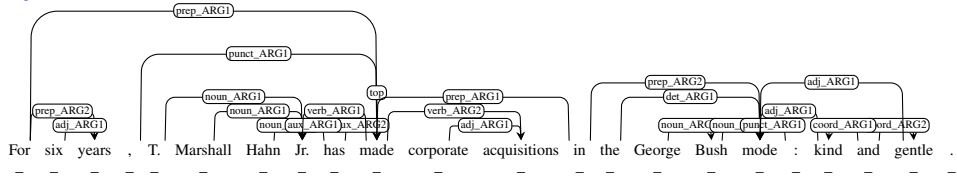
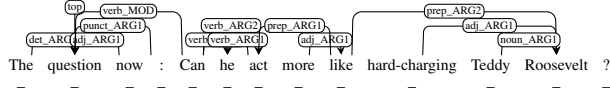


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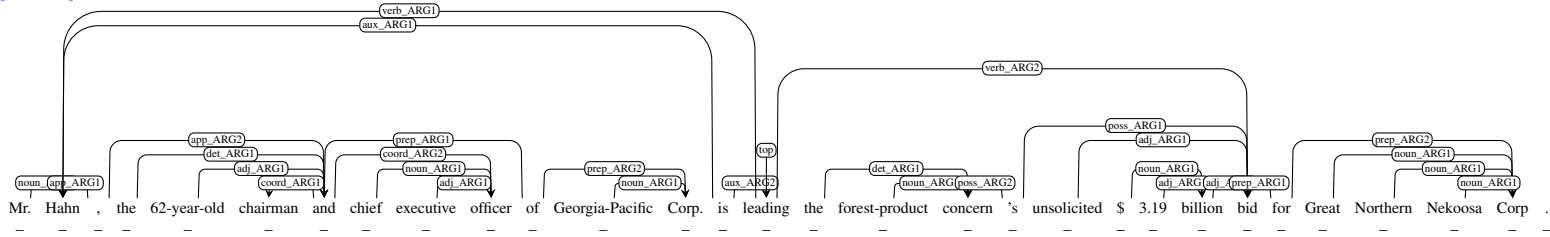
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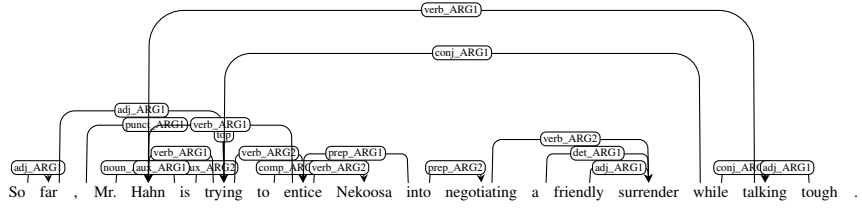
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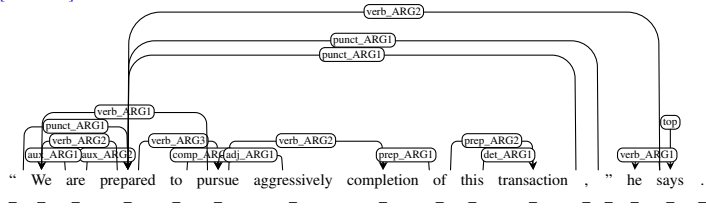
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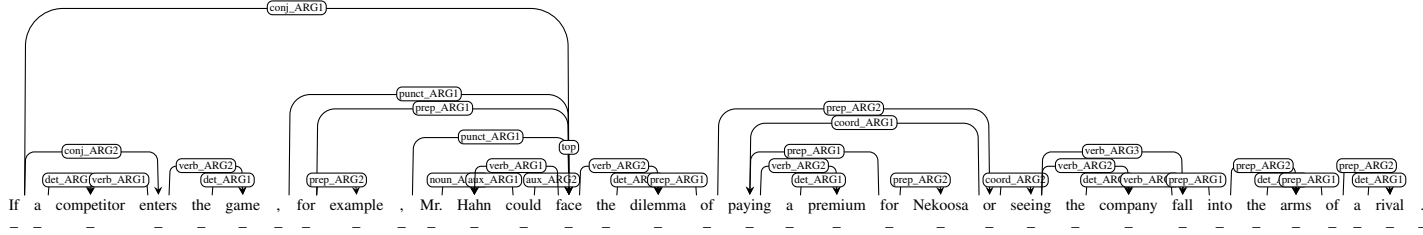
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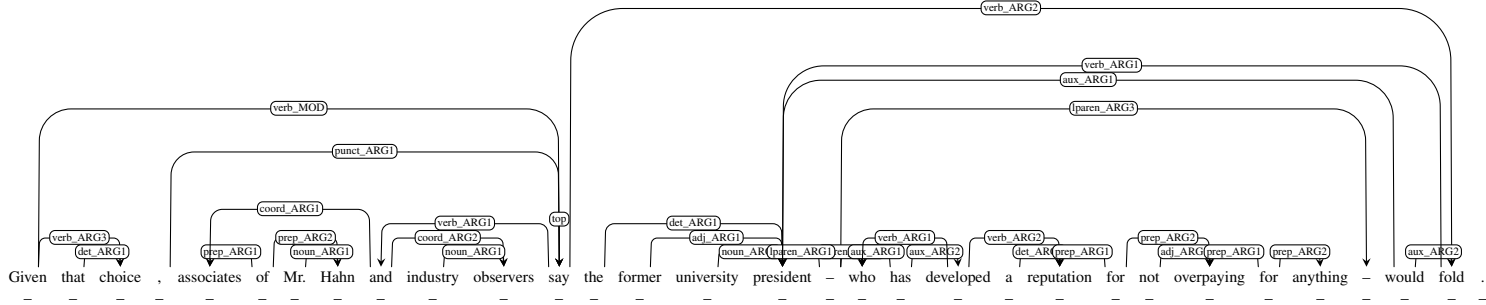
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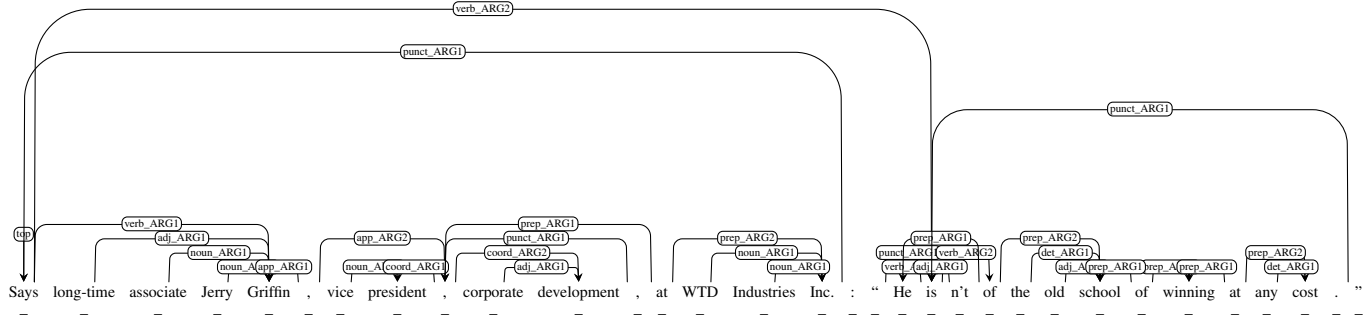
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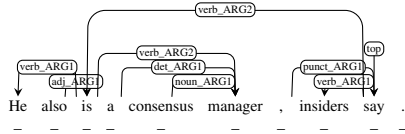
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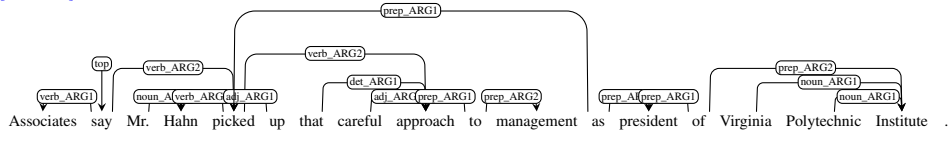
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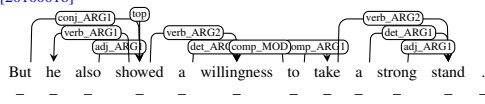
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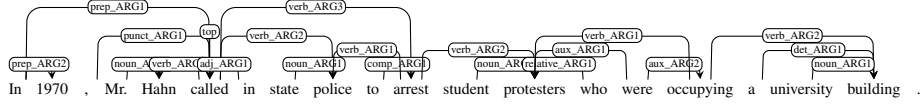
[20100014]



[20100016]



[20100017]



[20100019]

In 1975 , Mr. Pamplin enticed Mr. Hahn into joining the company as executive vice president in charge of chemicals ; the move befuddled many in Georgia-Pacific who did n't believe a university administrator could make the transition to the corporate world .

[20100020]

But Mr. Hahn rose swiftly through the ranks , demonstrating a raw intelligence that he says he knew he possessed early on .

[20100022]

Moving rapidly through school , he graduated Phi Beta Kappa from the University of Kentucky at age 18 , after spending only 2 1/2 years in college .

[20100023]

He earned his doctorate in nuclear physics from the Massachusetts Institute of Technology .

[20100024]

Mr. Hahn agrees that he has a " retentive " memory , but friends say that 's an understatement .

[20100025]

They call it " photographic " .

[20100026]

Mr. Hahn also has engineered a surprising turnaround of Georgia-Pacific .

[20100027]

Taking over as chief executive officer in 1983 , he inherited a company that was mired in debt and hurt by a recession-inspired slide in its building-products business .

[20100028]

Mr. Hahn began selling non-core businesses , such as oil and gas and chemicals .

[20100029]

He even sold one unit that made vinyl checkbook covers .

[20100030]

At the same time , he began building up the pulp and paper segment of the company while refocusing building products on home repair and remodeling , rather than materials for new-home construction .

[20100031]

The idea was to buffer building products from cycles in new-home construction .

[20100032]

The formula has paid off , so far .

[20100033]

Georgia-Pacific 's sales climbed to \$ 9.5 billion last year , compared with \$ 6 billion in 1983 , when Mr. Hahn took the reins .

[20100034]

Profit from continuing operations has soared to \$ 467 million from \$ 75 million .

[20100035]

Mr. Hahn attributes the gains to the philosophy of concentrating on what a company knows best .

[20100036]

