E. M. Rigby
Sigurd

GEORGIA-PACIFIC CORPORATION
BESTWALL GYPSUM DIVISION
December 8, 1965

To: All Regional Managers
All Area Managers
All Salesmen

General Sales Bulletin #117-65

File: Gypsum Wallboard Product Manual
No. 1, Section 6-C

DEC 13

Subject: Joint System Products
Re: Competitive Study Chart
Revised November 15, 1965

By: G. C. Moore - lir

Attached is one (1) copy of the Revised Competitive Study Chart on Joint System products for your ready reference file.

This revised chart dated November 15, 1965, shows the following corrections:

1. References to Bestex No. 1 and 2 have been dropped.

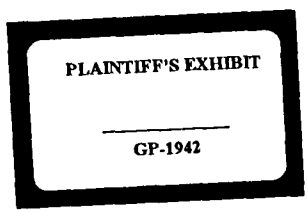
2. Bestex A, Textured machine applied or may be applied by hand.

3. Bestex B, Sand finished texture, product designed machine spray application.

4. Bestex C, Simulated Acoustic Type texture - machine application.

Bestwall Wallboard finishes Bestex A, B, and C are for application over gypsum wallboard.

Note: Please destroy all previous Competitive Study Charts on Joint System Products that were issued with the Manual No. 1, Section 6-A and insert this in Section 6-C.



November 15, 1965
Supercedes All
Previous Charts.
WALLBOARD
MANUAL I
Section 6c.

JOINT SYSTEM PRODUCTS – COMPETITIVE STUDY

BESTWALL GYPSUM	UNITED STATES GYPSUM	NATIONAL GYPSUM	NON-GYPSUM COMPANIES I.E. PROKO, SHERWIN-WILLIAMS, SYNKALOID, REARDON	USE	*ADVANTAGE OF BESTWALL
Bedding Compound Topping Compound Joint Compound All Purpose Compound	Bedding Compound Topping Compound Perfatape Compound All Purpose Compound	Bedding Compound Topping Compound Two-In-One All Purpose Compound Tri Treatment	Bedding Compound Topping Compound Dual Purpose Compound All Purpose Compound	Taping Finishing Taping and Finishing Taping, Finishing and Texturing	Easier mixing, better viscosity stability, better plasticity (better shear and feathering properties), less shrinkage, more durable (greater strength and water resistance)
Ready Mix Joint Compound	Perfatape Joint Compound – All Purpose	Ready Mix Joint Compound	Ready Mix – All Purpose	Taping and Finishing	Better working than National and Non-Gypsum competitors, easier sanding than National, better low temperature bond than all competitors
1 Day Joint Compound	Durabond	Quik-Treat	None	Taping and Fill Coat	Best working, most uniform set; first on the market and most widely used
Laminating Compound	None (recommends Perfatape Compound)	Laminating Adhesive "A"	Contact Cements (I.E., 3M) also Laminated Compound	Laminating Gypsum W/B to Gypsum W/B	Easier mixing, stronger water resistant bond, greater coverage. Does not weaken paper ply as does contact cement. Years of excellent performance has proven its capability.
Grabit	None	None	Pyrotac (Dow Chemical Co.)	Adhere Gypsum W/B to Interior Concrete or Masonry Walls	Single bag product to which only the addition of water is necessary. Good coverage results in lower costs. Easy to apply.
Bestex A – Plain Texture	AB Tex	White Super Spray – Plain	Trico Texture Synkaloid Texture, etc.	Machine Spray Texture over Gypsum W/B. (Bestex A – can be applied also with hand texture tools)	Whiter, harder, and more water resistant than competition
Bestex B – Sand Finish Texture	Sand Finish Texture	White Super Spray – Sand Finish	All Sand Finish Type Textures and Medium Coarseness Textures	Machine Spray Application Texture over Gypsum W/B	Bestex B is harder, whiter, and more water resistant than all competition
Bestex C – Simulated Acoustic Type Texture – – – – – – – – – – – – Bestex A (Add up to 8# Perlite Plaster Grade to 25# Bag)	QT Simulated Acoustic Texture	White Super Spray – (Heavy Sand Finish) – – – – – – – – – – – – Spray Quick	All Simulated Acoustic Type Textures	Machine Spray Application over Gypsum W/B	Bestex C is harder, whiter, and more water resistant than all competition
Spark Perforated Tape	Perfatape	Sparked Tape	All Sparked Tape	Reinforce W/B Joints	Equal to all competition
Triple Duty	None	None	Penncrete	Taping and Finishing and Texturing	Best workability, lowest shrinkage

*NOTE:

A) The Bestwall Gypsum Division manufacturers joint system for the following companies:
1. Johns-Manville Corporation 2. Flintkote Company 3. Kaiser Gypsum Company 4. Big Horn Gypsum Company
This fact in itself indicates the faith others have in the excellent quality of our joint system products.

B) The Bestwall Gypsum Division stands behind its joint system products, as it does for all its products. It holds the user free from any claims which may result from unsatisfactory performance of the finish work, caused by the product, when it has been used and installed in accordance with our recommendations. This is an overwhelming advantage over non-gypsum company competition, who merely make good for the material used.
The many years of experience with joint system materials used in conjunction with the product they themselves manufacture (gypsum wallboard) certainly cannot be overlooked as an advantage over non-gypsum company competition.

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