPSUM ASSOCIATION
1603 Orrington Avenue, Evanston, Illinois 60201

Prices

Please do not enclose your remittance as you will be billed following shipment.

PLEASE NOTE THAT QUOTED PRICES FOR PUBLICATIONS ARE FOR MORE THAN ONE COPY ONLY. ORDERS FOR ONLY ONE COPY OF ANY PUBLICATION OR ORDERS TOTALLING LESS THAN \$1.00 WILL BE FILLED FREE OF CHARGE.

All prices do not include shipping costs, which are added to each invoice. Prices may vary according to our costs of reprinting or revising the various publications. Since prices reflect our actual printing costs, there is no quantity discount.

Ship To

Name _____

Firm _____

Address _____

City-State-Zip _____

ORDER FORM

Code	Price per book	Qty. Ordered	Code	Price per book	Qty. Ordered
(GA-600-78)	\$ 1.00	_____	(C 754-74)	.25	_____
(GA-201-77)	.50	_____	(GA-601-78)	4.00	_____
(GA-216-78)	.10	_____	(GA-650-71)	.10	_____
(GA-217-75)	.10	_____	(GA-700-75)	1.40	_____
(GA-218-76)	.10	_____	(GA-711-77)	1.35	_____
(GA-219-78)	.15	_____	(GA-701-74)	5/1.00	_____
(GA-252-75)	.10	_____	(GA-702-71)	3/05	_____
(GA-403-77)	1.50	_____	(GA-703-74)	1.75	_____
(GA-151-74)	.25	_____	(GA-704-74)	1.75	_____
(GA-300-73)	.24	_____	(GA-705-74)	.10	_____
(GA-500-71)	.15	_____	(GA-708-74)	112.00	_____
(GA-501-71)	.05	_____	(GA-707-74)	27.00	_____
(GA-502-72)	.05	_____	(GA-709-77)	52.00	_____
(GA-504-74)	.45	_____	(GA-800-71)	2.00	_____
(C 36-75)	.05	_____			

PLEASE WRITE TO US TO PLACE ORDERS FOR FILMS OR SLIDE PROGRAMS

SGP 0025842



Commodities

Form No.

Price

Gypsum Products

(cont'd)

Gypsum Sheathing Samples

1/2" Gypsum Sheathing (T&G, Set of 2)

FGS-5

.70

Eternawall™

Vinyl Surfaced Gypsum Wallboard—1/2"

.40

See Current Eternawall Brochure for Sample Ordering.

Gypsum Lath

3/8" Gypsum Lath (Plain)

LX-12

.30

3/8" Gypsum Lath (Insulating)

IL-11

.30

3/8" Gypsum Lath (Pinholath)

PHL-13

.30

1 1/16" Dens-Cote System Sample

DC-10

2.00

Gypsum Lath and Plaster with Base Coats and Finish Coat Applied

LP-9

2.00

Accessories

Eternawall Matching Moldings

ET-17

N/C

Sample Box for Shipping Board Complaint Samples (5)

SB-18

N/C

Canvas Bag with Plastic Liner for Shipping Defective Plaster

CB-19

N/C

(Refer to Ordering Procedure for Gypsum Samples—preceding page)

Lumber**General Information**

Manual for House Framing (NFPA)

.25

Working Stresses for Joists and Rafters (NFPA)

.25

Lumber Calculator

.20

Spec Sheet – Lumber

6322-4

N/C

Spec Sheet – Southern Pine Lumber 2x4 Random Length

N/C

Western Wood Products Association Literature**Educational Information**

Facts about White Pocket Lumber

14

N/C

11 Great Trees of the West

PR-8

.25

Buyers Manual

A-26

N/C

Western Sawlog Lumber Products

PR-10

.10

Western Red Cedar Grade Guide

.50



Commodities

Form No.

Price

Lumber

(cont'd)

Product Catalogs

Product Use Manual	Cat. A	.25
Fencing Decking Storage	Cat. E	.25
Wood Siding	Cat. F	.25
Concrete Forms	Cat. J	.25
Sound Control	Cat. K	.25

Technical Information

Standard Patterns	G-16	.25
A New Look at Wood Framing	5E-1	.25
Industrial Commercial Shelving	12	.25
Technical Guide Treated Lumber Foundations	TG-6	.25
Grading Rules for Western Lumber	G-5	1.00
Grade Stamp Manual	G-13	N/C
Technical Guide Utility Grade Framing Lumber	TG-1	N/C
Technical Guide Properties of Sections (S4S)	TG-2	N/C
Technical Guide Dimensional Stability	TG-3	N/C
Lumber Footage Percentage Table	A-28	N/C

Southern Yellow Pine

Rough Sawn Southern Pine Siding (NFPA)	TB-4	.25
Maximum Spans for Joists and Rafters (SFPA)	TB-2	.25
Southern Pine Grade Use Guide (SFPA)		.25
Southern Pine Stud Grade (SFPA)		.25
Trees Forever (SFPA)		.25
Outdoor Living with Pressure Treated Southern Pine (SFPA)		.25
Decks . . . Patios . . . Fences Details & Technical Data (SFPA)		.25

Redwood**Technical Information**

Redwood Grades definitions and Examples	RW-1	.05
Redwood Finish Lumber	RW-3	.05
Redwood Data Book		10.00
Spec Sheet - Noyo Redwood Fences		N/C
Redwood Fence Ideas	6636-6	N/C
Redwood Deck and Patio Ideas	6636-7	N/C



Commodities		Form No.	Price
Lumber	Red Cedar Shingle and Hand Split Shake Literature		
(cont'd)	General Information		
	Red Cedar Shingles and Shakes	23	N/C
	Buyers Guide Shingles and Shakes		.50
	Technical		
	Grading and Packing Rules for Certigrade Red Cedar Shingles		N/C
Hardboard	General Information		
	How to Use Hardboard	HB-26	N/C
	Hardboard Underlayment Installation Instructions	HB-28	N/C
	Spec Sheet - Hardboard	6322-5	N/C
	Hardboard Siding Application Instructions	4233	N/C
Panelboard	G-P Panelboard, the do-it-yourselfer's Low Cost Budget Saver		N/C
	Spec Sheet - Panelboard	6322-6	N/C
Wood Fiber Board	Spec Sheet - Intermediate Impregnated Sheathing	5794	N/C
	Spec Sheet - Wood Fiber Sound Deadening Board	5829	N/C
	Spec Sheet - Nail-Base Impregnated Sheathing	5833	N/C
	Spec Sheet - Medium Density Fiberboard (MDF)	6322-14	N/C
Particleboard	Technical Information		
	Spec Sheet - Particleboard	282	N/C
	Spec Sheet - D-2 Particleboard		N/C
	Industrial Particleboard Shelving		N/C
	Particleboard Underlayment Performance Guarantee		N/C
	Installation Instructions and Warranty for Particleboard Underlayment	6741	N/C
	Installation Instructions and Warranty for Particleboard Mobile Home Decking	6740	N/C
Softwood Plywood	Georgia-Pacific Literature		
	G-P Overlaid Plywood	SP-72-1	N/C
	Spec Sheet - Softwood Plywood	6322-11	N/C
	Samples		
	Birch Hardwood Plywood 12" x 6"		N/C



Commodities

Form No.

Price

Softwood Plywood

(cont'd)

American Plywood Association Literature*Consumer Literature*

The Plywood "How To" Book

V605

.19

Construction Literature

Plywood Construction and Noise Control

W460

.21

Plywood Commercial/Industrial Construction Guide

Y300

.49

Glued Floor System

U405

.15

Plywood for Floors

A50

.07

Plywood Residential Construction Guide

Y405

.29

Plywood Sheathing for Walls and Roofs

A30

.11

Mod 24 Building Guide

W405

.09

Guide to Plywood Grades

Y390

.09

Product Standards PS-1 for Construction and Industrial Plywood

Y800

.26

Plywood Siding Brochure

A40

.10

Everything You Wanted to Know About Plywood

X505

.31

Plywood: Its Handling, Storage and Installation

Y880

.20

Maintenance and Refinishing for Exterior Exposure

X440

.03

Industrial Literature

Plywood for Industrial Uses

A10

.27

Medium Density Overlaid Plywood Brochure

A365

.05

High Density Overlaid Plywood Brochure

S340

.28

Industrial Products*Industrial Directory*

Spec Sheet - Industraboard (Western)

6322-3

N/C

Spec Sheet - Industraboard (Southern)

6322-19

N/C

Spec Sheet - Industrapanel

6322-7

N/C

Spec Sheet - Medium Density Fiberboard (MDF)

6322-14

N/C

Spec Sheet - Hardwood Plywood

6322-10

N/C

Spec Sheet - Panelboard

6322-6

N/C

Spec Sheet - Softwood Plywood

6322-11

N/C

Spec Sheet - Lumber

6322-4

N/C

Spec Sheet - Hardboard

6322-5

N/C

Spec Sheet - Southern Pine Plywood

6437

N/C

Spec Sheet - Southern Pine Studs

6653

N/C